



MGSM823

Customer Relationship Management

Term 4 North Ryde 2018

MGSM Degree Programs

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Disclaimer

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General Information

Unit convenor and teaching staff
Karen Ganschow
karen.ganschow@mqsm.edu.au
October 26-28, Nov 10-11 2018

Credit points
4

Prerequisites
MGSM820

Corequisites

Co-badged status

Unit description

All businesses need to understand how to build ongoing profitable relationships with their customers. This unit explores the ways in which Customer Relationship Management (CRM) is concerned with the development and maintenance of long-term, mutually beneficial relationships with strategically significant customers. This course presents CRM as an intelligent management of the existing and potential customer base, with a view to optimising long-term company and customer value. Issues such as customer portfolio analysis, network management, database development, data mining and capability including the Big Data phenomenon, developing customer value propositions, customer interactions across full set of touch points, IT for CRM customer bonding strategies and the role of social CRM will be covered.

Important Academic Dates

Information about important academic dates including deadlines for withdrawing from units are available at <https://www.mq.edu.au/study/calendar-of-dates>

Learning Outcomes

On successful completion of this unit, you will be able to:

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.
- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the

global citizen.

Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and society, now, and in the future.

Critically analyse stakeholder relationships to identify appropriate strategic customer relationship activities to create, deliver and exchange sustainable value across industries and contexts and build sustainable customer experience.

Assessment Tasks

Name	Weighting	Hurdle	Due
Individual Work	10%	No	10th November 2018
Group Work	40%	No	11th November 2018
Final Examination	50%	No	Exam Week: 26 Nov - 1 Dec 2018

Individual Work

Due: **10th November 2018**

Weighting: **10%**

[First Hand Customer Experience – Individual overview](#)

Length:

Length: Maximum 4 pages

Due: 10th November 2018

Prepare a report to document your experience as a customer of **two** businesses/organisations.

You are required to:

- Include one good and one bad experience to compare and contrast.
- Analyse and evaluate your relevant experience with the businesses/organisations.
- Describe and evaluate ***your emotional response***
- Compare relative performance and alignment of your experience to customer perceived value propositions and expectations.
- Make recommendations to each of the two businesses/organisations.

Be prepared to present your summary on **Day 4 Session 7** of the course and submit your report in class in **Session 7**. This report must also be submitted via Turnitin on ilearn

On successful completion you will be able to:

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.

Group Work

Due: **11th November 2018**

Weighting: **40%**

Case Study – Group Presentation

Length:

20 minutes (15 minutes presentation plus 5 minutes Q&A)

Due Date: 11th November 2018

This case study and group presentation requires the group to:

- Review the CRM strategies of a company operating in the Australian market place.
- Describe the company's customer portfolio, assess their CRM program including the customer value proposition and the mechanisms for realising this through its customer touch points.
- Identify any ongoing weaknesses.
- Make recommendations as to any opportunities and identify what the business could be doing differently to improve its position.

Content and analysis – 15%

Individual Contribution – 15%

Presentation – 10%

A twenty (20) minute presentation is expected. No more than fifteen minutes of presentation and allowing for 5 minutes of questions and discussion. The presentations will be scheduled on the last day of the term at **Session 10**.

The key deliverables include the presentation (Powerpoint only) and the supporting documentation (detailed below).

The Powerpoint and supporting documentation must be emailed to the lecturer and submitted via Turnitin on ilearn on the day of the presentation by one designated group member.

Supporting Documentation

To assess the individual contribution of all members of the group to this case study the two following additional documents are required:

1. A document indicating specifically what each group member contributed to this case study. Your document must be physically signed off by every member of the group. If you cannot agree on the contributions of each member, you need to notify the lecturer in charge immediately

before the deadline to discuss a solution.

2. The group's agreed-to percentage split of the marks. Should all members receive equal marks? If not, how much more or less should each person receive, and why? Please note that this information is provided only as input to the lecturer, who makes the final determination. Again, this information must be physically signed off by every member of the group.

On successful completion you will be able to:

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.
- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the global citizen.
- Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and society, now, and in the future.
- Critically analyse stakeholder relationships to identify appropriate strategic customer relationship activities to create, deliver and exchange sustainable value across industries and contexts and build sustainable customer experience.

Final Examination

Due: **Exam Week: 26 Nov - 1 Dec 2018**

Weighting: **50%**

Duration:

2 hours plus 10 minutes reading time

Format:

Open book exam - Case Study and Essay

On successful completion you will be able to:

- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the global citizen.
- Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and society, now, and in the future.

Delivery and Resources

Required Text

Buttle, F. & Maklan, S., 2015, Customer Relationship Management: Concepts and Technologies, 3rd Edition, Routledge, ISBN: 9781138789838

For information on textbook prices and online ordering, please refer to the Co-Op Bookshop webpage at <http://www.coop.com.au>

MGSM iLearn

The web page for this unit can be found at: <https://ilearn.mq.edu.au/login/MGSM>

Unit Schedule

This unit will be presented in a Block format.

October 26-28, Nov 10-11 2018

Dates of teaching:

Day	Dates	Time
Friday	26 October 2018	9:00am – 5:00pm
Saturday	27 October 2018	9:00am – 5:00pm
Sunday	28 October 2018	9:00am – 5:00pm
Saturday	10 November 2018	9:00am – 5:00pm
Sunday	11 November 2018	9:00am – 5:00pm

Following are some of the teaching methods to be used in class:

- Formal lectures
- Case Studies
- Class Discussion and Debates
- Group and Individual Assignments/Presentations

Session Topics and Readings

Session	Dates	Topic
1	26 October 2018	Making Sense of CRM and defining Customer Loyalty

2	26 October 2018	The CRM Framework
3	27 October 2018	Customer and Prospect Portfolio analysis
4	27 October 2018	Customer Intimacy
5	28 October 2018	Creating Customer Value
6	28 October 2018	Networks
7	10 November 2018	Customer Life Cycles and Acquisition
8	10 November 2018	Customer Retention and Development
9	11 November 2018	Customer experience and multi-channel management
10	11 November 2018	IT for CRM and emerging new technology practices

Workshop Presentation Schedule:

Session	Dates	Topic	Groups
1	26 October 2018	Discussion of assessment	
2	26 October 2018	The Great Debate	All
3	27 October 2018	Group Articles prep	
4	27 October 2018	Presentation of Group Article	All
5	28 October 2018	Prep for Group Project	
6	28 October 2018	Check in on Group Case Study	
7	10 November 2018	Individual Presentation of Customer Interactions and submission	Random Sample
8	10 November 2018	Individual Presentation of Customer Interactions and submission	Random Sample
9	11 November 2018	Prep for Group Case Study	
10	11 November 2018	Group Case Study Presentations	Groups

Policies and Procedures

Macquarie University policies and procedures are accessible from [Policy Central \(https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central\)](https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central). Students should be aware of the following policies in particular with regard to Learning and Teaching:

- [Academic Appeals Policy](#)
- [Academic Integrity Policy](#)
- [Academic Progression Policy](#)
- [Assessment Policy](#)
- [Fitness to Practice Procedure](#)
- [Grade Appeal Policy](#)
- [Complaint Management Procedure for Students and Members of the Public](#)
- [Special Consideration Policy](#) (**Note:** *The Special Consideration Policy is effective from 4 December 2017 and replaces the Disruption to Studies Policy.*)

Undergraduate students seeking more policy resources can visit the [Student Policy Gateway \(https://students.mq.edu.au/support/study/student-policy-gateway\)](https://students.mq.edu.au/support/study/student-policy-gateway). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

If you would like to see all the policies relevant to Learning and Teaching visit [Policy Central \(https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central\)](https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central).

Student Code of Conduct

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: <https://students.mq.edu.au/study/getting-started/student-conduct>

Results

Results shown in *iLearn*, or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in [eStudent](#). For more information visit ask.mq.edu.au.

Student Support

Macquarie University provides a range of support services for students. For details, visit <http://students.mq.edu.au/support/>

Learning Skills

Learning Skills (mq.edu.au/learningskills) provides academic writing resources and study strategies to improve your marks and take control of your study.

- [Workshops](#)

- [StudyWise](#)
- [Academic Integrity Module for Students](#)
- [Ask a Learning Adviser](#)

Student Services and Support

Students with a disability are encouraged to contact the [Disability Service](#) who can provide appropriate help with any issues that arise during their studies.

Student Enquiries

For all student enquiries, visit Student Connect at ask.mq.edu.au

IT Help

For help with University computer systems and technology, visit http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/.

When using the University's IT, you must adhere to the [Acceptable Use of IT Resources Policy](#). The policy applies to all who connect to the MQ network including students.

Graduate Capabilities

PG - Capable of Professional and Personal Judgment and Initiative

Our postgraduates will demonstrate a high standard of discernment and common sense in their professional and personal judgment. They will have the ability to make informed choices and decisions that reflect both the nature of their professional work and their personal perspectives.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.
- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the global citizen.
- Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and society, now, and in the future.
- Critically analyse stakeholder relationships to identify appropriate strategic customer relationship activities to create, deliver and exchange sustainable value across industries and contexts and build sustainable customer experience.

Assessment tasks

- Individual Work
- Group Work
- Final Examination

PG - Discipline Knowledge and Skills

Our postgraduates will be able to demonstrate a significantly enhanced depth and breadth of knowledge, scholarly understanding, and specific subject content knowledge in their chosen fields.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.
- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the global citizen.

Assessment tasks

- Individual Work
- Group Work
- Final Examination

PG - Critical, Analytical and Integrative Thinking

Our postgraduates will be capable of utilising and reflecting on prior knowledge and experience, of applying higher level critical thinking skills, and of integrating and synthesising learning and knowledge from a range of sources and environments. A characteristic of this form of thinking is the generation of new, professionally oriented knowledge through personal or group-based critique of practice and theory.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.
- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the

global citizen.

- Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and society, now, and in the future.

Assessment tasks

- Individual Work
- Group Work
- Final Examination

PG - Research and Problem Solving Capability

Our postgraduates will be capable of systematic enquiry; able to use research skills to create new knowledge that can be applied to real world issues, or contribute to a field of study or practice to enhance society. They will be capable of creative questioning, problem finding and problem solving.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate the wide array of online and traditional market sources of customer intelligence to make well informed and commercially robust business decisions that champion the customer and build organisational wide systemic customer centricity.
- Synthesise the factors impacting on a diverse and international spectrum of stakeholders in formulating strategic customer relationship decisions and emerging trends of the global citizen.

Assessment tasks

- Group Work
- Final Examination

PG - Effective Communication

Our postgraduates will be able to communicate effectively and convey their views to different social, cultural, and professional audiences. They will be able to use a variety of technologically supported media to communicate with empathy using a range of written, spoken or visual formats.

This graduate capability is supported by:

Learning outcomes

- Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and

society, now, and in the future.

- Critically analyse stakeholder relationships to identify appropriate strategic customer relationship activities to create, deliver and exchange sustainable value across industries and contexts and build sustainable customer experience.

Assessment tasks

- Individual Work
- Group Work
- Final Examination

PG - Engaged and Responsible, Active and Ethical Citizens

Our postgraduates will be ethically aware and capable of confident transformative action in relation to their professional responsibilities and the wider community. They will have a sense of connectedness with others and country and have a sense of mutual obligation. They will be able to appreciate the impact of their professional roles for social justice and inclusion related to national and global issues

This graduate capability is supported by:

Learning outcomes

- Take into account ethical, social and environmental factors to make responsible strategic customer relationship decisions that meet the needs of customers, businesses and society, now, and in the future.
- Critically analyse stakeholder relationships to identify appropriate strategic customer relationship activities to create, deliver and exchange sustainable value across industries and contexts and build sustainable customer experience.

Assessment task

- Group Work

Changes from Previous Offering

No changes from previous offering.

Alignment with MGSM's mission-driven attributes

- **Leadership:** The unit develops skills required of leaders with respect to the synthesis of a wide array of market and customer information in order to make well-informed and financially robust strategic decisions and champion customer centricity.
- **Global mindset:** The unit enhances the ability to assess the implications of strategic customer relationship management decisions from a whole of entity perspective, across a wide spectrum of stakeholders and recognising international implications.

- **Citizenship:** The unit enables learners to apply socially and environmentally responsible business actions, meeting the needs and expectations of customers, businesses and society now and in the future.
- **Creating sustainable value:** The unit develops skills to identify appropriate marketing activities to create, deliver and exchange sustainable value across industries and contexts.

Attendance Policy (MGSM)

The interactive environment of the classroom is central to the MGSM experience. Students are required to attend the full duration of all classes for the units in which they are enrolled. We recognise that exceptional circumstances may occur, such as unavoidable travel on behalf of your organization or the serious illness or injury of you or a close family member.

Special consideration may be given for a maximum of 20% non-attendance for such circumstances as long as lecturers are contacted in advance, and supporting documentation provided, to request exemption from attendance. Failure to abide by these conditions may result in automatic withdrawal, with academic and/or financial penalty. The full Student Attendance Policy is published in the MGSM Student Handbook at <https://students.mgsm.edu.au/handbook>

Content Disclaimer

The content of this unit is provided for educational purposes only and no decision should be made based on the material without obtaining independent professional advice relating to the particular circumstances involved.