





# **Deltek Vision Crm Manual**

**Stanley Brown & Moosha Gulycz** 

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and processes But how effective is that investment What should you measure to determine the value your CRM initiatives are delivering to the organization Performance Driven CRM shows you how to apply a balanced scorecard approach to your customer care initiatives It gives you the tools and techniques to measure and monitor not for control purposes but to help you make your vision of CRM a reality

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