# THE NORDSTROM WAY



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ROBERT SPECTOR & PATRICK MCCARTHY

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The Nordstrom Way to Customer Experience Excellence Robert Spector, breAnne O. Reeves, 2017-08-30 Top Ten Business Books For 2017 Forbes The fully revised and updated edition of the classic book about Nordstrom's extraordinary customer service In this new edition of the management classic the authors explore in depth the core values of the culture that have made Nordstrom synonymous with legendary customer service These essential values have enabled Nordstrom to survive and adapt to dramatic market shifts regularly since 1901 and the new edition explains how the Nordstrom approach can be emulated by any organization in any industry in every corner of the world This is not a book about selling shoes or clothes or cosmetics or jewelry It is a book about how underlying values such as respect trust compensation and even fun are the building blocks of a culture where employees are empowered to consistently deliver a world class experience to customers Nordstrom believes that the employee experience determines the customer experience and that when you attract and reward people who are comfortable in a service oriented culture then everyone succeeds both individually and collectively No wonder Nordstrom is one of only five companies to make Fortune s Best Companies to Work For and Most Admired lists every year since those surveys have been taken With new interviews from senior Nordstrom executives and family members the book explains how to successfully respond to today s tech savvy time crunched customers who demand a convenient seamless painless personal experience across all channels Nordstrom gives its frontline people all the digital tools necessary to satisfy the customer and your organization must do the same if it wants to adapt The authors show what it takes to earn brand loyalty lead through change and uncertainty and combine extraordinary brick and mortar with online experiences The single most important reason we try to provide great service is this It enables us to sell more says co president Blake Nordstrom great grandson of the founder The best way for our company to achieve results is to do what s best for the customer In this book readers will find Suggestions for becoming the Nordstrom of your industry The ten values that define a customer driven culture Lessons for providing superior service and experience across all channels The Nordstrom Wav Robert Spector, Patrick D. McCarthy, 1997-07-02 Praise for The Nordstrom Way Outstanding customer service and Nordstrom s are synonymous The innovative approach has allowed them to find out what the customers want and then do it Their standards of service are what we all shoot for David D Glass President and Chief Executive Officer Wal Mart Stores Inc Nordstrom is a national model for outstanding customer service American business should use this book as a primer to learn how to make and keep happy satisfied customers Willard Marriott Jr Chairman and President Marriott International Inc When you run a family business that includes your customers as extended family you re unbeatable This book outlines an American family saga that has become the admiration of the world Leonard A Lauder President and Chief Executive Officer Est e Lauder Companies Nordstrom s business is built on one to one communication with the customer Their professional salespeople bridge the gap between the designer and the consumer The Nordstrom Way is what the 90s are all about Donna

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