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Customer Relationship Management (CRM) is one of the most important concepts in business today. However, this is not a new concept, as it has been used by organizations for quite some time (Kaufmann, 2013). Over the years, CRM has evolved into one of the most influential organizational concepts and customer relationship theories of the past fifty years to enable organizations to manage their customer associations for mutual benefit (Agariya and Singh, 2013). CRM also provides organizations with an opportunity to understand their customers, what their needs are and how they can best meet those needs. The purpose of this paper is to provide a comprehensive look at the evolution of CRM, to become what it has become today, and to discuss relevant literature pertaining to this topic. Studies show that CRM was developed because the consumer differed in their spending habits and preferences. If all consumers were the same, there would be less need for CRM. Therefore, understanding the profitability of customers and drivers can allow customers to better customize their offers to optimize the total value of their client portfolio (Kaufmann, 2013). The focus that THE organization currently pays to CRM is that today's marketing environment is highly focused and more competitive. CRM is an enterprise-oriented concept that covers all parts of the business (Baran and Galka, 2013). In addition to customer service, CRM will also cover manufacturing, assembly, procurement, product testing, sales and engineering, human resources and marketing. CRM is a complex concept that extracts customer information that has been obtained from all customer touch points, which then creates and supports organizations to have a comprehensive customer perspective (Kaufmann, 2013). As a result, organizations can identify and determine the correct category of customers and predict the trend of their future purchases. CRM is also a comprehensive concept that seamlessly includes field support operations, customer service, sales and other processes that concern customers (Josiassen, Assaf, and Cvelbar, 2014). In addition, CRM is a concept of how companies can retain their most profitable customers while reducing costs and increasing the cost of participation, which then increases profitability (Baran and Galka, 2013). The modern CRM has been defined and influenced by the theories of TSM (total quality management) and new technological concepts. Despite this, the definition of CRM perceives a lack of clarity, although all official definitions have roughly the same fundamental concepts: marketing strategy, personalization, customers, customer relationships and customer retention. However, while the scientists discuss subtleties of different values, experts have conducted various studies assessing the opportunities and problems in adopting systems. Some organizations see CRM as a tool for technology, including sales automation tools, unified databases, and sales and marketing processes to expand targeted efforts. Organizations perceive CRM as a tool that has been uniquely designed to communicate with customers face-to-face, which is the role of sales, marketing and call centers (Baran and Galka, 2013). CRM emphasizes a two-way connection from customer to supplier to build customer over time. The two-year connection has been greatly improved by the development of technology, especially the Internet. In the case of information technology, CRM is a company-by-business registration technology such as websites, phone support systems, sales, accounting, manufacturing, data storage, intranet/extranet and marketing (Josiassen, Assaf and Cvelbar, 2014). CRM uses IT to collect data, which can then be used to aggregate information acquired to develop more personal interaction with the customer. In the long run, it creates a method of continuous evaluation and strengthening to increase the value of the customer with organizations. CRM systems support companies to assess loyalty, profitability and loyalty based on the amount spent, durability and repeat purchases (Crnkovic, 2013). CRM allows organizations to identify loss-making customers that other firms ignore. CRM also helps the organization to fully understand which customers deserve to purchase, who to retain, and who have unassuming potential, which are vital, that are strategic, which are profitable, and which should be discarded (Josiassen, Assaf, and Cbarvel, 2014). The evolution of CRMHistory CRM The basis of what is now known as CRM was laid in the 1960s. Scientists have found that 4Ps marketing is not very useful for service or industrial-oriented organizations where dynamic relationships are vital. By the 1980s, researchers use the term relationship marketing to define this new shift to understanding consumer segments, providing continuous service quality and achieving high customer satisfaction (Heyn, 2012). During this time, the marketing of relationships involved put customers at the center of the business circle. As part of this innovative relationship marketing movement, organizations that have adopted this approach have encountered many difficulties because they do not have the necessary technology to support their goals. Until the mid-1990s, it was until the right technology was developed. In the 1990s, organizations used computer systems to praise sales and service functions (Josiassen, Assaf and Cvelbar, 2014). Structure Force sales quickly grew from major contact managers. On the other hand, customer service and support systems have become a cornerstone of the automated call centers. By the early 1990s, CRM had become a generic term because it became relevant that sales and service systems should share data. Recently, EMA applications (corporate marketing automation), including customer evaluation and marketing campaign organization, have become part of the CRM School (Jamieson, 2014). By the end of the 1990s, the actual action had gone beyond the corporate boundary. The rapid growth of the Internet has created numerous e-business systems to manage online partners and customer associations, often referred to as partnership management and related electronic CRM. Currently, there are multi-channel CRM frameworks that theoretically allow direct, partner and online channels, allowing visitors to use their preferred choice of communication (Josiassen, Assaf and Cvelbar, 2014). The modern CRM Successful CRM in today's context stems from past internal operational efficiency and project strength tools to better serve customers through their end-to-end interaction journey to get their long-term loyalty and satisfaction - external approach. Modern crM approaches facilitate a good customer experience (Josiassen, Assaf and Cvelbar, 2014). They facilitate customer interaction with each other on many social, mobile and digital platforms. How does this happen? By using multiple engagement information and transactions to provide contextual interactions that add value to customers and support the value of the firm's brand (Josiassen, Assaf and Cvelbar, 2014). Today's CRM involves aligning the CRM strategy with the customer experience approach. Customer service is a journey that is ordered to create the least friction. For example, when customers sign up for an online service, their payment data is accepted through a quick scan of their credit cards. When they are requested by a service station, information about the car and the driver is displayed, and progress can be monitored using GPS (Kaufmann, 2013). Deals are simple and convenient, because money does not change hands. And when customers need service, it's not only efficient and efficient, but also personalized. CRM's current results are focused on revenue growth rather than operational deficiencies (O'Reilly and Paper, 2014). Today's organizations do not focus on CRM's complex cost-based justifications; they focus on business outcomes that justify the benefits of increasing business revenue and profitability by acquiring, serving and retaining customers and supporting employees to be more productive and knowledgeable about customer strategies (Kaufmann, 2013). Today's organizations use CRM to secure end-to-end Client. Consumers are becoming more stubborn as they relate to organizations. They want to use multiple means of communication and common ground during single commitments, and do not have to go through their situation every time change channels. For example, they want to initiate the return process online, and leave the item in the store. Or they want to buy goods online and pick them up in the store. Companies must address conflicts in their travels with customers (O'Reilly and Paper, 2014). Modern CRM seriously personalizes interactions. The customer experience must be seriously personalized, borrowing from an implicit and explicit response to the customer's needs and preferences, and should be immediately brought to the attention, taking into account the current location of the customer (Kim, 2012). Many organizations do this well by tracking customer behavior online and offline so they can customize plans that can change their experience and meet their needs. Organizations are now expanding CRM by using inclusions that they call the Internet of Things. With modern services and unified APIs, using softer CRM tools is quite simple (Kaufmann, 2013). It's also easy to use the best internally designed applications, allowing organizations to buy just what they need and incorporate it into a broader technology environment, instead of trying to buy a large app that includes all the features. A good example of this is New England Biolabs, which supplies unique reagents and enzymes for DNA research (Kaufmann, 2013). The company links freezers in researchers' labs with the Internet to monitor inventory and product usage. They use the information they receive to develop more personalized formulas for the specific needs of researchers. Modern CRM attracts users effectively but simply (Metz, 2012). The truth is that most people don't like to use CRM because entering and searching for data is a complicated process. Success at CRM requires role-playing, basic user interfaces. User interaction is not only task-oriented, but also displayed on common features that proactively show relevant data, such as products owned by customers, the services they are enrolled in, and what class of customers they are in (O'Reilly and Paper, 2014). The future of CRM in just a few years CRM has become an innovative and powerful business practice. However, the best is yet to come. Among all the expected changes and changes in CRM practice and application, most experts recognize that CRM will be around for a long time, but will change over time (Kaufmann, 2013). CRM is one of the most influential, important events in the history of business. Customer-centric business philosophy is expected to intensify over time (Mullins and Walker, 2013). In addition, organizations will have to respond not only faster, but also effectively to the fact that are now the catalysts for the economy. Most CRM reviews show that organizations will have to sell just as they expect the consumer to buy (O'Reilly and In the 1980s, it took organizations a long time to respond to CRM because they mostly didn't want to work according to customers' wishes, but customers finally forced them. CrM is now seen as the final approach to customer service because it has no replacement and the organization must stick to it. This situation is likely to continue as it will for the foreseeable future. CRM experts speak directly about the importance of customer contact points and predict that organizations that are not included in touch points will be humiliated by their customer service initiatives (Kaufmann, 2013). Some companies are also likely to develop campaigns that invite customers to respond the way they like, whether through company affiliates, call centers or any other channel they choose (O'Reilly and Paper, 2014). However, the information will be passed on to other environments. Organizations do not want customers to have access to information that their managers do not have access to. Vertical solutions are likely to be another popular trend. Organizations will stop using the universal CRM approach and enter an era of specialization and verticalization. There are different categories of customers, different types of business models, and in the future there will be different CRM (software) APPLICATIONS to praise these different business models. We are now developing tool kits and selling them to organizations to customize them for our industries (Safeer and Malik, 2014). However, in the future there will be vendors that will focus on providing 110 percent of the solutions for the unique vertical. For the next five years, there can be no general or horizontal management of customer relations (Safeer and Malik, 2014). Most organizations believe that CRM packages will have more functionality in the future, even though CRM-related processes are appearing elsewhere. This can be classified as effective compared to an

effective problem: many of the CRM projects the organization implemented have focused on efficiency, such as giving sales representatives more time to make normal sales calls. Organizations will realize that this issue is actually an efficiency. For example, they need their regular representatives and normal service persons to make good calls. CRM customers will also require an ever-higher level of knowledge management (Kaufmann, 2013). In fact, in a business environment, organizations must provide customers with organizational knowledge whenever they need it, at any time, anywhere. There is also likely to be a push for a lot more functionality in the CRM tools itself (Abdul-Muhmin, 2012). While lead monitoring systems are good, organizations really want to know sales coaching, knowledge management systems and intelligent service systems to support growth. Thus, the future of CRM is very promising. It's This. become firmly established as a business strategy for most organizations. Technology will change as long as organizational and technical obstacles and challenges are overcome (Agariya and Singh, 2013). A lot will change in the coming years, but one thing is guaranteed: CRM is a process, not a product, and customers control the process and the road map. The rest depends on the organizations; they have to be ready. Links Abdul-Muhmin, A. (2012). The use and implementation of CRM technologies benefits the emerging market. Database Marketing Journal Customer Strategy Management, 19 (7), 82-97. Agariya, A., y Singh, D. (2013). CRM Index: An effective weapon to improve relationships. International Journal of Financial Services Management, 6 (3), 179-199. Baran, R., Galka, R. (2013). CRM: The basis of a modern marketing strategy. New York, NY: Routledge. Crnkovic, J. (2013). Guest article: The future of CRM is UX. Business Research Systems, 4(1), 4-13. Heyn, J. (2012). CRM - How this can help mid-sized companies and whether there are any flaws in its implementation. Munich: GREEN Verlag GmbH. Jamieson, K. (2014). A guide for small businesses on social CRM. Packt Publishing. Josiassen, A., Assaf, A., and Kvelbar, LA (2014). CRM and bottom line: Does all CRM measurements affect a firm's performance? International Journal of Hotel Management, 36 (7), 130-136. Kaufmann, H. (2013). Customer-focused marketing strategies to improve organizational efficiency. Hershey, Pennsylvania: IGI Global. Kim, H. (2012). How CRM's strategy affects an organization's performance: customer equity drivers' perspectives. Database Marketing and Customer Strategy Management Journal, 19 (6), 233-244. Metz, A. (2012). Social Client: How Brands Can Use Social CRM to Acquire, Monetize and Retain Fans, Friends and Followers. New York: McGraw-Hill. Mullins, J., Walker, O. (2013). Marketing Management: A Strategic Approach to Decision-Making (8th O.O.). New York: McGraw Hill. O'Reilly, C., Paper, D. (2014). Customer Relations Management (CRM): An approach to transforming the myth of CRM's success into a double value creation. Information Technology Case and Application Research, 11 (3), 1-8. Safeer, M., and Malik, A. (2014). A step towards real-time customer relationship management (CRM). International Journal of Future Computers and Communications, 2(6), 581-584. 581-584. customer relationship management benefits and challenges. customer relationship management benefits and drawbacks. electronic customer relationship management benefits considerations pitfalls and trends. electronic customer relationship management benefits. customer relationship management system benefits. identify five benefits of customer relationship management systems. benefits of customer relationship management (crm) are as follows except. benefits of customer relationship management software

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