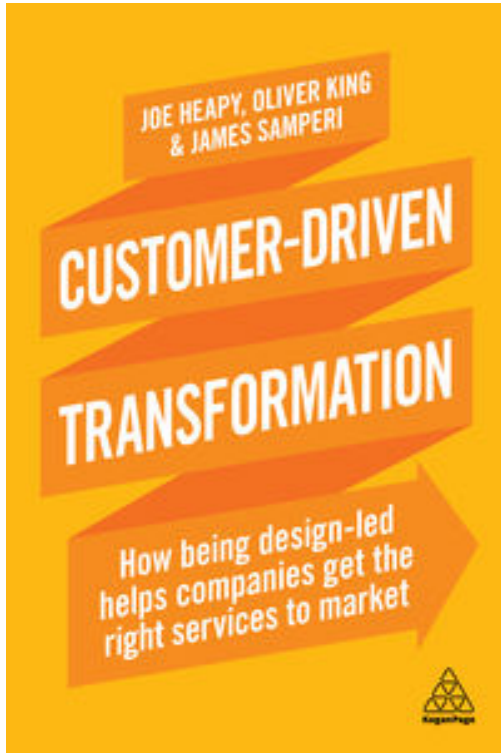


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Customer-Driven Transformation shows how to instill an outside-in approach to strategy, moving away from management that's technology, marketing or resource optimization-led, towards being customer-inspired and experimental with innovation. It is a practical guide for any business to lead a transformational programme and use design thinking to change how services are created, ensuring they are expertly designed, elegant in use and advance in customer-mindedness.

With ground-breaking case studies from the likes of E.On Energy, Hyundai Motor Company and Bupa, this cutting-edge book will empower companies to take control of customer experience and deliver long-lasting and impactful change. Focusing on one of the hottest management topics, it is an inspiring read for any business leader to understand how to reinvent their value proposition, gain market share and win customers.

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