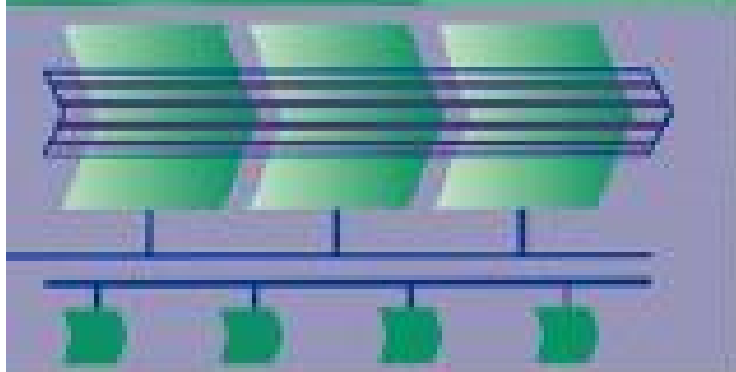


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HUBERT ÖSTERLE  
ELGAR FLEISCH  
RAINER ALT

# Business Networking in der Praxis



Beispiele und Strategien  
zur Vernetzung mit Kunden  
und Lieferanten



Springer

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# Business Networking in Der Praxis: Beispiele Und Strategien Zur Vernetzung Mit Kunden Und Lieferanten

Hubert Vsterle

company Networking in der Praxis zeigt anhand zahlreicher Fallbeispiele, wie Unternehmen ihren Wert mit kollaborativen Prozessen steigern. Erfolgreiche Unternehmen maximieren den Nutzen ihrer Kunden indem sie Kooperationsstrategien wie provide Chain Management, buyer courting administration und digital trade eng aufeinander abstimmen. Auf diesen Praxiserfahrungen basiert das Business-Networking-Modell, welches das Zusammenspiel zwischen Kunden, Lieferanten, Portalanbietern und eService-Providern zeigt. Das Modell liefert die stabile Grundlage zur Darstellung und Ableitung der strategischen Optionen von Unternehmen in der "Networked Economy." Dieses Buch hilft Unternehmen, ihren Ist- und Soll-Zustand im Hinblick auf ihre Business Networking in Der Praxis: Beispiele Und Strategien Zur Vernetzung Mit Kunden Und Lieferanten Netzwerkfähigkeit schnell und einfach zu erheben und entsprechende Massnahmen abzuleiten

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