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neck was getting tired from nodding my head in agreement so often." Peter Armaly, Senior Director Customer Success, Oracle "...a comprehensive review of the Customer Success role and responsibilities..." Anne Marie Ponder, Senior Manager, IT Infrastructure, Astellas Pharma US "...a must read playbook for all business leaders and customer success-focused professionals." Jason Noble, Global Customer Success and SaaS Leader "I wish a book like this existed when I started in Customer Success!" Cyn Taylor, Enterprise Customer Success Manager, LogicMonitor "...provides all the ingredients to create the right customer success strategy." Baptiste Debever, Head of Growth & Co Founder, Alkalab "...an invaluable resource for

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anyone with an interest in Customer Success." Adam Joseph, CEO, CSM insight "A structured and logical approach that will help new and experienced CSMs to bridge the gap between Customer Success theory and practical application." James Scott, General Partner, Success Hacker Customer success management is "the practice of helping customers to generate value from using our products" and it is a relatively new and fast-growing profession with many new CSMs coming into it from other customer-facing professions. Due to the speed with which the profession is undergoing change as it matures and expands, both new and existing CSMs need to keep abreast of customer success best practice. However there are relatively

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few books that provide much in the way of practical guidance for customer success practitioners and even less options for resources such as tools, templates and checklists that enable a consistently high quality approach whilst increasing the CSM's productivity. Practical Customer Success Management is a practical guide book and comprehensive training manual for CSMs that provides a simple to follow, best practice framework that lays out the core steps at every stage of the customer journey to business outcome success. It describes and explains which situations each step applies to and provides recommendations for activities or tasks that the CSM can perform to complete each step, together with detailed guidance

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for successfully completing those activities. The book also includes a suite of tools and templates that enable rapid completion of tasks whilst ensuring consistency of approach both across multiple customer engagements and by multiple CSMs within a team.

"Customer Success will become the authoritative book of the emerging Customer Success industry and target any business that is trying to focus, or re-focus, on customers and will be applicable to all customer management roles such as Account Manager, Customer Advocacy, Client Relationship Manager, and Customer Success Manager along with the leadership

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of those organizations. Customer Success will address the pains of how to start creating a customer-centric company and how to think strategically about Customer Success - how to organize, compensate, find a leader, measure, etc. Customer Success has exploded as one of the hottest B2B movements since the advent of the subscription business model"--

To support the broadening spectrum of project delivery approaches, PMI is offering A Guide to the Project Management Body of Knowledge (PMBOK® Guide) – Sixth Edition as a bundle with its latest, the Agile Practice Guide. The PMBOK® Guide – Sixth Edition now contains detailed information about agile;

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while the Agile Practice Guide, created in partnership with Agile Alliance®, serves as a bridge to connect waterfall and agile. Together they are a powerful tool for project managers. The PMBOK® Guide – Sixth Edition – PMI's flagship publication has been updated to reflect the latest good practices in project management. New to the Sixth Edition, each knowledge area will contain a section entitled Approaches for Agile, Iterative and Adaptive Environments, describing how these practices integrate in project settings. It will also contain more emphasis on strategic and business knowledge—including discussion of project management business documents—and information

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on the PMI Talent Triangle and the essential skills for success in today's market. Agile Practice Guide has been developed as a resource to understand, evaluate, and use agile and hybrid agile approaches. This practice guide provides guidance on when, where, and how to apply agile approaches and provides practical tools for practitioners and organizations wanting to increase agility. This practice guide is aligned with other PMI standards, including A Guide to the Project Management Body of Knowledge (PMBOK® Guide) – Sixth Edition, and was developed as the result of collaboration between the Project Management Institute and the Agile Alliance.

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The Commercial Delivery Methodology, or CDM, is offered as an effective means for vendor organizations to formalize their professional services business. It documents the CDM as an instance of a business lifecycle appropriate for the larger services firm with the need to bid and manage a relatively high percentage of large, fixed price, and potentially higher risk projects. The chapters describe each phase of the business lifecycle in the management of project opportunities and contracts. The CDM is a much-needed tool of business management, incorporating many project management practices, and operates alongside the project, or application, lifecycle familiar to project managers and their team. Large format (8½

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x11), 39 templates, 5 deployment charts, 5 process diagrams, 17 IPO diagrams, Glossary.

The Principles of Project Management lays out clear steps that anyone can follow to get projects done right, and delivered on time. This full color book covers: Why Project Management is important The 6 fundamental truths of project management Getting started: Discovering, Initiating, Planning and Resourcing a project Getting the Job Done: Executing and controlling Keeping it Smooth: Communication, collaboration and managing change Following through: Ongoing support and maintenance, measuring operational success Resources: Review of

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various tools, recommended reading, professional resources for project management Short, and to the point, this book aims to do to provide a solid foundation for anyone who finds themselves responsible for executing projects. From the Back Cover Every project you manage will be unique. Scope, budgets, team dynamics, and timeframes will differ. As a project manager, the most important factor in achieving project success will be your understanding of The Principles Of Project Management. This book will show you that project management isn't rocket science: using the information contained in this book, you'll deliver projects on time and on budget, again and again. With

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The Principles Of Project Management you'll: Learn how to start every project on the right foot. Master the planning, execution, and control of your projects. Discover the secrets of effective communication and change management. Identify project warning signals and learn to keep your projects on track. Understand the benefits of using the right tools, resources, and people. Learn how to give a superstar project handover. And much, much more

Professional resume and cover letter writers reveal their inside secrets for creating phenomenal cover letters that get attention and land interviews. Features more than 150 sample cover letters written

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for all types of job seekers, including the Before-and-After transformations that can make boring letters fabulous.

□Do you tackle several different roles including sales manager? □Does managing the sales team feel awkward? □Do you want to achieve better sales results? If you answered YES then you face the same struggle as many other small business owners—you can successfully manage the rest of the company, but when it comes to the sales team, you feel like your efforts are coming up short. Suzanne Paling, sales management consultant, urges you to stop struggling, and teaches you what you need to know to start

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succeeding.

Ten Strategies of a World-Class Cyber Security Operations Center conveys MITRE's accumulated expertise on enterprise-grade computer network defense. It covers ten key qualities of leading Cyber Security Operations Centers (CSOCs), ranging from their structure and organization, to processes that best enable smooth operations, to approaches that extract maximum value from key CSOC technology investments. This book offers perspective and context for key decision points in structuring a CSOC, such as what capabilities to offer, how to architect large-scale data collection and analysis, and how to prepare the

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CSOC team for agile, threat-based response. If you manage, work in, or are standing up a CSOC, this book is for you. It is also available on MITRE's website, www.mitre.org.

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associated with its implementation, and the profound advantages that effective use of BIM can provide to all members of a project team. Updates to this edition include: Information on the ways in which professionals should use BIM to gain maximum value New topics such as collaborative working, national and major construction clients, BIM standards and guides A discussion on how various professional roles have expanded through the widespread use and the new avenues of BIM practices and services A wealth of new case studies that clearly illustrate exactly how BIM is applied in a wide variety of conditions Painting a colorful and thorough picture of the state of the art in building information modeling, the BIM Handbook,

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Third Edition guides readers to successful implementations, helping them to avoid needless frustration and costs and take full advantage of this paradigm-shifting approach to construct better buildings that consume fewer materials and require less time, labor, and capital resources.

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