



Loyalty cards in the apparel industry in Germany and Spain

By Sarah-Mailin Janotta

GRIN Verlag Jun 2013, 2013. Taschenbuch. Book Condition: Neu. 211x149x12 mm. This item is printed on demand - Print on Demand Neuware - Master's Thesis from the year 2011 in the subject Business economics - Marketing, Corporate Communication, CRM, Market Research, Social Media, grade: 1, South Bank University London (Faculty of Business), language: English, abstract: The dissertation with the title 'Loyalty Cards in the Apparel Retail Industry: A comparative analysis to detect store loyalty tendencies and the success factors of loyalty cards in Germany and Spain is a partial fulfilment of the requirement for obtaining the Master's of Science degree in International Business at the London South Bank University, London, United Kingdom in the period 2010/2011. The paper examines the efficacy and the success factors of loyalty cards as an instrument of loyalty programmes in global marketing and researches the levels of store loyalty in two countries, Germany and Spain. This dissertation seeks to gather customer data by means of a questionnaire and to compare domestic differences across the countries in the apparel retail industry. The first chapter of the dissertation firstly introduces the context of the dissertation, leading to the research aim and objectives. In the next step, the...



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