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from strategy marketing psychology and creative problem solving Lean CX How to Differentiate at Low Cost and Least Risk discusses how to use Lean Management approaches to innovate your customer experience This practical book describes how the tools from Lean Management can be applied to the CX innovation problem The authors draw on hundreds of CX design and strategic innovation projects across a range of industries both B2B and B2C from primary research through client work and secondary case studies available in the public domain The examples include many different vertical industry sectors including those involving hybrid business models The cases included share what worked really well and where CX failed The content goes beyond what actually happened to present an idea of what might be possible with the right design approach and committed resources Presents the swarm algorithm which highlights what the next generation of successful organisations might become Shows how to overcome the CX change risk and reduce the biggest waste in CX management Includes numerous international case examples

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