

Chapter 5:

2.1 Explain how the principle of 1:1 marketing differs from traditional marketing (2)

2.2 Discuss how engaging in one-to-one (1:1) marketing can benefit Nike? (4)

- The ability to track decisions by customers;
- The ability to know customers more deeply and satisfy their needs more adequately;

2.3 You are manager at Nike. Explain to a new employee the difference between the concepts one-to-one (1:1) marketing and mass marketing by highlighting three aspects of each concept. (6)

Mass marketing	1:1 marketing
Product managers seek to maximize the sales of their product, to as many customers as possible	Customer managers seek to sell as many products as possible to one customer at a time
Nike customers are sought on a continual basis	Nike focuses on occasional customers in the market
Commitment of people to the brand	Formation of longer lasting bonds. (This relies on the extent of the knowledge that the organization has about its customer – the more information an organization has, the better the quality of the relationship with the customer.)

2.4 As the manager of Nike you wish to implement personalisation. To bring across what it entails, explain to the board of directors the difference between customisation, mass customisation and personalisation. (3)

General Information Manual An Introduction To E

M Lipman



General Information Manual An Introduction To E:

Manuals Combined: U.S. Army M809 M110 M112 M113 6X6 5-Ton Diesel Truck Operator Repair Parts Manuals , Over 5 100 total pages CONTENTS Operator Manual 414 pages June 14 1985 w Changes 1 4TM 9 2320 260 10TO 36A12 1C 481 Unit Repair Manual 1339 pages April 1 1995TM 9 2320 260 20TO 36A12 1C 491Depot Repair Manual Vol 1 653 pages July 1 1994TM 9 2320 260 34 1TO 36A12 1C 1122 1Depot Repair Manual Vol 2 865 pages June 1 1994TM 9 2320 260 34 2TO 36A12 1C 1122 2Parts List Vol 1 696 pages September 1 2003TM 9 2320 260 24P 1TO 36A12 1C 382 1Parts List Vol 2 1020 pages September 1 2003TM 9 2320 260 24P 2TO 36A12 1C 382 2 Hand Receipt 20 pages January 31 1979TM 9 2320 260 10 HRLubrication Order 35 pages November 4 1983TM 9 2320 260 12Transportability Guidance 78 pages July 17 1986 w Change 1TM 55 2320 260 15 1 These manuals cover the following vehicles M809 Series Trucks Diesel 5 Ton 6x6M810 Truck Chassis 2320 00 051 0586 2320 00 051 0585 M812A1 Truck Chassis Rocket Launcher 2320 00 050 9040 M813 Truck Cargo 2320 00 050 8902 2320 00 050 8890 M813A1 Truck Cargo 2320 00 050 8913 2320 00 050 8905 M814 Truck Cargo 2320 00 050 8988 2320 00 050 8987 M815 Truck Bolster Logging 2320 00 050 8927 M816 Truck Wrecker Medium 2320 00 051 0489 M817 Truck Dump 2320 00 050 8970 2320 00 051 0589 M818 Truck Tractor 2320 00 050 8984 2320 00 050 8978 M819 Truck Tractor Wrecker 2320 00 050 9004 M820 Truck Van Expansible 2320 00 050 9006 M820A1 Truck Van Expansible 2320 00 050 9007 M820A2 Truck Van Expansible 2320 00 050 9010 M821 Truck Stake Bridge Transporting 2320 00 050 9015 NHC 250 Cummins 6 Cylinder Diesel Engine Electronic Warfare Principles United States. Air Force. Air Training Command,United States. Department of the Air Force,1962 **Technical Manual** United States. War Department,1966

Manuals Combined: U.S. Army M813 M813A1 M814 5 Ton Cargo Truck - Repair Operator Parts Tech Pubs , Over 5 100 total pages CONTENTS Operator Manual 414 pages June 14 1985 w Changes 1 4 TM 9 2320 260 10 TO 36A12 1C 481 Depot Repair Manual Vol 1 653 pages July 1 1994 TM 9 2320 260 34 1 TO 36A12 1C 1122 1 Depot Repair Manual Vol 2 865 pages June 1 1994 TM 9 2320 260 34 2 TO 36A12 1C 1122 2 Unit Repair Manual 1339 pages April 1 1995 TM 9 2320 260 20 TO 36A12 1C 491 Parts List Vol 1 696 pages Septermber 1 2003 TM 9 2320 260 24P 1 TO 36A12 1C 382 1 Parts List Vol 2 1020 pages Septermber 1 2003 TM 9 2320 260 24P 2 TO 36A12 1C 382 2 Transportability Guidance 78 pages July 17 1986 w Change 1 TM 55 2320 260 15 1 Hand Receipt 20 pages January 31 1979 TM 9 2320 260 10 HR Lubrication Order 35 pages November 4 1983 TM 9 2320 260 12 The manuals cover the following U S Army vehicles M812A1 Truck Chassis Rocket Launcher 2320 00 050 9040 M813 Truck Cargo 2320 00 050 8902 2320 00 050 8890 M813A1 Truck Cargo 2320 00 050 8913 2320 00 050 8905 M809 Series Trucks Diesel 5 Ton 6x6 M810 Truck Chassis 2320 00 051 0586 2320 00 051 0585 M814 Truck Cargo 2320 00 050 8988 2320 00 050 8987 M815 Truck Bolster Logging 2320 00 050 8927 M816 Truck Wrecker Medium 2320 00 051 0489 M817 Truck Dump 2320 00 050 8970 2320 00 051 0589 M818 Truck Tractor 2320 00 050 8984 2320 00 050 8978 M819 Truck Tractor Wrecker 2320 00 050 9004 M820A1 Truck Van Expansible 2320 00 050

9007 M820A2 Truck Van Expansible 2320 00 050 9010 M821 Truck Stake Bridge Transporting 2320 00 050 9015 NHC 250 Cummins 6 Cylinder Diesel Engine M820 Truck Van Expansible 2320 00 050 9006 , **Manuals Combined: 100+ U.S. Army CH-47A CH-47B CH-47C and CH-47D Chinook Helicopter Operator; Repair Parts And Special Tools List; Modification Word Order; One Time Inspection; Maintenance; And Maintenance Test Flight Manuals** , Well over 18 000 total pages Most manuals published by the Department of the Army with updates between 1999 and 2003 Contains Repair Repair Parts Special Tools Lists Maintenance Checklist and Flight related Technical Manuals and Bulletins for the CH 47A CH 47B CH 47C and CH 47D Chinook helicopter Just a SAMPLE of the CONTENTS AVIATION UNIT AND AVIATION INTERMEDIATE MAINTENANCE MANUAL CH 47D HELICOPTER 1 335 pages Aviation Unit and Aviation Intermediate Troubleshooting Manual CH 47D Helicopter 1 225 pages ORGANIZATIONAL MAINTENANCE REPAIR PARTS AND SPECIAL TOOLS LISTS FOR ELECTRONIC EQUIPMENT CONFIGURATION FOR CH 47A CH 47B AND CH 47C HELICOPTERS 116 pages Preparation for Shipment of CH 47 HELICOPTER 131 pages OPERATOR AVIATION UNIT AND AVIATION INTERMEDIATE MAINTENANCE MANUAL WITH REPAIR PARTS AND SPECIAL TOOLS LIST EXTENDED RANGE FUEL SYSTEM ARMY MODEL CH 47 HELICOPTER 194 pages AVIATION UNIT AND INTERMEDIATE MAINTENANCE REPAIR PARTS AND SPECIAL TOOLS LIST INCLUDING DEPOT MAINTENANCE REPAIR PARTS AND SPECIAL TOOLS HELICOPTER CARGO TRANSPORT CH 47D 689 pages AVIATION UNIT AND INTERMEDIATE MAINTENANCE REPAIR PARTS AND SPECIAL TOOLS LIST INCLUDING DEPOT MAINTENANCE REPAIR PARTS AND SPECIAL TOOLS HELICOPTER CARGO TRANSPORT CH 47D 511 pages PREVENTIVE MAINTENANCE DAILY INSPECTION CHECKLIST CH 47D HELICOPTER 30 pages PHASED MAINTENANCE CHECKLIST CH 47D HELICOPTER 117 pages MAINTENANCE TEST FLIGHT MANUAL ARMY MODEL CH 47D HELICOPTER 195 pages Operator s and Crewmember s Checklist ARMY CH 47D HELICOPTER 49 pages ONE TIME VISUAL INSPECTION AND RECORDS CHECK OF THE UPPER BOOST ACTUATORS AND PULL TEST OF SWASHPLATE FOR ALL CH 47D MH 47D AND MH 47E AIRCRAFT 11 pages WARRANTY PROGRAM FOR HELICOPTER CARGO TRANSPORT CH 47D 28 pages CALIBRATION PROCEDURE FOR CH 47 INTEGRATED LOWER CONTROL ACTUATOR ILCA BENCH TEST SET 50 pages REPAIR PARTS AND SPECIAL TOOLS LIST FOR STABILITY AUGMENTATION SYSTEM AMPLIFIERS CH 47A CH 47B AND CH 47C HELICOPTERS 53 pages AVIATION UNIT AND AVIATION INTERMEDIATE MAINTENANCE For GENERAL TIE DOWN AND MOORING ON ALL SERIES ARMY MODELS AH 64 UH 60 CH 47 UH 1 AH 1 OH 58 HELICOPTERS 60 pages OPERATOR S MANUAL FOR CH 47D CHINOOK FLIGHT SIMULATOR Device 2B31A 185 pages Operator's, Organizational, Direct Support and General Support Maintenance Manual ,1987 **Manuals Combined: 150+ U.S. Army Navy Air Force Marine Corps Generator Engine MEP APU Operator, Repair And Parts Manuals** , Over 36 000 total pages Just a SAMPLE of the CONTENTS by File Number and TM Number 013511 TM 5 6115 323 24P 4 GENERATOR SET GASOLINE ENGINE DRIVEN SKID MOUNTED TUBULAR FRAME

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INCLUDING OPTIONAL KITS DOD MODEL MEP 029AHK HOUSING KIT 6115 01 070 7550 DOD MODEL MEP 029ACM
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DOD MODEL MEP 029ACC REMOTE CONTROL CABLE 6110 01 087 4127 NAVFAC P 8 041070 TM 5 6115 593 12
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GTED ELECTRICAL HYDRAULIC PNEUMATIC AGPU WHEEL MOUNTED SELF PROPELLED TOWABLE DOD MODEL MEP
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