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In addition to Internet Marketing: Integrating Online and Offline Strategies she is senior author of Direct Marketing Management, second edition (Prentice-Hall, 1999) and second author of the forthcoming Customer Relationship Management (with Prof. Raymond R. Liu). She has published extensively in marketing journals in the U.S. and

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Online and Offline Marketing

Researchers have found that marketing channel integration has a positive effect on customer loyalty through satisfaction (Frasquet and Miquel, 2017). Moreover, online and offline communication integration has a higher impact and is more cost-effective (Smith and Zook, 2011). Both online and offline marketing

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The Internet Value Chain 3. Business
Models and Strategies 4. The Direct
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