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Sandra Lindemann



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E-Branding und Banken - Eine Analyse von internetbasierter Bankmarkenführung im Privatkundengeschäft
(Retail-Banking) Sandra Lindemann,2007-01-17 Diplomarbeit aus dem Jahr 2006 im Fachbereich BWL Bank B rse
Versicherung Note 1 5 Berufsakademie Berlin Sprache Deutsch Abstract Marken englisch Brands haben eine unbestritten
hohe Relevanz f r Kauf und Auswahlentscheidungen Die F hrung von Marken englisch Branding ist daher schon seit langem
zentraler Untersuchungsgegenstand des Marketings Die wissenschaftliche und praktische Bedeutung wird durch zahlreiche
Publikationen und hohe Investitionen belegt Allein im Jahr 2002 investierten deutsche Unternehmen circa 30 Milliarden Euro
in den Aufbau und die F hrung ihrer Marken Im Gegensatz zu dem von Konsumg tern ist Markenmanagement Synonym f r
Markenf hrung im Dienstleistungsbereich insbesondere im Finanzsektor eine relativ junge Disziplin Doch auch ein
Geldinstitut mit seinen vielf ltigen Finanzdienstleistungen kann zur Marke gemacht werden Vor allem durch die versch rfte
Wettbewerbssituation wird in Zukunft kein Weg mehr daran vorbeif hren Deutsche Banken haben erkannt dass nur
diejenigen unter ihnen erfolgreich sein werden die es entgegen den Trends zu Automatisierung und Me Too Produkten
schaffen die breite Kundenbasis wieder emotional an sich zu binden Das sich als kostenintensiv und wenig profitabel
erwiesene Massengesch ft mit Privatkunden stand in der Vergangenheit gerade bei Gro banks nicht im Fokus der Aktivit
ten Der 1995 erfolgte Versuch der Deutschen Bank das Retailgesch ft in die BANK 24 auszugliedern schlug allerdings fehl
Heute versuchen Banken durch Zielgruppensegmentierung und deren ertragsorientierter Aussch pfung langfristig
erfolgreiche Strategien zum Absatz von Bankleistungen zu entwickeln und zu realisieren Um dauerhaft Erfolgspotentiale
erschlie en zu k nnen m ssen dabei die Entwicklungen der Marketingumwelt ber cksichtigt werden Vorrangiges Ziel des
Marketing ist es daf r zu sorgen dass es dem Durchschnittskunden nicht mehr egal ist ob er zur gelben roten gr nen oder
blauen Bank geht die Farben stehen symbolisch f r die Commerzbank AG den Sparkassensektor die Dresdner Bank AG und
die Deutsche Bank AG Mehr als die H lfte der Deutschen ist bereits online Damit besitzt der Gro teil der Bankkunden die

Zugriffsmöglichkeit auf das Internet mitsamt seinen Diensten und Informationsangeboten Als Markenkommunikationsmedium und Element der Markenführung nimmt dessen Rolle gerade wegen der hohen Anzahl der aktiven Nutzer einen immer höheren Stellenwert in der praktischen und wissenschaftlichen Diskussion ein

Strategisches Marken-Management für Banken CONSART,2013-07-02 Die Autoren zeigen wie Marken kreiert werden wie sie im Bewusstsein der Nutzer funktionieren und wie Banken konkrete Markenstrategien erfolgreich umsetzen

Strategisches Branding im Bankensektor bei veränderten Rahmenbedingungen Karina Siegmanski,2009-10-13 Inhaltsangabe Einleitung Der Bankensektor unterliegt seit Jahrzehnten einem Strukturwandel Die Veränderungen resultieren vor allem aus der Globalisierung und Deregulierung des Marktes und den technologischen Entwicklungen wie das Internet die die Wettbewerbssituation im Bankensektor deutlich verschärft haben Dazu kommt die Homogenität der Produkte und Leistungen die die Differenzierung der Banken untereinander erschwert Marken beeinflussen das Kaufverhalten und stellen einen ausschlaggebenden Wettbewerbsvorteil für Unternehmen dar Bankmarken gehören zu den Dienstleistungsmarken die aufgrund ihrer spezifischen Eigenschaften wie die Intangibilität bestimmten Herausforderungen ausgesetzt sind Im Bankenbereich kommt der Marke aufgrund ihrer Differenzierungs- und Vertrauensfunktion eine besondere Bedeutung zu Das Branding bietet Möglichkeiten Marken erfolgreich aufzubauen Ein strategisches Branding beschränkt sich dabei nicht auf die reine Markierung der Markenelemente sondern es müssen auch Überlegungen hinsichtlich der Positionierung und der Markenstrategien einbezogen werden Vor allem unter dem Aspekt der Mergers Acquisitions und der Möglichkeiten des Internets gewinnt das Branding mehr und mehr an Bedeutung Gleichzeitig können Banken das Vertrauen der Kunden durch Marken zurückgewinnen das in der derzeitigen Bankenkrise verloren gegangen ist Aufgabe dieser Arbeit ist es einen Überblick über das Branding im Bankensektor zu geben wobei die veränderten Rahmenbedingungen näher analysiert werden Im ersten Teil werden die begrifflichen Grundlagen der Marken erläutert wobei der Fokus auf den Dienstleistungsmarken mit ihren spezifischen Eigenschaften und der daraus resultierenden Markierungsproblematik liegt Daraufhin wird der Zusammenhang zwischen der Markenidentität Markenpositionierung und dem Markenimage dargestellt Im Anschluss wird die Bedeutung der Bankmarke als spezielle Form der Dienstleistungsmarke aufgezeigt Der zweite Teil dieser Arbeit widmet sich den theoretischen Grundlagen des Branding Hier werden vor allem der Brandingbegriff die Voraussetzungen und das ganzheitliche Branding mit seinen Markenelementen und der Kommunikation erläutert Anschließend werden die Grundlagen um die strategischen Aspekte des Branding erweitert Beschrieben werden die strategische Positionierung die Markenstrategien und die Markenhierarchien Der letzte Teil dieser Arbeit erörtert die Herausforderungen des Branding im

Markenbewertung als strategische Aufgabe in Banken Benjamin Barthel,2007-07-22 Bachelorarbeit aus dem Jahr 2006 im Fachbereich BWL Bank Borse Versicherung Note 1,3 Frankfurt School of Finance Management Sprache Deutsch Abstract Ziel dieser Ausarbeitung ist es in einem ersten Schritt die Bedeutung und den gegenwärtigen Zustand deutscher Bankmarken sowie die Notwendigkeit ihrer

Bewertung für wertorientiertes Unternehmensmanagement in Banken aufzuzeigen In einem zweiten Schritt sollen ausgewählte Markenbewertungsverfahren bezüglich ihrer Eignung zur Messung und Steuerung einer Bankmarke kritisch erörtert werden Dabei gilt es zunächst die Vielzahl unterschiedlicher Definitionen für die Marke und den Markenwert einzuordnen um eine einheitliche Verstandnisbasis zu schaffen Es folgt die Erläuterung der generellen Verwendungszwecke des Markenwertes sowie der wichtigsten Anwendungsbereiche aus Sicht der Praxis Anschließend vermittelt die Erläuterung der strategischen Vorteile einer starken Bankmarke einen Eindruck über deren Bedeutung für Banken Schließlich spiegeln Statistiken und Ratings den Status Quo von Stärke und monetären Werten deutscher Bankmarken wider woraus die Notwendigkeit eines gezielten Markenwertmanagements erkennbar sein wird Nachdem Potenzial und Relevanz der Markenbewertung dargestellt wurden beschließt sich diese Ausarbeitung mit der Frage wie der Markenwert einer Bank hinreichend qualitativ bestimmt und quantifiziert werden kann Dazu erfolgt die Klassifizierung der unterschiedlichen Verfahrenstypen für eine Markenbewertung die Beschreibung ihrer theoretischen Funktionsweise und ihre kritische Würdigung Ausgehend von zu berücksichtigenden Besonderheiten des Banksektors und der Identifikation bankspezifischer Wertfaktoren einer Marke werden die Anforderungen an Bewertungsverfahren für Bankmarken formuliert Daraufhin werden der Brand Navigator von Icon Added Value sowie die Verfahren von Interbrand und Semion als drei der bekanntesten Bewertungsmodelle aus der Praxis vorgestellt Auf Basis der definierten Anforderungen werden sie diskutiert Danach werden die verbleibenden Herausforderungen zusammengefasst Ein Blick auf methodische Grenzen der Bewertungsverfahren und die organisatorische Verankerung von Messung und Management der Marke schließt diese Ausarbeitung ab

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