

## Best Practices



# Personalization Done Right: Using Data and Technology to Strengthen Customer Relationships

Personalization is an extremely powerful concept that can strengthen the bond between customer and brand if carried out correctly. Data and technology are the key tools for weaving relevant information into customer communications.

In this Best Practices installment, we will focus on how to accomplish personalization at scale, offer best practices to drive successful personalization strategies, the quick wins our readers can expect, and the long-term effects generated from a personalization strategy.

Contribute to this Best Practices special section and tell our audience how to deliver relevant personal experiences.

**Roundtable Date:** November 17, 2021

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Also in June: ■ **Contact Center** Innovations – Successful **Case Study** Snapshots  
■ **C-Level Leadership: Who Owns the Customer Experience?**

## 2021 BEST PRACTICES SCHEDULE & RATES

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### JANUARY/FEBRUARY ISSUE

**Megatrends** in Customer Experience: Near-Term Adjustments and Long-Term Structural Changes  
Roundtable Date: 1/20/21

**Sales and Marketing Tools** That Drive Business-to-Business Quota Achievement  
Roundtable Date: 6/30/21

**Master Data Management** – A Single View of the Truth  
Roundtable Date: 7/28/21

**Linking Employee and Customer Experience:** Workforce Engagement Management  
Roundtable Date: 10/27/21

### JANUARY

**1/20/21** Megatrends in Customer Experience: Near-term adjustments and long-term structural changes

**1/27/21** Customer Journey Analytics to Improve CX at Scale

### FEBRUARY

**2/10/21** Supercharging Your Contact Center With Artificial Intelligence

**2/24/21** Top Data Quality Issues for a Data-Driven Decade

### MARCH ISSUE

**Customer Experience Management** for Driving B2C Growth  
Roundtable Date: 8/25/21

Customer Service in a **Smartphone** World  
Roundtable Date: 12/1/21

### MARCH

**3/3/2021** Identity Resolution and Authentication (**New**)

**3/10/21** Smart IVRs for Exceptional Service October Issue

**3/24/21** The Omnichannel Support Imperative

### APRIL ISSUE

Designing a **Customer Engagement Center**  
Roundtable Date: 9/1/21

Creating a **Customer-First** Organization: Technology and People  
Roundtable Date: 9/15/21

### APRIL

**4/7/21** Workforce Optimization for More Productive Agents and More Satisfied Customers

**4/21/21** Voice of the Customer Strategies and Tactics for Better Customer Insights

### MAY ISSUE

The State of **Knowledge Management** in an AI World  
Roundtable Date: 9/29/21

**Conversational AI:** The Future of Customer Service?  
Roundtable Date: 10/13/21

### MAY

**5/5/21** Virtual Contact Centers: Lessons Learned in Uncertain Times

**5/19/21** Smart Field Service Management Strategies

### JUNE ISSUE

**2021 Contact Center Innovations** – Successful Case Study Snapshots  
Roundtable Date: 11/3/21

**Personalization Done Right:** Using Data and Technology to Strengthen Customer Relationships  
Roundtable Date: 11/17/21

**C-Level Leadership:** Who Owns Customer Experience  
Roundtable Date: 12/15/21

### JUNE

**6/2/21** Speech Analytics and AI: A Game-Changer for CX

**6/16/21** Analytics and Business Intelligence Solutions for Challenging Times

**6/30/21** Sales and Marketing Tools That Drive Business-to-Business Quota Achievement

### JULY/AUGUST ISSUE

**Customer Journey Analytics** to Improve CX at Scale  
Roundtable Date: 1/27/21

The **Omnichannel** Support Imperative  
Roundtable Date: 3/24/21

**Supercharging Your Contact Center** With Artificial Intelligence  
Roundtable Date: 2/10/21

**Top Data Quality Issues** for a Data-Driven Decade  
Roundtable Date: 2/24/21

### JULY

**7/14/21** Transformational CX – Designing Experiences That Wow Customers

**7/28/21** Master Data Management – A Single View of the Truth

### AUGUST

**8/11/21** I Prefer Self-Service – Don't Make Me Talk to a CSR

**8/25/21** Customer Experience Management for Driving B2C Growth

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