



Law, Ka Yee (2009) CRM adoption and its impact on organisational performance. PhD thesis, University of Nottingham.

Access from the University of Nottingham repository:

<http://eprints.nottingham.ac.uk/10787/2/1-front.pdf>

Copyright and reuse:

The Nottingham ePrints service makes this work by researchers of the University of Nottingham available open access under the following conditions.

- Copyright and all moral rights to the version of the paper presented here belong to the individual author(s) and/or other copyright owners.
- To the extent reasonable and practicable the material made available in Nottingham ePrints has been checked for eligibility before being made available.
- Copies of full items can be used for personal research or study, educational, or not-for-profit purposes without prior permission or charge provided that the authors, title and full bibliographic details are credited, a hyperlink and/or URL is given for the original metadata page and the content is not changed in any way.
- Quotations or similar reproductions must be sufficiently acknowledged.

Please see our full end user licence at:

http://eprints.nottingham.ac.uk/end_user_agreement.pdf

A note on versions:

The version presented here may differ from the published version or from the version of record. If you wish to cite this item you are advised to consult the publisher's version. Please see the repository url above for details on accessing the published version and note that access may require a subscription.

For more information, please contact eprints@nottingham.ac.uk

CRM ADOPTION AND ITS IMPACT ON ORGANISATIONAL PERFORMANCE

Law Ka Yee, Agnes

Thesis submitted to the University of Nottingham
for the degree of Doctor of Philosophy

JULY 2009