Business Guides on the Go

Ralf T. Kreutzer · Sonja Klose

Next Stop Metaverse

A Quick Guide to Concepts, Uses, and Potential for Research and Practice



Business Guides on the Go

"Business Guides on the Go" presents cutting-edge insights from practice on particular topics within the fields of business, management, and finance. Written by practitioners and experts in a concise and accessible form the series provides professionals with a general understanding and a first practical approach to latest developments in business strategy, leadership, operations, HR management, innovation and technology management, marketing or digitalization. Students of business administration or management will also benefit from these practical guides for their future occupation/careers.

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A Quick Guide to Concepts, Uses, and Potential for Research and Practice



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Food for thought:

Nostalgia is a feeling—not a business model!

Prologue

Dear Reader,

Cycling in the French Alps after breakfast, followed by a meeting with the team directly in the power plant's engine compartment to check the processes for optimization potential. Lunch at the beach with friends from all over the world. In the afternoon, a quick look at how many people have played the game created in spare time at Roblox and check whether the income is sufficient for the new avatar suit. In the evening, attending a concert in the USA before a meditation in the painting "Starry Night" by Vincent van Gogh to help you fall asleep. And all of this from your own flat.

Is this what the Metaverse will look like? We don't know yet. Now, at the beginning of 2023, the Metaverse is initially an idea or a promise. So with this book, we are trying to make a vision tangible, or imaginable. What we are describing may be true—it may also develop somewhat differently, or completely differently, or not at all. Just as with the Internet, it is difficult to predict at this point which developments and technologies will be created and combined by which people and companies in which way.

Therefore, this book is a first strike to advance the engagement with the Metaverse in science and practice. It will not be the last! We believe that the Metaverse will impact and change our world in ways not yet imagined. Not necessarily with a big bang, but through incremental technological and content developments. And we are excited about that.

One thing we would like to recommend: Do not ignore these developments! You don't have to make extensive investments in the Metaverse. But we would advise you to do some finger exercises. So that you are already on board when the train actually picks up speed. In addition, it can also help you with your employer branding if it becomes visible that you are also dealing with exciting topics of the future.

We wish you inspiring reading pleasure!

Berlin, Germany

Ralf T. Kreutzer Sonja Klose

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Ralf T. Kreutzer has been a Professor of Marketing at the Berlin School of Economics and Law since 2005. At the same time, he works as a trainer, coach, and marketing and management consultant. He spent 15 years in various management positions at Bertelsmann (last position director of the foreign division of a subsidiary), Volkswagen (managing director of a subsidiary), and Deutsche Post (managing director of a subsidiary) before being appointed professor of marketing in 2005.

Through regular publications and keynote lectures (in Germany, Austria, Switzerland, France, Belgium, Singapore, India, Japan, Russia, the USA, among others), Prof. Kreutzer has provided significant impetus on various topics related to marketing, dialog marketing, CRM/customer loyalty systems, database marketing, online marketing, social media marketing, digital Darwinism, digital branding, dematerialization, change management, digital transformation, artificial intelligence, agile management, strategic as well as international marketing, and has advised a large number of companies in Germany and abroad on these topics. In addition, Prof. Kreutzer works as a trainer and coach.

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Abbreviations

AI	Artificial Intelligence
APM	Actions per Minute
AR	Augmented Reality
B2B	Business-to-Business
B2C	Business-to-Consumer
BBC	British Broadcasting Corporation
BCG	Boston Consulting Group
BPM	Beats per Minute
BSI	German Federal Cyber Security Authority (Bundesamt für
	Sicherheit in der Informationstechnik)
BVDW	German Association for the Digital Economy (Bundesverband
	Digitale Wirtschaft e.V.)
CAD	Computer-aided Design
CEO	Chief Executive Officer
CES	Computer Electronics Show
CRM	Customer Relationship Management
CSS	Cascading Style Sheets
DAO	Decentralized Autonomous Organization
DAU	Daily Active Users
DBE	Digital Business Ecosystems
DeFi	Decentralized Finance
DevEx	Developer Exchange
DIT	Digital Identity Theft