

M Commerce Du Design Dinterface A Loptimisation Des Ventes

Maximisez Vos Revenus sur Udemy : Techniques Avancées pour Optimiser les Ventes et la Rétention
Comment automatiser efficacement vos ventes - le guide définitif pour optimiser vos processus de vente
Ventes et productions touristiques
Les 500 mots-clés de la vente
Le management et l'optimisation d'un processus de prévisions de ventes
M-commerce
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Le point
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Digital World
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René Moulinier
Amaury Lefebvre
Jean-Eric Pelet
Schweizerische Bundesbahnen
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fatigué des résultats de ventes médiocres vous souhaitez transformer votre entreprise en un pôle d attraction pour des clients fidèles dans cette série d ebooks pratiques et révélateurs vous aurez accès à un arsenal de stratégies et de techniques avancées pour booster vos ventes vers de nouveaux sommets et établir des relations durables avec vos clients tout au long de la série vous découvrez les secrets de la psychologie du consommateur comprenez les motivations et les déclencheurs qui déterminent les décisions d achat et apprenez à créer des messages irrésistibles qui convertissent les prospects en clients fidèles maîtrisez des techniques de prospection infailibles découvrez comment trouver vos clients idéaux même sur des marchés concurrentiels et bâtissez une

base solide de prospects qualifiés améliorez vos compétences en communication apprenez à communiquer avec clarté persuasion et empathie en créant de véritables liens avec vos clients et en instaurant la confiance nécessaire pour conclure des ventes monétisez vos connaissances et vos compétences transformez vous en expert en vente et explorez des opportunités lucratives pour offrir vos services en tant que consultant ou mentor chaque ebook de la série propose contenu pratique et exploitable conseils et stratégies éprouvés que vous pouvez immédiatement mettre en œuvre dans votre entreprise exemples réels et études de cas apprenez des expériences de vendeurs à succès et reproduisez leurs résultats outils et ressources précieux modèles listes de contrôle et scripts pour vous aider à mettre en œuvre des stratégies accompagnement personnalisé accès à un groupe exclusif pour répondre aux questions et bénéficier d'un accompagnement personnalisé que vous soyez débutant ou vendeur expérimenté cette série d'ebooks est la clé de votre réussite investissez dans votre avenir et devenez un maître des ventes sécurisez votre série complète dès aujourd'hui et faites le premier pas vers la maîtrise de l'art de vendre et de fidéliser vos clients

de a comme achat impulsif à z comme zone de chalandise les 500 mots clés de la vente recensent l'extraordinaire richesse des mots et des concepts de la vente du commerce et de la distribution la définition et les développements qui accompagnent chaque terme permettent à chacun d'acquérir sous une forme synthétique et complète les connaissances nécessaires à une bonne compréhension des hommes des métiers de la psychologie et des techniques de la vente certains concepts sont largement approfondis et agrémentés d'exemples ou de tableaux synoptiques un renvoi vers d'autres mots termine chaque article créant ainsi un itinéraire de lecture sans contrainte la terminologie anglo saxonne est systématiquement mentionnée ce livre est destiné à tous les professionnels de la vente que leur pratique soit sédentaire ou itinérante aux étudiants aux enseignants aux formateurs aux vendeurs débutants et d'une manière générale à tous ceux qui sont désireux de trouver en un ouvrage commode une exploration du vaste champ du commerce et de la vente

la 4e de couv indique arrivée de la 4g explosion des ventes de smartphones et de tablettes le m commerce ou commerce sur mobile est en passe de devenir un levier de croissance b2c essentiel que vous soyez distributeur pure player acteur du web en quête de nouveaux canaux de diffusion ou que vous cherchiez à gérer votre présence sur internet cet ouvrage est fait pour vous Êtes vous prêt à gagner une place dans l'intimité du téléphone ou de la tablette de vos clients et prospects connaissez vous leurs principaux comportements de consommation Êtes vous capable de planifier une campagne de mobile marketing qui saura les séduire À la fois feuille de route et guide technique ce livre vous permettra de planifier et mettre au point une stratégie de m commerce marketing ergonomie systèmes d'information conception et design il aborde tous les aspects nécessaires pour vous lancer ou consolider votre position vous découvrirez notamment comment accroître la portée d'une marque sur mobile quels sont les indicateurs clés de

performance et comment analyser le marché à partir de l'étude des usages

les études de cas la synthèse des résultats

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