



# m-commerce

Du design d'interface  
à l'optimisation des ventes

Jean-Éric Pelet

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## Du design d'interface à l'optimisation des ventes

Arrivée de la 4G, explosion des ventes de smartphones et de tablettes... la mobilité, la croissance sur mobile, est en passe de devenir un levier de croissance B2C essentiel.

Que vous soyez distributeur purplayeur, 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 !

L'auteur peut-il gagner une place dans l'agenda du téléphone ou de la tablette de vos clients et prospects ? Connaître leurs principaux comportements de consommation ? Être vous capable de planifier une campagne de mobile marketing qui vire le succès ?

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, organisation, systèmes d'information, conception et design... Tenez-vous les expertes nécessaires pour vous lancer ou consolider votre position.

Vous découvrirez notamment comment accéder à partir d'une marque sur mobile, quels sont les indicateurs clés de performance et comment analyser le marché à partir de l'étude des usages.

**Jean-Éric Pelet** : docteur en sciences de gestion et titulaire d'un MBA en systèmes d'information, est enseignant-chercheur en marketing spécialisé des problématiques liées à l'expérience de l'utilisateur en ligne (conception et supports mobile) et aux effets de design d'interface sur le comportement. Il enseigne et supervise et dirige des M2 et M1 Paris Dauphine, Grenoble, Troy, Montreal, Angers, en école de commerce (Audencia, HEC, ESC Lyon, ESC Lille), de design (École de Design Nantes Atlantique), d'ingénierie (ENI, INRIA) ou à l'étranger (Université de Warwick, HEC, London, Northumbria University).

Préface de **Richard Lefebvre**

Commerce / Marketing

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# M Commerce Du Design Dinterface A Loptimisation Des Ventes

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## **M Commerce Du Design Dinterface A Loptimisation Des Ventes:**

The Top Books of the Year M Commerce Du Design Dinterface A Loptimisation Des Ventes The year 2023 has witnessed a remarkable surge in literary brilliance, with numerous captivating novels captivating the hearts of readers worldwide. Lets delve into the realm of top-selling books, exploring the engaging narratives that have enthralled audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This poignant tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Uncover the Best : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Discover the Magic : Delia Owens "Where the Crawdads Sing" This captivating coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens weaves a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of compelling stories waiting to be discovered. The novel begins with Richard Pappen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and thrilling novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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