

LES BAROMÈTRES DE LA PERFORMANCE

MESURER LA PERFORMANCE DE LA **FONCTION** **COMMERCIALE**



Manuel Lange
Jean-Michel Moutot
Préface de David Autissier

Mesurer La Performance De La Fonction Commerciale

Manuel Lange, Jean-Michel Moutot



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DCG 11 - Contrôle de gestion - Manuel et applications Eric Margotteau, Alain Burlaud, 2023-06-21 Ce manuel tout en couleur traite l'intégralité du programme de diplôme de comptabilité et gestion DCG n° 11. Il est destiné tout particulièrement aux candidats à l'épreuve n° 11 du DCG et à l'UE TEC121 de l'INTEC. Il constitue également un support de travail pour les étudiants en écoles de commerce.

parant une licence CCA ou le concours du CAPET Enfin il s'adresse aussi aux professionnels soucieux d'approfondir et d'actualiser leurs connaissances en contr le de gestion base d'un pilotage de la performance globale de l'entreprise Il est con u et pr sent sous forme de parties et chapitres dont l'articulation est particuli rement soign e afin de garantir un expos dynamique et efficace des connaissances th oriques et pratiques permettant leur compr hension et leur acquisition Il est scind en deux grandes parties le cours articul en chapitres comprenant un plan expos et d taill un cours complet ponctu de courtes applications de contr le de compr hension pour lesquelles un temps estim est indiqu l entra nement pr sent dans l ordre du cours des QCM permettant de s auto valuer des cas in dits issus de situation r elle d actualit correspondant au th me du chapitre des extraits choisis de sujets d examen les corrig s complets en ligne

La gestion commerciale Pierre Maurin, 2021-04-13 Pour r sister efficacement une mauvaise conjoncture ou une concurrence forte et persistante une PME ou TPE doit imp rativement ma triser les cl s de la gestion commerciale afin d en faire un v ritable avantage concurrentiel Pour ce faire ce livre p dagogique illustr de nombreux exemples et tudes de cas tir s de la r alit vous propose de faire le point sur les bonnes pratiques et les bons r flexes avoir pour am liorer la satisfaction de vos clients optimiser vos actions de fid lisation structurer votre administration des ventes fiabiliser vos pr visions et budgets commerciaux rentabiliser votre service apr s vente SAV

Trouvez vos futurs clients Alain Muleris, 2017-04-20 Avec l acc l ration du temps en entreprise 100 jours c est bien souvent tout ce dont on dispose pour mener bien un projet de la prise de d cision la mise en oeuvre et aux premiers r sultats Et ce constat s applique galemment aux commerciaux qui occupent un poste cl Ils doivent chercher convaincre r pondre aux besoins et aux attentes des clients Cet ouvrage propose tous ceux qui sont amen s un jour vendre un plan d action op rationnel en trois mois pour trouver de nouveaux clients une premi re semaine pour appr hender le sujet douze semaines pour agir tape par tape une semaine pour faire le bilan et pr parer l avenir Agr ment de conseils pris sur le terrain d exemples r els et d taill s et de quizz cet ouvrage v ritable guide pratique montre de fa on concr te la n cessit de b tir la strat gie commerciale avec une attention toute particuli re pour la prospection Les ouvrages de la collection En 100 jours se fixent comme objectif d accompagner les lecteurs dans leurs actions professionnelles travers une d marche structur e dans le temps des conseils issus du terrain des exemples r els des quizz et des activit s pour plus d interactivit

Marketing Jean-Pierre Helfer, Jacques Orsoni, 2014-10-21 Ce manuel offre une nouvelle vue d ensemble des connaissances disponibles en marketing Il est illustr de tr s nombreux exemples et de trois cas de synth se Chaque chapitre pr cise les probl matiques fondamentales ainsi que les comp tences cl s acqu rir et propose des exercices Clair et p dagogique ce classique du marketing a su s imposer comme une r frence en s duisant plus de 50 000 lecteurs depuis sa premi re dition

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