



Pascal PY

Méthodes & astuces pour...

Faire signer ses clients

le Closing

5^e édition augmentée



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Katrin Zwirgmaier



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Faire signer ses clients Pascal Py, 2018-02-08 Obtenir l'accord de son client c'est le plus important problème résolu par ce livre tiré à 45 000 exemplaires Ce livre conforme au référentiel de la certification AFNOR de l'Excellence Commerciale développe l'art du closing qui opère tout moment de l'entretien pour engager votre client Au début pour l'aider identifier son besoin et admettre l'existence de le satisfaire Ensuite pour lui proposer les bénéfices de la solution proposée la fin pour obtenir aisément la commande Cette 7^e édition vous remet les clefs techniques méthodologiques et psychologiques des grands vendeurs De nouveaux aspects du métier sont abordés dans cette nouvelle édition très enrichie comme la valorisation de son entreprise pour vendre plus et mieux ou encore comment gagner l'indispensable confiance de son interlocuteur **Faire passer ses idées**

en douceur Pascal Py, 2019-01-03 Prenant appui sur sa longue expérience de la négociation Pascal Py propose une méthode claire et efficace pour convaincre aisément en toute circonstance Il développe avec précision et discernement les 7 leviers activer pour susciter l'adhésion et obtenir en souplesse l'accord des autres Il révèle en 7 C comment 1 asseoir et renforcer votre Crédibilité personnelle 2 obtenir la Confiance de votre interlocuteur 3 saisir ses intérêts et en partager la Certitude 4 savoir lui présenter vos idées avec Conviction 5 surmonter ses Contestations 6 cultiver un esprit de Coopération 7 Conclure pour entretenir l'accord mille lieues des publications prônant la manipulation cet ouvrage très précis est fortement documenté Riche d'exemples variés il vous permet d'augmenter réellement votre force de persuasion et votre pouvoir d'influence en milieu professionnel comme au quotidien Le plan d'actions du commercial Pascal Py, 2014-10-02 Dans ce 11^e livre Pascal PY propose et développe de nombreux modèles afin de concevoir et rédiger un Plan d'Actions Commerciales cohérent L'auteur détaille 64 actions majeures pertinentes et l'efficacité prouvée mener auprès de vos clients 7 techniques de ciblage qui permettent de définir sur quels clients et prospects agir 15 actions de conquête pour accroître le nombre de vos clients 16 actions de fidélisation pour renforcer les liens avec vos clients 4 actions sur la satisfaction afin d'intensifier l'attachement des clients 5 actions de sécurisation pour vous protéger contre des concurrents prédateurs 5 actions de rétention afin d'endiguer les velléités de départ de clients 5 actions de stimulation des achats des clients permettant d'accroître vos ventes 7 actions de stimulation des efforts de vos clients accomplis votre profit et celui de votre entreprise pour faciliter votre métier et

augmenter votre confort au travail Clair et pragmatique ce livre expose en 7 tapes comment concevoir puis rédiger votre PAC de façon structurée et bénéficière ainsi d'un vrai levier pour votre réussite commerciale **30 techniques amoureuses pour**

vendre Plus et Mieux Pascal Py, 2024-04-10 Brisez les chaînes qui entravent vos succès commerciaux Adoptez une approche novatrice Ce livre vous l'offre Il tire arguments des comportements de séduction entre les hommes et les femmes pour expliquer et résoudre de nombreuses difficultés rencontrées par celles et ceux qui vendent Il vous convie la réussite par une approche innovante de la relation client pour prospecter convaincre négocier conclure et fidéliser Faire accepter son prix

à ses clients Pascal Py, 2012-06-28 Vendre en tant plus cher que vos concurrents Apprenez négocier et développer votre

Pricing Power Le Pricing Power est la capacité faire admettre ses clients le prix fixé Ce pouvoir diffère aussi bien chez les vendeurs que d'une entreprise à l'autre Si l'on en juge par les tarifs affichés par divers constructeurs automobiles le Pricing Power de Ferrari est significativement supérieur celui de Peugeot Il en va de même au sein d'une équipe de vente Certains savent fendre les prix alors que d'autres y parviennent difficilement L'auteur dans cette nouvelle édition amplement enrichie livre de nombreuses techniques et astuces qu'il enseigne au cours de ses formations Il invite le lecteur à développer son Pricing Power et ses aptitudes la négociation en apprenant à fendre et argumenter son prix dans la vente à légitimer les cartes de prix face la concurrence savoir quand comment quel prix annoncer pour passer surmonter l'objection c'est trop cher résister la pression du client qui sollicite une remise faire accepter son prix au plus r calculant négocier et sortir gagnant réussir sa vente face un concurrent moins cher

Le responsable commercial et son plan d'actions commerciales Pascal Py, 2013-12-13 Ce livre de Pascal Py est la bible du manager commercial rien ne chappe à l'auteur afin que celles et ceux qui ont la responsabilité des ventes puissent concevoir rédiger et piloter leur Plan d'Actions Commerciales PAC interpréter la stratégie commerciale de leur entreprise participer efficacement son élaboration ou son adaptation analyser et diagnostiquer les difficultés commerciales rencontrées par leur équipe imaginer et mettre en œuvre les actions pertinentes en réponse conduire leur équipe commerciale vendre conquérir fidéliser reconquérir améliorer la marge intensifier les achats des clients lancer un nouveau produit manager leur équipe et la motiver avec succès recruter former licencier des vendeurs coacher sur le terrain Tout ceci se conjugue en 141 actions commerciales amplement approfondies et ordonnées dans cet ouvrage très pratique en un plan d'ensemble cohérent harmonieux et efficace 141 actions incontournables qu'il appartient tout responsable commercial de mener bien et de coordonner afin d'opérer un break concurrentiel

Livres de France ,2009-05 **Faire signer ses clients** Pascal Py, 2018 **Livres hebdo** ,2009 **Le livre de la Jungle** Younes Rharbaoui, Annabelle

Bignon, 2019-05-10 Le Livre de la Jungle recueille les conseils méthodes et astuces des fondateurs d'entreprises les plus inspirants et les rend accessibles tous les employés qui veulent s'améliorer s'emanciper et se rebeller en grand groupe comme en startup les meilleurs conseils pour construire sa carrière sur le long terme l'état d'esprit adopter pour être une force motrice au sein de son entreprise les astuces pour collaborer plus efficacement les outils et savoir faire utilisés au quotidien par les meilleures startups des enseignements et exemples concrets sur le product management les opérations le design le développement le management et tous les domaines clés de l'entreprise les anecdotes et histoires d'entrepreneurs et les erreurs ne pas reproduire Pour ceux qui souhaitent rejoindre une startup pour les curieux pour ceux qui se posent des questions sur leur carrière pour ceux qui terminent devenir acteurs du changement dans leur entreprise pour ceux qui bougent Le Livre de la Jungle propose l'alliage d'un contenu théorique d'exemples pratiques et d'histoires inspirantes tirées des meilleures startups

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