



L'entretien Commercial Du Conseiller Client en Banque

Pascal Davi



L'entretien Commercial Du Conseiller Clientgravele En Banque:

Loi sur les impôts du Québec, lois connexes et règlements annotés, 2007, 21e édition , Repère ,1997 L'entretien de vente en 7 étapes Pascal Davi,2011-07-07 Un outil moderne de référence de tout professionnel de la vente Un guide pratique illustré qui aborde les bases de la vente Les illustrations de Gabs apportent une note humoristique chaque étape Une synthèse entre les techniques de développement commercial et la relation client savoir faire savoir être Comment font les meilleurs vendeurs pour vendre plus que les autres Quelles techniques appliquent ils en situation de vente De la prospection l'entretien de vente l'auteur s'appuie sur l'expérience et la pratique mises en oeuvre par des vendeurs confirmés qu'il reforme travers une démarche simple et efficace illustrée d'exemples concrets de conseils pratiques d'opportunités l'ouvrage aborde les 7 étapes clés de l'acte de vente **Convaincre pour vendre** Jan L. Wage,1971 *Convaincre pour vendre* Jan L. Wage,1971 *L'apparence, critère habilitant ou discriminant dans l'entretien de recrutement* Agnès Ceccarelli,2012 L'étude cherche à déterminer si l'apparence vestimentaire et corporelle peut être un facteur de discrimination lors de l'entretien de recrutement Elle s'appuie sur une enquête réalisée dans le secteur bancaire auprès de cadres qui recrutent dans les métiers relevant de la fonction commerciale Elle s'inscrit dans les travaux de la sociologie pragmatique ou sociologie de l'action qui permet d'établir si les critères pris en compte parmi lesquels l'apparence assurent la justesse et la justice du jugement Après une présentation de la méthodologie d'enquête des entretiens non directifs appuyés par des photographies notre travail présente un rappel des fondements théoriques de la sociologie de l'action Les résultats de l'enquête donnent une description du système de valeurs en vigueur dans le monde bancaire et des compétences attendues pour des fonctions commerciales Ils apportent également un éclairage sur la preuve l'entretien de recrutement et les éventuelles spécificités liées à ce secteur Notre travail s'attache ensuite à montrer pourquoi et comment l'apparence tient une place dans les critères d'évaluation des compétences des commerciaux La sociologie des régimes d'action nous permet alors d'expliquer comment les recruteurs établissent leur jugement au regard du critère de l'apparence et comment ils mettent en oeuvre l'impératif de justification auquel ils sont soumis pour rendre compte de la justesse de leurs décisions Enfin la sociologie pragmatique permet une analyse approfondie et critique des méthodes mises en oeuvre en étudiant leurs caractéristiques intrinsèques et en déterminant les preuves permettant de juger juste Par ces analyses l'étude est en quête d'une justice sociale en visant à souligner les risques de jugement discriminatoire pouvant résulter des méthodes utilisées comme c'est le cas de l'entretien de recrutement

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