

Training >>> Vente

Pascal Py

Méthodes et astuces pour... **manager ses clients**



Methodes Et Astuces Pour Manager Ses Clients

ML Morrison



Methodes Et Astuces Pour Manager Ses Clients:

Méthodes et astuces pour... Manager ses clients Pascal Py, 2011-07-07 Faites travailler vos clients Les clients de Mac Do débarrassent leur table et rangent leur plateau Ceux de Carrefour ramènent leur chariot et pressent leurs légumes Les clients de Total BP ou Shell acceptent un bref instant d'être pompistes Et vos clients eux quels efforts pourraient ils fournir pour votre entreprise et vous même Au delà de la simple éducation certains fournisseurs sont parvenus à faire évoluer une véritable révolution culturelle et comportementale leur client le et obtenir de celle-ci des efforts considérables Pour ce faire les commerciaux doivent se faire Manager l'image du skipper d'un voilier qui souhaite gagner une course les responsables d'un client le d'un secteur ou d'une entreprise doivent diriger motiver leurs clients leurs équipiers et obtenir d'eux davantage d'efforts Comment C'est tout cet art du Management des clients que Pascal PY spécialiste du CRM Customers Relationship Management développe dans ce livre issu de ses séminaires de Gestion et de Management de clients La collection Training Vente dévoile les secrets techniques et astuces que les meilleurs consultants de cette spécialité transmettent dans leurs stages aux commerciaux et dirigeants désireux de hisser leurs performances au premier rang de leur secteur Elle ne laisse aucune place aux théories dont la pertinence ne serait pas vérifiée à l'aune du terrain Ainsi cette collection se veut elle l'une des principales voies d'accès aux outils pratiques du succès commercial

Faire signer ses clients Pascal Py, 2018-02-08 Obtenir l'accord de son client c'est le plus pénible 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'idée 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 clés 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

Livres hebdo, 2009 *Faire accepter son prix à ses clients* Pascal Py, 2012-06-28 Vendre en tant plus cher que vos concurrents Apprenez à négocier et à 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 défendre 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 défendre et argumenter son prix dans la vente à légitimer les tarifs 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 récalcitrant négocier et sortir gagnant réussir sa vente face un concurrent moins cher

Métodos y técnicas para

gérer les clients Pascal Py, 2007-11 Concepts M tous les Instruments F rmules Trucs Exemples Consigne que ses clients aussi n travaillent Les clients de chaînes de restauration mangent eux-mêmes la nourriture de la table à la poubelle Les clients des supermarchés poussent leurs chariots et se pèsent les légumes Dans les stations-service les conducteurs se servent eux-mêmes le carburant Et leurs clients Qu efforts pourront-ils réaliser pour leur entreprise et pour vous-même M s all de la simple éducation certains fournisseurs ont réussi à imposer une véritable révolution dans la culture et le comportement de leur clientèle en faisant que cela nécessite d'énormes efforts Pour cela les commerçants doivent devenir des dirigeants C omme Pascal Py spécialiste en CRM Customer Relationship Management développe cet art dans le livre qui est basé sur ses séminaires de Gestion et de Gestion des clients Trouver un emploi à plus de 45 ans ! François Meuleman, 2012-12-04 Livres de France , 2009-05

LIVRES DU MOIS JUILLET-AOÛT 2001 , 2001 **Osez convaincre** Collectif, 2018-04-12 Une compétence accessible Cet ouvrage collectif propose d'apprendre à choisir les bons moyens pour captiver un auditoire et convaincre du bien fondé de son opinion ou de ses idées Pas à pas il invite le lecteur à s'approprier le langage persuasif à travers des méthodes et des conseils professionnels pour construire son argumentation utiliser les bons types d'arguments s'appuyer sur des techniques de persuasion efficaces etc Le corps et le geste sont aussi des éléments capitaux trop souvent oubliés au profit du langage verbal Savoir adapter son langage à celui auquel cet ouvrage consacre un chapitre entier est une force non négligeable Pour se servir de soi mais aussi ajuster sa posture autant de signes non verbaux qui constituent une forme de communication essentielle pour convaincre Un éventail de conseils pour toute situation Parler en public n'est pas la seule cas de figure pour lequel ce guide s'avère utile Il s'agit également de savoir communiquer en tête à tête pour convaincre un client un partenaire un collègue un supérieur et conclure votre avantage Le livre aborde différentes dimensions de la force de persuasion en un recueil de théories et de conseils pratiques adaptés à chaque situation Le lecteur découvrira ainsi les bonnes pratiques de négociation et de vente mais également les exigences et les enjeux de la prospection L'occasion de développer sa fibre commerciale et son sens du contact par téléphone Réussir son business plan - 4e éd. Michel Sion, David

Brault, 2016-03-09 Les investissements font de plus en plus l'objet d'une étude préalable d'un business plan dans les entreprises auprès des banques ou des investisseurs Permettre une compréhension globale de cette technique et fournir des clés d'analyse constituent l'enjeu de ce livre à travers des méthodes et des outils pour concevoir un projet évaluer sa rentabilité et ses risques le présenter et réussir le vendre des réponses à toutes les questions qui se posent aux différentes étapes de la vie du plan des plus générales aux plus complexes mener une analyse stratégique à partir des prévisions d'activité calculer la rentabilité choisir le bon taux d'actualisation Illustré d'exemples détaillés et de nombreux graphiques cette 4e édition est enrichie de fiches et cas pratiques pour être encore plus efficace Elle contient un exemple inédit de business plan ainsi que des conseils pour la rédaction et la présentation de celui-ci Cet ouvrage s'adresse tous les acteurs responsables financiers contrôleurs de gestion responsables de projets bancaires et investisseurs amenés à bâtir un business plan ou prendre la décision d'investir En

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