

Rentabilisez vos actions de communication

Michel Hugues

*Préface de Gérard Noël, Vice-Président-Directeur Général
de l'Union des Annonceurs*



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Annelies Wilder-Smith



Rentabilisez Vos Actions De Communication Faire Les Bons Choix Budgétaires:

Livres hebdo, 2002 *Rentabilisez vos actions de communication* Michel Hugues, 2002 Vous croyez que la communication est indispensable votre produit Vous pensez qu'au-delà d'un certain budget elle devient non rentable Vous êtes convaincu que certaines formes de communication sont plus efficaces que d'autres Vous voulez prendre des décisions rationnelles en matière de budget de communication Vous hésitez sur les outils à utiliser pour sécuriser vos décisions Vous avez répondu oui ces 5 questions Alors vous devez lire ce livre Si vous voulez savoir comment on peut mesurer le rendement de sa communication cet ouvrage vous répond en vous présentant une panoplie complète des outils existants en vous aidant à choisir ceux qui sont le mieux adaptés votre cas Si vous voulez appliquer ces résultats de mesure l'allocation des moyens cet ouvrage vous explique quels éléments d'information vous devez rassembler comment vous devez les traiter comment vous devez organiser la préparation puis la prise de décision budgétaire Ce livre est sans équivalent d'abord parce qu'il ne s'arrête pas à la simple mesure des effets de la communication il va jusqu'à l'appréciation de sa rentabilité économique D'autre part il synthétise tous les vecteurs de la communication publicitaire certes mais également promotion des ventes marketing direct e communication etc l'époque de la rigueur gestionnaire et de la communication globale il est appelé à devenir l'ouvrage de référence sur la rentabilité de la communication

Le plan de communication - 4^{ème} édition Thierry Libaert, 2013-05-22 Le plan est le pivot central de la communication de l'entreprise il en indique les objectifs définit les messages sélectionne les cibles limite les moyens Pratique et didactique cet ouvrage constitue un guide de laboration du plan de communication Comment rédiger un plan de communication Comment le faire reconnaître dans l'entreprise Comment le piloter et le mettre en œuvre Cette 4^e édition entièrement actualisée propose des conseils des avis d'experts et des modèles de plans de communication thématiques interne financière de crise de développement durable Elle est accompagnée de compléments en ligne offrant des outils supplémentaires pour concevoir efficacement un plan de communication Cet ouvrage de référence s'adresse aux cadres des organisations ainsi qu'aux étudiants en communication LES Une pédagogie fondée sur vingt années d'expérience dans la pratique de la communication Intégration du rôle des réseaux sociaux dans la stratégie de communication

Évaluez vos actions de communication Assaël Adary, Benoît Volatier, 2008 Oui valuer l'efficacité de la communication est possible Aujourd'hui les professionnels de la communication peuvent et doivent rendre des comptes Une campagne de publicité un journal d'entreprise du sponsoring un site Internet un stand une newsletter un événement un programme de relations publiques tout peut être évalué à deux conditions assigner un objectif précis chacune de ces actions mettre en œuvre les outils de mesure adaptés ses objectifs En démontrant sa contribution la bonne marche de l'entreprise la communication entre dans un cercle vertueux la rigueur de son pilotage alimente sa reconnaissance Plus rationnelle mieux comprise elle gagne en légitimité et bénéficie de moyens accrus Des notions fondamentales aux bonnes pratiques ce livre donne toutes les clés pour valuer ou faire valuer ses actions et ses stratégies de communication Illustré de nombreux exemples et de témoignages il est

destin tous les professionnels de la communication qui font le choix de l'efficacité. Les étudiants y découvriront aussi les outils innovants d'amélioration de la performance de la communication. Une véritable boîte à outils de mesure pour le communicant rend cet ouvrage directement opérationnel.

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