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Octavio Isaac Rojas Orduña



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Promoción comercial : un enfoque integrado J. Enrique Bigné,2003 El manual de comunicación y relaciones públicas Alison Theaker,2022-04-02 El Manual de Comunicaci n y Relaciones P blicas sexta edici n ofrece una exploraci n profunda y atractiva de la industria de las relaciones p blicas din mica y en constante evoluci n Dividido en cuatro partes que exploran temas conceptuales clave en las relaciones p blicas el libro ofrece una descripci n general de temas que incluyen relaciones p blicas estrat gicas pol tica y medios de comunicaci n relaciones con los medios en la era de las redes sociales gesti n de comunicaci n estrat gica compromiso de relaciones p blicas en el sector sin fines de lucro activismo y relaciones p blicas y los efectos de la globalizaci n y la tecnolog a sobre el terreno Con contribuciones de gran alcance de figuras clave en la profesi n de relaciones p blicas esta nueva edici n presenta nuevas perspectivas sobre responsabilidad social corporativa relaciones p blicas y pol tica comunicaci n corporativa globalizaci n relaciones p blicas sin fines de lucro financieras y del sector p blico El libro tambi n incluye una discusi n de temas cr ticos clave en la investigaci n de relaciones p blicas y estudios de casos exploratorios de estrategias de relaciones p blicas en una variedad de instituciones incluidas Extinction Rebellion Queen Margaret University Mettis Aerospace y Battersea Cats and Dogs Home Con caracter sticas amigables para los estudiantes que incluyen objetivos claros de cap tulos preguntas de discusi n anal tica y lecturas adicionales clave a lo largo del texto el Manual de Comunicaci n y Relaciones P blicas es un recurso ideal para estudiantes de relaciones p blicas comunicaciones corporativas y estrat gicas y estudios de medios *Relaciones públicas : la eficacia de la influencia* Octavio Isaac Rojas Orduña,2012-11 Guía para la preparación de profesionales en comercio exterior y operaciones internacionales. ACOCEX,2014-10-20 Libro especializado que se ajusta al desarrollo de la cualificaci n profesional y adquisici n de certificados de profesionalidad Manual imprescindible para la formaci n y la capacitaci n que se basa en los principios de la cualificaci n y dinamizaci n del conocimiento como premisas para la mejora de la empleabilidad y eficacia para el desempe o del trabajo *Aprende a ser secretaria. Manual para el desempeño profesional de la secreataria* Amalia Taquechel Barreto,Carmen A. Garcia Diaz,2020-07-29 El papel de la Secretaria ha cambiado en los ltimos a os Esa idea de una persona cuyo nico trabajo es atender el tel fono y apuntar los recados ha quedado desfasada en los tiempos que corren La Secretaria se ha convertido en un eslab n fundamental dentro del organigrama empresarial Las competencias y las responsabilidades de la Secretaria se ha ido incrementando poco a poco hasta llegar a convertirse en personas imprescindibles en las empresas de hoy en d a Un ejemplo claro de esto es el hecho del aumento de requisitos exigidos a las personas que aspiran a este puesto El saber qu hacer y el saber c mo hacerlo es la combinaci n excelente para el xito de tu labor Las autoras proponen que este libro pueda ser utilizado adem s en las escuelas de Secretariado Cursos de Capacitaci n as como para la carrera de Secretariado que tenemos la esperanza se cree en nuestro pa s Latin American and Caribbean Perspectives on the Development of Public Relations T. Watson,2014-12-09 The National Perspectives on the Development of Public Relations

Other Voices series is the first to offer an authentic world wide view of the history of public relations It will feature six books five of which will cover continental and regional groups This book in the series focuses on Latin America and the Caribbean

Relaciones públicas Octavio Isaac Rojas Orduña, 2008-09-02 Este libro nos ayuda a sacarle el mayor partido posible a las relaciones p blicas mostr ndonos las ltimas tendencias y herramientas para mejorar las relaciones con nuestros clientes En l se revisan servicios b sicos como seguimiento de prensa elaboraci n de notas de prensa hasta la irrupci n de la comunicaci n online a trav s de las salas de prensa en internet los blogs wikis etc Todas las organizaciones tienen el derecho y el deber de comunicarse eficaz y ticamente con el p blico Este libro nace de esta premisa Las herramientas y t cticas que incluye este libro pueden aplicarse perfectamente en todo tipo de sectores Se trata de dotar a las organizaciones de una serie de instrumentos asequibles con el fin de que colmen sus necesidades de comunicaci n indica Octavio Isaac Rojas Ordu a Las RRPP tienen el poder para influir en la percepci n las actitudes y el comportamiento de sus audiencias Este libro identifica esta oportunidad propone una serie de t cticas y herramientas para su uso inmediato en el marco de un plan y una estrategia de comunicaci n y busca establecer algunos par metros de buenas pr cticas que ayuden al lector en su af n de relacionarse adecuadamente con su p blico se ala el autor Autor Octavio Isaac Rojas Ordu a es Consultor Senior en Weber Shandwick Ha ganado premios como guionista de radio en M xico otros pa ses de Latinoam rica y Alemania NDICE La profesi n de las relaciones p blicas una introducci n Las relaciones p blicas un sector en auge El papel de las relaciones p blicas en las organizaciones Dise o de una campa a de relaciones p blicas Herramientas y t cticas de la relaciones p blicas Evaluaci n de resultados C mo contratar un servicio externo de RRPP Casos de xito Anexos Generales *Guía sectorial de la formación de profesionales en España* Barahona Higes, Ricardo, Berberena López, Rosa María, Bravo Cabria, Alberto, Casado Marcos, Virginia, Doménech Mira, María Carmen, García-Chicote Yuste, María Isabel, López de Pedro, María Paz, Olivares Redondo, Francisca, Ranz García, María Paz, Ruiz Junco, María Luz, Sancho Gómez, Elena Carolina , Requisitos y perspectivas del campo profesional administrativo y comercial: información profesional para orientadores y tutores de Educación General Básica Asensi Díaz, Jesús, Durán Escribano, Pilar, Gonzalo Ugarte, María Luísa, 1980 Relaciones públicas. Conceptos, práctica y crítica Jacquie L'Etang, 2009 Hasta hoy no exist a un libro al alcance de los estudiosos y estudiantes de relaciones p blicas que ofreciera diferentes y m s amplias perspectivas que el mero enfoque organizativo como si las relaciones p blicas no pudiesen existir allende la direcci n y gesti n de las organizaciones El libro de Jacquie L Etang cubre este vac o

MF1002_2 Inglés profesional para actividades comerciales Sergio Bernal Castañeda, 2015-01-05 Conocer las distintas t cnicas de atenci n al cliente con un dominio del ingl s profesional es fundamental para ofrecer un servicio eficaz puesto que saber utilizar un segundo idioma favorece la comunicaci n con un mayor n mero de personas y facilita la resoluci n de las reclamaciones y quejas que habitualmente surgen en el mbito comercial El objetivo de este manual es proporcionar al lector las f rmulas adecuadas para gestionar las relaciones comerciales con los clientes profundizando en la gram tica el

vocabulario y las expresiones específicas que están relacionadas con las técnicas de venta También se presentarán aquellos documentos comerciales básicos y los recursos para seguir un argumentario de venta telefónica eficaz en inglés utilizando tanto el registro formal como el informal A través de esta obra el profesional encontrará las pautas de comunicación efectiva en lengua inglesa y su aplicación en función de los contextos propios del ámbito comercial

Fichas para la orientación profesional Ministerio de Educación, 1997 Recoge toda la legislación referente a los estudios de Formación Profesional Reglada así como información sobre los mismos

Gerencia de marca profesional Guillermo, Ariza, 2019-04-20 los ejecutivos deben trabajar constantemente para construir desarrollar y gerenciar una marca profesional lo cual es una tarea que requiere planeación disciplina perseverancia y continua revisión Guillermo Ariza logra que este texto estructurado sea una guía integral práctica y holística para que el lector se concientice y trabaje en el desarrollo de su propia marca profesional Además expone con un equilibrado nivel de profundidad los diferentes temas y hace un símil de lo que significa gerenciar una marca profesional versus lo que pasa en la gerencia de una empresa

Comunicación y negociación comercial Fernando de Manuel Dasí, Rafael Martínez-Vilanova Martínez, 2000

90 TÉCNICAS DE RELACIONES PÚBLICAS Manuel Palencia-Lefler, 2008-04-08 La recopilación de técnicas que propone este manual ser de utilidad para todos los profesionales del sector y les ayudar a tener claramente identificadas y clasificadas las posibles herramientas para proponer a sus clientes ya sean empresas instituciones u otros organismos del entramado social Estas técnicas de relaciones públicas se explican tanto desde sus bases conceptuales como desde los procedimientos de planificación y ejecución más adecuados en cada caso Las 90 técnicas están distribuidas en 14 grupos Dicha agrupación se fundamenta en unos descriptores que hacen la función de denominador común de las técnicas que componen cada grupo

El anunciante franquiciador : sistemas y procesos de comunicación comercial Juan Monserrat Gauchi, 2012

Administración de los recursos humanos en las empresas turísticas Inmaculada Martín Rojo, Ana Isabel Gaspar González, 2020-06-10 Este manual sigue las recomendaciones del libro blanco del título de Grado en Turismo de la Agencia Nacional de Evaluación de la Calidad y la Acreditación ANECA Su contenido se ha estructurado para que el lector adquiera capacidad para desarrollar las competencias de planificar y gestionar los recursos humanos de las organizaciones turísticas De acuerdo con esta finalidad en los diez capítulos del libro se aborda el concepto de administración de recursos humanos para continuar con las distintas funciones de la gestión del personal como son la planificación y provisión de recursos humanos la incorporación del personal y gestión de la carrera profesional la formación la evaluación del personal la valoración de tareas y la administración de salarios todo ello haciendo especial referencia a las particularidades de la empresa turística Asimismo se analizan temas que influyen en la gestión del factor humano como la cultura empresarial o el desarrollo organizacional Finalmente se dedica un capítulo a la gestión actual de los recursos humanos en el sector turístico analizando las problemáticas presentes como la conciliación de la vida personal y la vida profesional en el sector turístico expatriación repatriación de directivos en cadenas internacionales flexibilidad

laboral subcontrataciones etc De acuerdo con la filosofía de los planes de estudio de Bolonia cada capítulo consta de conceptos teóricos básicos que el alumno podrá ampliar con lecturas recomendadas al final de cada tema de cuestiones de autoevaluación de casos prácticos y de preguntas de debate a realizar por el alumno de manera individual o en grupo

Marketing en la actividad comercial María Eugenia Escudero Aragón, 2021 **Publicidad contagiosa** Silvia Sivera, 2016-06-30 El marketing viral se inocula en el panorama profesional publicitario como una vacuna eficaz económica contra la supuesta inmunidad de las audiencias a los mensajes comerciales Conseguir que fueran los consumidores quienes transmitieran los anuncios espontáneamente entre sus redes sociales se consideraba la panacea en un mercado comunicativo sobresaturado Sin embargo la publicidad boca a oreja basada en recomendaciones ya conseguía el mismo objetivo desde tiempos ancestrales Fueron las tecnologías de la información y de la comunicación TIC las que posibilitaron el salto exponencial hacia la publicidad viral y en consecuencia un cambio de magnitudes sin precedentes los contenidos comerciales pasaban a ser compartibles a escala planetaria a la velocidad de un clic Este libro se centra en detectar las claves creativas comunes que detonaron el contagio de 651 videos publicitarios entre los usuarios de las redes sociales digitales A partir de un constructo analítico formado por drivers creativos cepas virales y la variable ambigüedad se propone la fórmula Vccdc como base inspiradora para crear publicidad altamente contagiosa Planeación comercial Alejandro Eugenio Lerma y Kirchner, Sergio Bárcena Juárez, 2013-11-30 No siempre el que más trabaja es quien obtiene mejores resultados sino quien lo hace en forma eficiente esta guía amigable conduce al lector paso a paso en la tarea relativa al desarrollo del plan estratégico de mercadotecnia para diversos tipos de organizaciones aborda la planeación comercial desde un enfoque práctico y estratégico desglosando el plan de mercadotecnia en los planes auxiliares de nivel inferior

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