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Méthodes et astuces pour... concevoir et piloter un plan d'actions commerciales Pascal Py, 2005 Cet ouvrage d veloppe avec pr cision comment concevoir piloter et instrumentaliser votre Plan d Actions Commerciales afin d op rer le break concurrentiel auquel tout responsable des ventes aspire En parcourant les 7 tapes qui vous conduisent de nouveaux succ s commerciaux cette v ritable bible des actions commerciales vous aide 1 laborer votre politique commerciale et cr er un cadre de r f rence fondamentale vos actions 2 mener une r flexion approfondie sur l attrait de vos march s identifier les meilleures cibles de clients et arr ter la bonne strat gie commerciale 3 d couvrir des mod les innovants pour mener votre diagnostic commercial rep rer les menaces identifier les opportunit s saisir ou encore inventorier vos avantages et handicaps concurrentiels 4 transformer votre diagnostic commercial en lignes directrices d actions et garantir leur coh rence et leur pertinence 5 explorer de nombreuses voies nouvelles pour dynamiser votre offre commerciale 6 mettre en uvre plus de 90 actions pour conqu rir fid liser s curiser ou reconqu rir des clients et faire le plein d id es pour d velopper vos ventes La seule action de formation identifie les 160 savoir faire inculquer vos vendeurs afin de booster leurs performances 7 r diger votre PAC et formaliser tous vos projets d actions en fiches descriptives plannings de r alisation et budgets financiers

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