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de la compétitivité hors-prix

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Faire signer ses clients Pascal Py,2018-02-08 Obtenir l accord de son client c est l l pineux probl me r solu par ce livre tir pr s de 45 000 exemplaires Ce livre conforme au r f rentiel de la certification AFNOR de l Excellence Commerciale d veloppe l art du closing qui op re tout moment de l entretien pour engager votre client Au d but pour l aider identifier son besoin et admettre l id e de le satisfaire Ensuite pour lui proposer les b n fices de la solution propos e la fin pour obtenir ais ment la commande Cette 7e dition vous remet les clefs techniques m thodologiques et psychologiques des grands vendeurs De nouveaux aspects du m tier sont abord s dans cette nouvelle dition tr s enrichie comme la valorisation de son entreprise pour vendre plus et mieux ou encore comment gagner l indispensable confiance de son interlocuteur **Le responsable commercial et son plan d'actions commerciales** Pascal Py,2013-12-13 Ce livre de Pascal Py est la bible du manager commercial rien n chappe l auteur afin que celles et ceux qui ont la responsabilit des ventes puissent concevoir r diger et piloter leur Plan d Actions Commerciales PAC interpr ter la strat gie commerciale de leur entreprise participer efficacement son laboration ou son adaptation analyser et diagnostiquer les difficult s commerciales rencontr es par leur quipe imaginer et mettre en oeuvre les actions pertinentes en r posse conduire leur quipe commerciale vendre conqurir fid liser reconqurir am liorer la marge intensifier les achats des clients lancer un nouveau produit manager leur quipe et la motiver avec succ s recruter former licencier des vendeurs coacher sur le terrain Tout ceci se conjugue en 141 actions commerciales amplement approfondies et ordonn es dans cet ouvrage tr s pratique en un plan d ensemble coh rent harmonieux et efficace 141 actions incontournables qu il appartient tout responsable commercial de mener bien et de coordonner afin d op rer un break concurrentiel **Savoir vendre ou mourir** Pascal Py,2013 **Pamphlets on Christian Science** ,1909 Faire passer ses idées en douceur Pascal Py,2019-01-03 Prenant appui sur sa longue exp rience de la n gociation Pascal Py propose une m thode claire et efficace pour convaincre ais ment en toute circonstance Il d veloppe avec pr cision et discernement les 7 leviers activer pour susciter l adh sion et obtenir en souplesse l accord des autres Il r v le en 7 C comment 1 asseoir et renforcer votre Cr dibilit personnelle 2 obtenir la Confiance de votre interlocuteur 3 saisir ses int r ts et en partager la Certitude 4 savoir lui pr senter vos id es avec Conviction 5 surmonter ses Contestations 6 cultiver un esprit de Coop ration 7 Conclure pour ent riner l accord mille lieues des publications pr nant la manipulation cet ouvrage tr s pr cis est fortement document Riche d exemples vari s il vous permet d augmenter r ellement votre force de persuasion et votre pouvoir d influence en milieu professionnel comme au quotidien

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