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Des outils aux stratégies

Abderrazak Benyahia, Michel Perrin



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Le Marketing Appliqueacute Des Outils Aux Strateacutegies Hu Management

Abderrazak Benyahia, Michel Perrin



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Marketing appliqué Abderrazak Benyahia, Michel Perrin, 2011 Issu de la pratique de deux spécialistes du marketing la fois consultants et enseignants cet ouvrage présente les différents concepts et outils du marketing ainsi que leur mise en œuvre en entreprise en tenant compte des nouveaux défis internationaux et de la révolution numérique Originalité majeure l'ouvrage est ponctué de cas d'entreprise de nombreux exemples et témoignages de managers dont certains rédigés en anglais Les étudiants en écoles supérieures de commerce seront ainsi familiarisés avec le vocabulaire anglo saxon qu'ils auront maîtrisé dans le cadre de leur parcours professionnel Points forts Auteurs présentant la fois une large expérience du terrain et de l'enseignement dans la plus grande école de commerce française Livre introduisant des articles des exemples en anglais et proposant une aide à la lecture par le biais d'un lexique franco anglais Une approche originale des outils et concepts marketing par le biais d'exemples Des conseils pratiques Un traitement du marketing B2B et B2C des nouveaux marketings et du marketing sectoriel Sommaire Première partie Explorer le marketing Deuxième partie Comprendre et anticiper les marchés Troisième partie Construire le succès marché avec la stratégie marketing AUTEURS Abderrazak Benyahia ancien vice président du marketing et chef économiste de Vallourec il est aujourd'hui consultant en marketing et intervenant au Master II en alternance création et développement des entreprises patrimoniales Paris I Panthéon Sorbonne Michel Perrin est ancien directeur stratégie et marketing d'un groupe international de transport et logistique il est aujourd'hui consultant et enseigne le marketing à l'Executive Education d'HEC Paris Il a réalisé de nombreux programmes de formation marketing sur mesure et est responsable du programme interentreprises marketing numérique Publics étudiants en écoles supérieures de commerce étudiants en M1 et M2 de gestion Dirigeants et managers B2B ou B2C assumant des responsabilités marketing

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