

# Le Marketing Relationnel

- Personnalisation
- Communication Constante
- Programmes de Fidélité
- Satisfaction et Service Client
- Analyse des Données



# Le Marketing Relationnel Laquo Que Saisje Raquo Ndeg

**Patrick Hetzel**



## **Le Marketing Relationnel Laquo Que Saisje Raquo Ndeg:**

*Le marketing relationnel* Patrick Hetzel, 2004 Conqu rir de nouveaux clients puis les fid liser sont des activit s essentielles pour bon nombre d entreprises Depuis des ann es ces derni res ont cherch mettre en place des dispositifs pour am liorer leurs performances sur ce terrain Dans cette perspective le marketing relationnel vise construire et renforcer les liens qui unissent l entreprise et ses clients Cet ouvrage propose une synth se de ce qu est aujourd hui le marketing relationnel Il montre comment ses pratiques s inscrivent dans l volution de la consommation et de la soci t dans son ensemble

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