# MARKETING & COMMUNICATION DES ASSOCIATIONS

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Ecrit par des spécialistes du secteur, cet ouvrage de référence présente l'ensemble des outils marketing et de communication pour professionnaliser une association, lui permettre d'atteindre ses objectifs et de se développer dans le temps. Il est fondé sur les recherches récentes en management associatif, ainsi que sur les retours d'expériences de nombreux acteurs du domaine.

Cette 3' édition, qui consacre un nouveau chapitre au digital et présente le marketing social, s'adresse à toutes les personnes impliquées dans le milieu associatif (managers d'associations, bénévoles, prestataires de services, entreprises mécènes...) et aux étudiants qui souhaitent se spécialiser dans le domaine.

Karine GALLOPEL MORVAN Professeure des universités à l'École des Hautes Études en Santé Publique, où elle enseigne le marketing social et Professeure honoraire à l'université de Stirling (Écosse).

Pierre BIRAMBEAU Cofondateur du Téléthon qu'il a dirigé pendant quinze ans, il est président de l'Association pour le développement du management associatif (Adema).

Fabrice LANCENEUX Chercheur CNRS à l'Université Paris Dauphine, il a enseigné le marketing sociétal à HEC.

Sophie RIEUNIER Professeure à l'Université Gustave Eiffel, elle réalise ses recherches sur le comportement du donateur et les stratégies de collecte de dons et co-dirige le master – Gestion des entreprises sociales et solidaires –.



# Marketing Et Communication Des Associations E Eacuted Marketing Sectoriel

**Karine Gallopel-Morvan** 

# **Marketing Et Communication Des Associations E Eacuted Marketing Sectoriel:**

Marketing et communication des associations Karine Gallopel-Morvan, Fabrice Larceneux, Pierre Birambeau, Sophie Rieunier, 2013 La France compte aujourd hui plus 1 1 million d associations 15 millions de b n voles et 1 9 million de salari s qui sont confront s comme les entreprises la n cessit de mettre en place des actions marketing et communication efficaces Pour r ussir cela elles ont besoin de professionnaliser leur activit Ce livre propose aux associations la panoplie des outils marketing utiles pour servir leurs objectifs en vulgarisant les recherches acad migues men es sur le th me du non profit marketing et en se basant sur des interviews r alis es aupr s de plus de 70 acteurs du secteur Tous les aspects sp cifiques du domaine associatif sont pr sent s motivation des b n voles collecte des fonds aupr s des particuliers gestion de leur image Dans cette 2e dition enti rement mise jour les exemples sont actualis s et de nouveaux outils sont propos s Pages de d but Pr sentation des auteurs Remerciements Introduction Pourquoi int grer une d marche marketing dans les associations Chapitre 1 Comment recruter int grer et fid liser les b n voles Chapitre 2 Comment se faire conna tre et g rer son image Chapitre 3 Comment collecter des fonds aupr s des particuliers Chapitre 4 Comment conclure des partenariats avec les entreprises Chapitre 5 Comment r aliser une communication publicitaire efficace Conclusion R aliser un autodiagnostic de sa d marche marketingExemple de convention de m c nat R f rences bibliographiques Pages de fin **Marketing & communication** des associations Karine Gallopel-Morvan, Pierre Birambeau, Fabrice Larceneux, Sophie Rieunier, 2013 Marketing & **Communication des associations - 3e éd.** Karine Gallopel-Morvan, Pierre Birambeau, Fabrice Larceneux, Sophie Rieunier, 2021-01-06 Comment faire conna tre une association Comment motiver les b n voles Comment collecter des fonds aupr s des particuliers Comment tablir des partenariats avec les entreprises Comment mener des campagnes de communication efficaces Comment utiliser Internet et les r seaux sociaux Vous vous posez au moins une de ces questions Ce livre est fait pour vous crit par des sp cialistes du secteur cet ouvrage de r f rence pr sente l ensemble des outils marketing et de communication pour professionnaliser une association lui permettre d atteindre ses objectifs et de se d velopper dans le temps Il est fond sur les recherches r centes en management associatif ainsi que sur les retours d exp riences de nombreux acteurs du domaine Cette 3e dition qui consacre un nouveau chapitre au digital et pr sente le marketing social s adresse toutes les personnes impliqu es dans le milieu associatif managers d associations b n voles prestataires de services entreprises m c nes et aux tudiants qui souhaitent se sp cialiser dans le domaine Marketing et communication des associations Karine Gallopel-Morvan, 2008 Comment motiver les b n voles Comment faire conna tre une association Comment collecter des fonds aupr s des particuliers Comment tablir des partenariats avec les entreprises Comment mener des campagnes de communication efficaces Cet ouvrage de r f rence pr sente l ensemble des outils marketing et de communication pour professionnaliser une association lui permettre d atteindre ses objectifs et de se d velopper dans le temps Ecrit par des sp cialistes du secteur il est fond sur les recherches r centes en management associatif ainsi que sur les

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