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STRATÉGIE

Les clés du succès concurrentiel

Éditions
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Strategie Les Cles Du Succes Concurrentiel

George J. Siedel



Strategie Les Cles Du Succes Concurrentiel:

100 fiches pour comprendre la stratégie de l'entreprise Jean-Louis Magakian, Marielle Audrey Payaud, 2007

Stratégie Jean-Marie Ducreux, Maurice Marchand-Tonel, 2004 Ce manuel couvre l'ensemble du champ de la stratégie d'entreprise des composantes en passant par l'analyse et l'étude des différentes options stratégiques pour aboutir la mise en œuvre. Ancré dans la réalité, il tient compte de la concurrence exacerbée et de l'accélération du rythme d'innovation et de la mondialisation de la visibilité. Il indique alors que les investissements sont souvent de plus en plus lourds. Un livre limpide et intelligent pour faire mieux que les concurrents sans avoir nécessairement des ressources supérieures. Constitue un véritable guide du succès concurrentiel.

Négociateur, la clé du succès : Stratégies et compétences essentielles George J. Siedel, 2014-10-04 Nous négocions tous au quotidien. Nous négocions avec nos conjoints, nos enfants, nos parents et nos amis. Nous négocions lorsque nous louons un appartement, achetons une voiture, faisons l'acquisition d'une maison ou encore postulons un emploi. Votre capacité à négocier pourrait bien être le facteur le plus important dans l'avancement de votre carrière. La négociation est aussi la clé de la réussite en affaires. Aucune organisation ne peut survivre sans contrats rentables. D'un point de vue stratégique, les sociétés cherchent à créer de la valeur et à représenter un avantage compétitif. Mais le succès de ces stratégies commerciales de haut vol dépend des contrats passés avec les fournisseurs, les clients et autres parties prenantes. La capacité à passer des contrats, la faculté de négocier et de conclure des contrats réussis est la fonction la plus importante de toute organisation. Avec ce livre, je souhaite vous aider à atteindre le succès dans vos négociations personnelles et dans vos transactions d'affaires. Cet ouvrage est unique à deux égards. D'abord, il ne traite pas uniquement des concepts de négociation, mais vous fournit également des actions pratiques à entreprendre dans vos négociations futures. Il comprend une liste de vérification pour planifier vos négociations. Le livre inclut aussi : 1. un outil que vous pouvez utiliser pour valuer votre style de négociation ; 2. des exemples d'arbres de décision qui sont utiles pour calculer vos solutions alternatives dans le cas de négociations infructueuses ; 3. une stratégie en trois parties visant à augmenter votre pouvoir au cours des négociations ; 4. un plan pratique pour analyser vos négociations en fonction de votre prix de réserve, de votre objectif, de votre cible vraisemblable et de votre zone d'accord possible ; 5. des consignes claires sur les normes éthiques à appliquer aux négociations ; 6. des facteurs à prendre en compte lorsque vous décidez si vous devez passer par un intermédiaire pour négocier ; 7. des outils psychologiques à employer en négociation et les pièges à éviter lorsque c'est l'autre partie qui les utilise ; 8. des éléments clés du droit des contrats qui interviennent au cours des négociations ; et 9. une liste de facteurs à utiliser lorsque vous valuez votre performance de négociateur. Par ailleurs, le livre est unique par son approche holistique du processus de négociation. D'autres livres se concentrent exclusivement sur la négociation ou le droit des contrats. De plus, les ouvrages sur la négociation ont tendance à cibler ce qui se produit autour de la table des négociations sans traiter de la conclusion de l'entente. Ces livres partent du principe erroné que l'on termine le succès en évaluant la négociation plutôt que la mise en œuvre de l'accord. De même, les ouvrages sur le droit des contrats tendent

se concentrer sur les exigences légales nécessaires pour qu'un contrat soit valide ne donnant ainsi que peu de place au processus de négociation qui précède le contrat et l'exécution qui suit. Dans le monde réel, le processus contractuel n'est pas divisé en phases distinctes. Ce qui se passe au cours d'une négociation a un impact profond sur le contrat et la mise en œuvre qui suit. Le contenu juridique du contrat doit refléter les réalités de ce qui a lieu à la table de négociation ainsi que la réalisation qui s'ensuit. Ce livre, contrairement aux autres traités de l'intégralité du processus de négociation par ordre chronologique en commençant par votre décision de négocier et en continuant jusqu'à l'évaluation de votre performance en tant que négociateur. Une femme d'affaires dans l'un des séminaires sur la négociation que l'auteur enseigne en tant que professeur à l'Université du Michigan a résumé ainsi la négociation. La vie est une question de négociation. Personne ne l'a jamais mieux formulé. En tant que mère de jeunes enfants et chef d'entreprise, elle se rendait compte que les négociations faisaient partie intégrante de nos vies personnelles et professionnelles. En mettant l'accent sur l'action pratique et grâce à son approche chronologique et holistique, cet ouvrage dresse une carte routière que vous pouvez utiliser lorsque vous progressez dans votre vie en tant que négociateur.

Le Conseil en stratégie Pierre-Xavier Meschi, Philippe Chereau, 2019-08-27. Un guide complet du conseil en stratégie d'entreprise. Ce livre propose en les adaptant aux nouveaux enjeux économiques les méthodes et outils du conseil en management stratégique. Les auteurs experts du domaine ont systématiquement souligné les fondements théoriques, le mode et le contexte d'utilisation pour les questions relatives au positionnement, l'innovation, la croissance et l'efficacité du business model. Il traite des approches actuelles : stratégie de plateforme, cosystème, coopération, modèle VUCA. Avec cet ouvrage, le lecteur disposera d'un ensemble de représentations théoriques et de bonnes pratiques présentées dans différents contextes internes et externes à l'entreprise. Il sera ainsi guidé dans la formulation, la mise en œuvre et l'analyse des choix stratégiques avec notamment la présentation de plusieurs outils d'autodiagnostic du business model de la stratégie d'innovation et de la stratégie internationale. Le lecteur trouvera également ici un support contextualisé d'autoformation à la stratégie et au conseil en stratégie.

L'essentiel de la stratégie Jacques Bojin, Jean-Marc Schoettl, 2012-12-14. Définissez votre stratégie en professionnel. Le positionnement stratégique. L'analyse stratégique. L'analyse de portefeuille. La mise en œuvre de la stratégie clé de la réussite. Comment établir un diagnostic stratégique. Comment élaborer une stratégie générale et une stratégie par activité. Comment améliorer les processus de décision. Comment améliorer le management stratégique. Pour vous aider dans l'élaboration de cette stratégie, de nombreuses méthodes et leurs outils ont été développées depuis la courbe d'expérience et les diverses matrices d'analyse multicritères jusqu'au modèle Delta mis au point par la MIT Sloan School. Ce livre présente une synthèse de tous ces outils afin d'apporter aussi bien aux managers qu'à leurs équipes, ainsi qu'aux consultants, tous les éléments indispensables pour améliorer aisément puis appliquer les méthodes les mieux appropriées à une situation donnée.

Le grand livre de la stratégie Jean-Marie Ducreux, René Abate, Nicolas Kachaner, 2011-07-07. Une bonne stratégie gage du succès concurrentiel sur le long terme. Dans le monde tumultueux qui est le nôtre, il est essentiel d'identifier et de maîtriser les fondamentaux de la

stratégie qui assurent p rennir croissance et rentabilit

DCG Compta Management : Toutes les révisions de l'UE 7, 10,11 - Spécial dispense BTS CG et DUT GEA Alain Burlaud, Jean-François Soutenain, Christophe Torset, José Destours, Mohamed Kébli, Eric Margotteau, 2016-03-02 Tout le programme de comptabilité et de management du DCG sous forme de fiches m mos UE 7 management UE 10 comptabilité approfondie UE 11 contrôle de gestion Spécial dispense BTS CG et DUT GEA

De la stratégie : l'expérience militaire au service de l'entreprise Gil Fiévet, 1993-01-01 T00:00:00+01:00 Cet ouvrage poursuit et développe la réflexion entamée dans De la stratégie militaire la stratégie d'entreprise Prix européen des affaires du livre de management 1992 unanimement salué par la presse *Les 10 notions clés de la stratégie d'entreprise* Denis Lacoste, 2021-06-07 L'essentiel comprendre et retenir en stratégie d'entreprise Cet ouvrage présente les principales dimensions de la stratégie d'entreprise de façon synthétique rigoureuse et pédagogique Synthétique l'ouvrage est centré sur les dix dimensions principales du diagnostic et de la décision stratégique Rigoureuse aucun aspect des décisions présentes n'est négligé Les principales méthodes d'analyse utilisées par les entreprises et les consultants sont exposées ainsi que de nombreux résultats de recherches académiques Pédagogique la lecture et la compréhension sont facilitées par le recours des analogies avec des contextes divers hors du champ de l'entreprise de nombreux exemples récents des encadrés et des schémas Cet ouvrage s'adresse aux étudiants et aux praticiens qui souhaitent comprendre la stratégie d'entreprise analyser des choix stratégiques et participer une démarche de prise de décision

Entrepreneuriat Michel Coster, 2009-08-28 Toutes les dimensions de l'entrepreneuriat marketing stratégique financière et humaine Les enseignants de l'EM Lyon nous livrent ici la synthèse de leurs expériences pédagogiques et professionnelles

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