



Pierre Morgat

Fidélisez vos clients

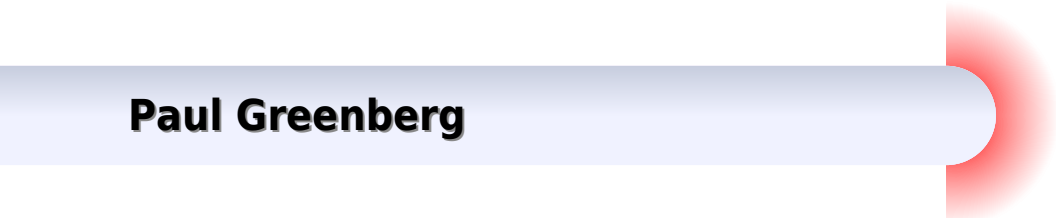
3^e édition

Stratégies, outils, CRM et e-CRM

Éditions
d'Organisation

Fidelisez Vos Clients Strategies Outils Crm Et E Crm

Paul Greenberg



Fidélisez Vos Clients Strategies Outils Crm Et E Crm:

Fidélisez vos clients Pierre Morgat, 2004 Stratégies et tactiques pour vous préparer au mieux la bataille qui mène de la connaissance clients la satisfaction clients du dialogue la fidélité Dans le domaine de la fidélisation clients l'outil prime trop souvent sur la stratégie Ainsi clubs de clients les cartes de fidélité ou consommateurs magazines foisonnent Mais leur rentabilité est plus qu'altérée et l'absence de flexibilité stratégique leur interdit toute pérennité Cet ouvrage vous propose des réponses concrètes issues de cas réels A quoi faut-il fidéliser A la marque au produit au point de vente Quelle est la stratégie de fidélisation la plus adaptée votre entreprise Quels outils de fidélisation choisir et comment les combiner Comment valuer le retour sur investissement de la fidélisation Quel est l'apport des nouvelles technologies Ce livre vous aidera concevoir des produits fidélisants préparer fidéliser vos clients impliquer votre force de vente et pratiquer le marketing participatif en associant vos meilleurs clients au développement de vos produits ou services

CRM Antoine Delers, 50 minutes, 2015-09-02 Un guide pratique et accessible pour tout savoir sur le CRM ou la gestion de la relation client Vos clients vous l'ont chéri les uns après les autres Ou bien vous n'arrivez pas à convertir de nouveaux Actuellement puisque répondre aux requêtes exigeantes de ses derniers semble la clé de réussite de toute entreprise pourquoi ne pas adopter une approche CRM Customer Relationship Management adaptée Incontournable cet outil complet risque bien de changer votre manière d'appréhender les contacts avec vos clients et ce pour le plus grand plaisir de tous en augmentant leur satisfaction vous vous assurez parallèlement un meilleur rendement Ce livre vous aidera Maîtriser les bases du CRM Imaginer une stratégie efficace largir et fidéliser votre clientèle Et bien plus encore Le mot de l'auteur Avec l'auteur Antoine Delers nous avons cherché sensibiliser les lecteurs l'importance que revêt la gestion de la relation client afin qu'ils parviennent à largir et fidéliser leur cible Juliette Nève PROPOS DE LA SÉRIE 50MINUTES Gestion Marketing La série Gestion Marketing de la collection 50MINUTES fournit des outils pour comprendre rapidement de nombreuses théories et les concepts qui façonnent le monde économique d'aujourd'hui Nous avons conçu la collection Business Economics en pensant aux nombreux professionnels obligés de se former en permanence en économie en management en stratégie ou en marketing Nos auteurs combinent des éléments de théorie des études de cas et de nombreux exemples pratiques pour permettre aux lecteurs de développer leurs compétences et leur expertise

Fidélisez vos clients en B to B Benoît Dragon, 2018-08-22 Comment fidéliser ses clients en B to B Faut-il fidéliser tous ses clients Si oui quel prix Comment faire pour satisfaire des interlocuteurs aux attentes différentes parfois contradictoires Comment installer la confiance dans la durée Comment se préserver du risque de perdre un client Comment s'assurer de l'adhésion et de l'implication de chacun dans l'entreprise Suivez pas à pas une démarche opérationnelle de conception de mise en place et de management d'une stratégie de fidélisation Cet ouvrage illustré de cas réels et immédiatement applicable en entreprise donne les clés pour mettre en place et développer de solides leviers de fidélisation

Fidélisez vos clients Pierre Morgat, 2000 Ce livre vous apporte des réponses concrètes aux questions suivantes Qui quand pourquoi quoi fidéliser Quelle stratégie adopter

et comment combiner les outils Comment mesurer le retour sur investissement Stratégies et tactiques pour vous préparer au mieux la bataille qui mène de la connaissance clients la satisfaction clients du dialogue la fidélité La valeur d'une marque la vitalité d'une entreprise son potentiel de croissance dépendent directement de la fidélité de ses clients Forts de ce constat nombreux sont les dirigeants qui se convertissent la fidélisation les programmes se multiplient se croisent se ressemblent et se banalisent L'outil prime trop souvent sur la stratégie de sorte que l'on assiste un foisonnement spectaculaire de clubs de clients de cartes de fidélité ou encore de consommateurs magazines sans intérêt pour le consommateur Par conséquent la rentabilité de ces programmes est plus qu'altérée et l'absence de réflexion stratégique leur interdit toute pérennité Pour y remédier cet ouvrage vous propose des réponses concrètes issues de cas réels Pourquoi fidéliser Qui Quand Comment A quoi A la marque Au produit Au point de vente Quelle est la stratégie de fidélisation la plus adaptée à votre entreprise Quels outils de fidélisation choisir et comment les combiner Comment valuer le retour sur investissement de la fidélisation Quel est l'apport des nouvelles technologies Enfin pour anticiper l'évolution de la fidélisation ce livre vous aidera notamment concevoir des produits fidélisants pré-fidéliser vos clients impliquer votre force de vente créer de nouveaux axes de différenciation et pratiquer le marketing participatif en associant vos meilleurs clients au développement de vos produits ou services Par leurs interviews les dirigeants de PepsiCo Nortel Networks ou encore du Crédit Mutuel Île de France nous expliquent sur les meilleures pratiques de fidélisation et nous font partager leur culture du client Grâce de nombreuses études de cas d'entreprises profitez d'expériences originales menées dans divers secteurs d'activité tant pour l'approche stratégique les outils et la gestion de la relation clients

Stratégie clients Pierre Volle, 2012-09-14 Cet ouvrage analyse les enjeux de la relation client selon les diverses fonctions de l'entreprise et propose des outils pour mettre en œuvre des stratégies clients adaptées Les auteurs s'intéressent tour à tour aux différentes stratégies des plus classiques programmes de fidélisation aux plus récentes éducation des clients animation d'une communauté de clients sans oublier les stratégies traditionnelles revisitées par les nouvelles technologies acquisition de clients Fruit de plusieurs années d'enseignement ce livre s'adresse aux dirigeants qui doivent orienter la stratégie relationnelle de leur organisation arbitrer entre différentes stratégies clients et optimiser chacune d'entre elles Il intéressera également les étudiants qui souhaitent avoir une vision intégrale de la stratégie clients Nourri des résultats de la recherche scientifique et de cas pratiques réels issus d'expériences françaises européennes et internationales cet ouvrage s'appuie sur l'expertise d'une communauté d'enseignants chercheurs internationaux réunis autour du Center for Customer Management pour proposer les approches et outils les plus récents en la matière Les auteurs Thierry Del Colle ISC Claire Gauzente université de Nantes Ric Julienne université d'Evry Sylvie Llosa université d'Aix Marseille IAE Adia Mimouni Chaabane université de Cergy Gilles N Goala université de Montpellier Virginie Pez Docteur de l'Université Paris Dauphine Consultante Loïc Pl IESEG Valérie Renaudin université Paris Dauphine Eric Stevens ESCM Le Center for Customer Management CCM est un groupe de recherche international rattaché à l'université Paris Dauphine DRM UMR CNRS 7088 Il

rassemble des experts académiques voulant partager les résultats de leurs réflexions et dialoguer avec tous les professionnels du management des clients Le CCM est soutenu par plusieurs entreprises 1000mercis Banque Accord ETO La Poste MDC Partenaire Novacom et SAS

The Definitive Guide to Social CRM Barton J. Goldenberg, 2015 Social CRM is already enabling innovative companies to engage customers through powerfully effective two way dialogues and to build customer centric strategies that drive real value In this book the field's leading expert offers a proven four step methodology for making Social CRM work in any organization B2B B2C or B2B2C Writing for both decision makers and implementers Barton Goldenberg shows how to integrate people process and technology to optimize relationships with every customer achieve seamless collaboration across customer facing functions and make the most of today's leading social platforms Goldenberg shows how to Systematically harvest information from Social Media conversations and communities Facebook Twitter LinkedIn Google and beyond Integrate this information into expanded customer profiles Use these profiles to personalize your customer service marketing messages and sales offers far more effectively Goldenberg assesses the changing impact of social media on customer relationships identifies smarter ways to profitably integrate it throughout your business guides you through Social CRM planning and implementation and examines key challenges and opportunities in leveraging Social CRM after you've deployed it You'll find practical advice on issues ranging from strategy to software selection vendor negotiation to team development and day to day operations Goldenberg concludes by previewing the future of Social CRM and the fast changing customer tomorrow's systems must serve

CRM - Customer Relationship Management: High-impact Strategies - What You Need to Know Kevin Roebuck, 2011 The Knowledge Solution Stop Searching Stand Out and Pay Off The 1 ALL ENCOMPASSING Guide to CRM An Important Message for ANYONE who wants to learn about CRM Quickly and Easily Here's Your Chance To Skip The Struggle and Master CRM With the Least Amount of Effort In 2 Days Or Less

Customer relationship management CRM is a widely implemented strategy for managing a company's interactions with customers clients and sales prospects It involves using technology to organize automate and synchronize business processes principally sales activities but also those for marketing customer service and technical support The overall goals are to find attract and win new clients nurture and retain those the company already has entice former clients back into the fold and reduce the costs of marketing and client service Customer relationship management describes a company wide business strategy including customer interface departments as well as other departments Measuring and valuing customer relationships is critical to implementing this strategy Get the edge learn EVERYTHING you need to know about CRM and ace any discussion proposal and implementation with the ultimate book guaranteed to give you the education that you need faster than you ever dreamed possible The information in this book can show you how to be an expert in the field of CRM Are you looking to learn more about CRM You're about to discover the most spectacular gold mine of CRM materials ever created this book is a unique collection to help you become a master of CRM This book is your ultimate resource for CRM Here you

will find the most up to date information analysis background and everything you need to know In easy to read chapters with extensive references and links to get you to know all there is to know about CRM right away A quick look inside Customer relationship management Automated online assistant Business intelligence Business relationship management Comparison of CRM systems Consumer Relationship System Customer experience Customer experience transformation Customer intelligence Customer service International Organization for Standardization Data management Data mining Database marketing ECRM Employee experience management Enterprise feedback management Help desk Mystery shopping Partner Relationship Management PRM Predictive analytics Professional Services Automation Public relations Sales force management system Sales intelligence Sales process engineering Customer support Supplier relationship management The International Customer Service Institute Vendor Relationship Management and Much Much More This book explains in depth the real drivers and workings of CRM It reduces the risk of your technology time and resources investment decisions by enabling you to compare your understanding of CRM with the objectivity of experienced professionals Grab your copy now while you still can *CRM at the Speed of Light, Third Edition: Essential Customer Strategies for the 21st Century* Paul Greenberg, 2004-08-16 Updated to reflect the major changes in Customer Relationship Management CRM in the last few years this third edition of CRM at the Speed of Light Capturing and Keeping Customers in Real Time is a must read for executives looking to leverage the latest technologies on the market to reach and retain customers Learn CRM concepts discover what tools are available and which ones are suitable for your business and get practical expert advice on avoiding common pitfalls **Gestion de la relation client** Frédéric Jallat, Ed Peelen, Eric Stevens, Pierre Volle, 2018-06-29 La gestion de la relation client vise d finir une strat gie et mettre en place un ensemble d approches et d outils permettant l entreprise d entretenir des relations multiples interactives et individualis es avec ses clients lui permettant d tre profitable sur le long terme La GRC mobilise technologies marketing et strat gie pour accro tre la performance de l entreprise et sa diff rentiation concurrentielle Dans le contexte actuel conserver ses clients peut tre une question de survie et de profitabilit sensiblement accrue terme L ouvrage aborde la gestion de la relation client sous trois angles compl mentaires La strat gie relationnelle De quelle mani re instaurer une relation privil gi e avec ses clients Comment adapter l organisation cette optique relationnelle d ensemble Le CRM analytique Comment collecter les donn es client et les valoriser pour prendre les meilleures d cisions possibles Le CRM op rationnel et sa mise en oeuvre Quels outils et dispositifs mettre en place pour soutenir la strat gie relationnelle instaur e **The The Art of CRM** Max Fatouretchi, 2019-05-22 This CRM masterclass gives you a proven approach to modern customer relationship management Key Features Proven techniques to architect CRM systems that perform well that are built on time and on budget and that deliver value for many years Combines technical knowledge and business experience to provide a powerful guide to CRM implementation Covers modern CRM opportunities and challenges including machine learning cloud hosting and GDPR compliance Book Description CRM systems have delivered huge value to

organizations This book shares proven and cutting edge techniques to increase the power of CRM even further In The Art of CRM Max Fatouretchi shares his decades of experience building successful CRM systems that make a real difference to business performance Through clear processes actionable advice and informative case studies The Art of CRM teaches you to design successful CRM systems for your clients Fatouretchi founder of Academy4CRM institute draws on his experience over 20 years and 200 CRM implementations worldwide Bringing CRM bang up to date The Art of CRM shows how to add AI and machine learning ensure compliance with GDPR and choose between on premise cloud and hybrid hosting solutions If you're looking for an expert guide to real world CRM implementations this book is for you What you will learn Deliver CRM systems that are on time on budget and bring lasting value to organizations Build CRM that excels at operations analytics and collaboration Gather requirements effectively identify key pain points objectives and functional requirements Develop customer insight through 360 degree client view and client profiling Turn customer requirements into a CRM design spec Architect your CRM platform Bring machine learning and artificial intelligence into your CRM system Ensure compliance with GDPR and other critical regulations Choose between on premise cloud and hybrid hosting solutions Who this book is for CRM practitioners who want to update their work with new proven techniques and approaches

Relation client / CRM

Géraldine Blondeau, Emmanuelle Roualdès, Jacques Digout, Renaud Roualdès, 2015-06-08 Des outils concrets et facilement accessibles qui répondent rapidement vos besoins La gestion de la relation client GRC ou Customer Relationship Management CRM est devenue stratégique et vitale pour toute entreprise de la multinationale la PME Dans un environnement Web 2.0 et de réseaux sociaux qui la complexifie elle nécessite d'être cadrée pour Trouver de nouveaux prospects et fidéliser ses clients dans un contexte économique tendu Connaître finement ses cibles afin de proposer une offre adaptée leurs attentes et qui se démarque des nombreuses offres concurrentielles Traiter analyser et affiner les données recueillies auprès de ses cibles pour mieux les exploiter et ne pas couler sous l'infobésité Adapter largir et homogénéiser ses canaux de diffusion pour collecter et centraliser les données mais aussi pour proposer ses offres canaux classiques et digitaux 10 objectifs et 41 plans d'action 1 Préparer un projet de CRM 2 Structurer les données 3 Implémenter la solution 4 Mettre en production 5 Exploiter les données 6 Mobiliser un CRM pour le marketing et la vente 7 Exploiter un CRM pour d'autres actions 8 S'appuyer sur la Business Intelligence 9 Viter les pièges 10 Préparer l'avenir Télécharger vos plannings personnalisables sur www.justintimevuibert.fr

CRM, customer relationship management

Stanley Brown, 2006 La croissance des entreprises dépend aujourd'hui de la manière dont elles traitent leurs clients Dans un contexte de mondialisation et de déréglementation ces derniers sont en effet plus volatils que jamais et c'est pourquoi les entreprises ont besoin de rester particulièrement attentives leurs besoins et de s'organiser dans ce but c'est l'objectif du CRM Le CRM ou Customer Relationship Management est une stratégie transversale d'organisation de l'entreprise qui permet de mieux comprendre anticiper et gérer les besoins des clients actuels et potentiels en les plaçant au cœur du système Stanley Brown a réuni dans ce livre les meilleurs experts de

la gestion de la relation client de PricewaterhouseCoopers travers le monde Depuis l'avantage concurrentiel du CRM jusqu'aux conseils pratiques pour réussir sa mise en œuvre et au eCRM il propose un livre la fois exhaustif et concret qui met l'accent sur les bonnes pratiques Les professionnels du marketing de la finance et de la logistique tout comme les étudiants y trouveront une initiation aux principes généraux du CRM ainsi qu'une présentation complète et détaillée des outils qui permettent la mise en œuvre du CRM dans l'entreprise

Gestion de la relation client René Lefébure, Gilles Venturi, 2004

Mieux identifier et fidéliser ses clients grâce aux outils de CRM

L'Organisation Relation Clients Sylvain Waserman, 2001

Trop souvent perçue comme un centre de coûts la relation clients peut devenir un facteur de création de valeur considérable pour l'entreprise Elle permet d'adapter l'offre aux besoins du marché d'optimiser la démarche commerciale de mettre en place une stratégie de différenciation et de fidéliser le client Comment intégrer la relation clients dans une stratégie d'entreprise Comment migrer d'une organisation traditionnelle une organisation créatrice de valeur Quelles technologies utiliser Analyse précise et documentée des nouvelles sources de création de valeur rendues possibles par la relation clients cet ouvrage vous permet également d'effectuer un auto diagnostic de votre entreprise en la matière Au travers de modèles d'organisations et de technologies des solutions adaptées chaque type d'entreprise vous sont proposées Cet ouvrage 100 % opérationnel est un guide pratique indispensable pour mener bien la mutation de votre organisation Destin aux professionnels des centres d'appels et de la relation clients il concerne également les directeurs généraux responsables marketing commerciaux et services après vente

CRM eve-marie guidier, 2022

La 4 de couv indique CRM est l'abréviation de Customer Relationship Management soit en français Gestion de la Relation client abrégé en GRC bien que l'usage du terme et de l'acronyme français soient beaucoup plus rares L'avènement du numérique puis la démocratisation du e-commerce ont profondément changé la notion de relation client La tendance est la Customer Centricity les entreprises ne se distinguent plus seulement par le produit ou le service vendu mais ont cœur de fidéliser leur client Or selon une étude Gartner 60 % des projets CRM échouent

L'objectif de cet ouvrage est de vous aider bien comprendre les CRM du marché connaître leurs fonctionnalités et usages et ainsi vous accompagner dans la transformation de votre structure et de vous aiguiller sur les questions aborder dans le cadre du lancement ou d'une migration de CRM Il s'adresse aux dirigeants managers chefs de projets MOE ou MOA product managers et consultants disposant de peu de bagages sur les CRM et pour lesquels le sujet prend une place plus importante dans leur mission Après un historique et une présentation générale de l'outil il dresse un état des lieux du marché puis sur la base de multiples exemples illustre les fonctionnalités proposées dans un large ventail des solutions disponibles sur le marché Enrichi de cas pratiques il passe en revue les divers profils d'utilisateurs prendre en compte et ce faisant vous aide choisir le CRM qui correspondra le mieux la culture de votre entreprise et la place que la relation client y occupe Tout au long des chapitres il distille des conseils exemples et retours d'expérience destinés accompagner les dirigeants dans leur projet de choix de CRM li une création d'entreprise l'intégration dans des équipes existantes utilisant des outils plus rudimentaires ou bien

dans le cadre d'une migration d'un CRM à l'autre. Tous les métiers concernés par les CRM y sont abordés ainsi que les domaines d'applications suivants : les prospects, les ventes, le service client et le marketing. Une distinction est faite également entre les administrateurs techniques et fonctionnels. Plusieurs pages sont dédiées à la conduite du changement pour vous donner un maximum d'atouts dans le projet ambitieux de mettre en place ou de changer de CRM.

The Ultimate CRM Handbook John Freeland, 2003. A hands-on guidebook from Accenture for building a globally responsive customer-driven enterprise. As the dust settles from the most recent round of CRM projects, companies are increasingly finding that their efforts have not delivered anticipated benefits. In *The Ultimate CRM Handbook*, influential thought leaders from Accenture discuss why CRM has failed to live up to expectations and what companies can do to improve the bottom-line return on CRM investments. More than 30 chapters and in-depth case studies on many leading companies give managers and senior executives alike the high-level perspective needed to build lasting profitable bonds with their customers. They also provide techniques companies can use to establish more effective interactions with their customers, build lasting brand loyalty, dramatically improve the efficiency of their sales, marketing, and customer service operations.

La Boîte à outils de la relation client Florence Gillet-Goinard, Laurence Chabry, Raphaëlle Jourdan, 2014-02-05. Il est aujourd'hui communément admis que la gestion de la Relation client s'inscrit dans un projet d'entreprise, celui de la fidélisation de ses clients par l'excellence du service délivré. En effet, les comportements des consommateurs évoluent, les canaux se multiplient et la relation client est devenue un élément central de la stratégie. Le propos de ce livre est d'apporter aux décideurs, managers opérationnels et chefs de projet la vision d'ensemble des problématiques liées à la gestion des relations avec le client, la hiérarchisation de ces problématiques, des concepts et outils indispensables pour traiter chaque problématique, d'autant plus que les outils sont nombreux et puissants, mais c'est leur bonne utilisation qui est cruciale. Chaque outil est ainsi développé sur 2 ou 4 pages sous une présentation visuelle et synthétique pour être directement opérationnel au quotidien.

The CRM Handbook Jill Dyché, 2001-08-09. To compete in today's competitive marketplace, customer focus is no longer simply nice to have; it's a fundamental mandate. This book is a manager's best friend, providing both a primer and a how-to guide to defining and implementing Customer Relationship Management. It shows you the various roles CRM plays in business and why it's more important than ever. The range of CRM applications and uses, from sales force automation to campaign management to e-CRM and beyond. The context of some of the popular CRM buzzwords. The differences between CRM and business intelligence and why they're symbiotic. Why the customer relationship failure rate is so high and how to avoid becoming another CRM statistic. Case studies of visionary companies who've done CRM the right way.

CRM Roger J. Baran, Robert J. Galka, 2013-03-05. This book introduces students to CRM, customer relationship management, a strategic methodology that's being embraced in increasing numbers by organizations looking to gain a competitive advantage. With in-depth coverage of business and consumer markets in various vertical markets, the impact of new technology and more, it helps readers understand how an enhanced customer

relationship environment can differentiate an organization in a highly competitive marketplace Featuring the latest developments in the discipline a cohesive approach and pedagogical materials including chapter exercises that connect theory with action it is the one stop source for a comprehensive CRM course La Stratégie de relation client Pierre Alard, Damien Dirringer, 2000 Le client est un capital Pour exploiter un tel gisement une stratégie de relation client doit aujourd'hui tirer profit des nouvelles technologies de l'information et des changements de comportement du consommateur afin de créer de la valeur avec et pour le client C'est l'objectif du modèle Customer Connections que présente cet ouvrage Applicable en business to business comme en business to consumer ce support dynamique de management de la relation client ou Customer Relationship Management CRM organise chaque point de connexion du client à l'entreprise en un système cohérent Il regroupe cinq éléments essentiels la stratégie relationnelle choisie les canaux supports de la relation les systèmes d'information adaptés la prise en compte et la fidélisation du client la capitalisation de la connaissance du client Des exemples détaillés d'application dans des secteurs où la mise en œuvre de relations clients durables et performantes est particulièrement décisive banques compagnies aériennes vente par correspondance et distribution montrent explicitement son efficacité Tout chef d'entreprise directeur marketing ou cadre supérieur trouvera dans ce livre comment développer un marketing de la relation et du savoir qui optimise toutes les forces de l'entreprise

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Fidelisez Vos Clients Strategies Outils Crm Et E Crm Introduction

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