

MANAGEMENT

Cómo crear demanda

Richard Ott

*Claves y tácticas
efectivas para
comercializar
su producto
o servicio*



Como Crear Demanda

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Como Crear Demanda:

Cómo crear su propia empresa : factores clave de gestión Manuel Ludevid, Manuel Ludevid Anglada, Montserrat Ollé, 1989-09 Este libro no pretende ser un curso exhaustivo de gestión de empresas concentrado y en miniatura Tampoco es un manual en el que se detallan los trámites administrativos y burocráticos que son necesarios para la apertura de un negocio Sobre este último particular existen ya textos disponibles Este libro pretende hablar solamente de algunos criterios de gestión que consideramos clave para conseguir el éxito de la nueva empresa Por otra parte pretendemos concentrar la atención tan sólo en unos pocos aspectos clave que influyen de modo determinante en que las nuevas empresas sean un éxito o fracasen a corto plazo Dentro de cada uno de estos aspectos abordaremos las cuestiones esenciales o imprescindibles a considerar antes de abrir el negocio Hay por supuesto muchas otras cuestiones que deberán abordarse en la medida que la empresa se desarrolle y crezca Pero habrá que tener en cuenta al menos estos pocos puntos básicos El cuestionario de autoevaluación que se adjunta al final del libro pretende ayudar al nuevo empresario a realizar un primer autoanálisis de su proyecto índice resumido Introducción La idea El mercado El plan de operaciones Los recursos humanos y materiales Las personas El dinero La forma jurídica El plan general de la empresa Cuestionario para la autoevaluación de los proyectos de nuevas empresas Bibliografía *Cómo crear y hacer funcionar una empresa* María de los Ángeles Gil Estallo, Joaquín Andrés Monzón Graupera, 1996 *Cómo crear demanda* Richard Ott, Gerardo Gambolini, 1993 *La esencia del Marketing* Bernat López-Pinto Ruiz, 2001 Una de las finalidades más importantes de toda empresa es el beneficio En la actualidad el modo de conseguir más beneficio ya no es únicamente incrementar el volumen de ventas sino que la finalidad del beneficio se persigue a través de la satisfacción del cliente mediante las herramientas de que dispone la dirección comercial planificando un marketing adecuado al mercado en el que se desea incidir Este trabajo pretende dar a conocer de forma generalizada y sintética los principales aspectos del marketing desde la investigación del mercado a través de la cuantificación del mismo buscando la información necesaria ya sea primaria o secundaria su segmentación con las variables más adecuadas y el estudio del comportamiento del cliente hasta la planificación la organización la ejecución y el control de la acción comercial es decir del marketing mix a aplicar Asimismo se analizan con profundidad los instrumentos que la dirección comercial utiliza para la planificación del marketing mix a saber el producto el precio el posicionamiento y la promoción así como su aplicación durante el ciclo de vida del producto Desde el punto de vista operativo la obra está destinada a exponer las cuatro variables del marketing principalmente en el campo de los productos de consumo y su aplicación a través de un plan de marketing El Zen Y El Arte Del Capitalismo Funk Karun Philip, 2020-05-17 Una cura para la pobreza Este libro ofrece una nueva explicación sobre por qué el capitalismo tiene éxito en donde lo tiene y sin embargo fracasa a la hora de lograr conceder una ayuda social universal como afirman que deberán sus defensores más ruidosos Al analizar el asunto del problema del metaconocimiento por qué las personas más desfavorecidas no saben cómo descubrir qué conocimiento es valioso dónde adquirirlo y cómo

financiarlo el libro descubre la razón esencial para la pobreza sempiterna de comunidades enteras El libro comienza con un axioma fundamental que expone que el conocimiento es falible y el metaconocimiento a n m s y discute sus implicaciones para las ideas que surgen en los temas de ayuda social educaci n emprendimiento banca legislaci n tica y religi n En el ap ndice titulado Gu a de un racionalista sobre religi n el libro ofrece una interpretaci n de las principales creencias religiosas del mundo a la luz del axioma de la falibilidad

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