

Ventajas Y Desventajas Del Telemarketing

Ramiro Catalán

Marketing para instituciones educativas Juan Manuel Manes, 2005-01-11 Marketing para Instituciones educativas ofrece de una manera sencilla, didáctica y completa los recursos éticos para captar y retener alumnos; concebir, planificar, desarrollar y comunicar ideas con eficacia; indagar y satisfacer las expectativas que la sociedad deposita en la institución educativa; crecer y modificarse junto con el medio en que opera y brindar un servicio cada vez mejor y más apto para las necesidades de los estudiantes y sus familias. A través de una guía acerca de las técnicas de promoción, publicidad, telemarketing, mailing, relaciones públicas, proyección de imagen, búsqueda de benefactores, investigación de mercados, armado de bases de datos y nociones de organización y capacitación internas, este libro está orientado a facilitar la tarea de directivos y personal docente y no docente, de escuelas y colegios privados y públicos de todos los niveles. Juan Manuel Manes es licenciado en Comercialización (Universidad Argentina de la Empresa), Update in Marketing Certificate (University of California, Berkeley), Strategic Management Certificate (University of Pennsylvania, Wharton School), miembro de la Asociación Argentina de Marketing y de la American Marketing Association, profesor universitario de Marketing de Servicios, consultor especializado en marketing y management para instituciones educativas, y director de Market Masters Consultores.

Marketing Móvil: una Nueva Herramienta de Comunicación. Tiziana Priede Bergamini, César Martín de Bernardo González, 2007-07 Estamos ante una de las mayores revoluciones tecnológicas de la historia. El teléfono móvil se ha convertido en poco tiempo en el medio de comunicación más popular entre las personas y en un elemento imprescindible para la vida de, prácticamente, toda la población. Este escenario ha motivado la realización de este trabajo, cuyo objetivo principal es averiguar en qué medida, la telefonía móvil puede suponer también una revolución en el terreno empresarial, concretamente en las políticas y estrategias de comunicación y marketing de las organizaciones españolas. El lector encontrará en estas páginas un análisis de la situación actual de las principales características del sector, una descripción de los nuevos métodos digitales y sus consecuencias sobre el marketing y un análisis cualitativo sobre el presente y el futuro de marketing móvil en España. El teléfono móvil se convertirá en uno de los medios de comunicación y marketing más importantes para las empresas españolas, siempre y cuando sea utilizado de forma apropiada a través del marketing con respeto, lejos de mensajes masivos, vacíos y sin interés potenciando una relación más real y personal con los clientes que lo

deseen. Su nivel de difusión y acogida dependerá también de la evolución que alcancen las nuevas tecnologías móviles, fundamentalmente la denominada tercera generación, que se considera como la pieza clave del desarrollo de esta actividad.

Marketing para nuevas empresas Asociación mentorDay, El marketing es una herramienta clave para cualquier emprendedor que busque posicionar su negocio y alcanzar el éxito en un mercado competitivo. En este libro, mentorDay ofrece una guía práctica y efectiva para desarrollar estrategias de marketing que ayuden a nuevas empresas a atraer clientes, construir su marca y crecer de manera sostenible. Desde la definición de un plan de marketing hasta el uso de herramientas digitales y redes sociales, esta obra proporciona consejos prácticos, ejemplos reales y técnicas innovadoras para ayudarte a diferenciarte y conectar con tu público objetivo. Un recurso imprescindible para emprendedores y startups que buscan impulsar su presencia en el mercado y alcanzar sus objetivos de negocio.

Manual de Telemarketing ,

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Successful Telemarketing Bob Stone,John Wyman,1986-01-01

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Telemarketing José Manuel Álvarez Sánchez,2005-12-31 La red permite que la comunicación rebase barreras

económicas y culturales. La ventaja de las TIC frente a los medios de comunicación tradicionales, permite emitir y recibir mensajes de forma instantánea, rápida y masiva. El marketing no se ha mantenido indiferente ante los progresos de la comunicación y del comercio. El desarrollo de las nuevas tecnologías lleva consigo avances en este terreno, como es el caso del telemarketing. El telemarketing hace referencia a una forma de marketing directo, asociado a los elementos de la telecomunicación. Es una herramienta de comunicación contemporánea que trata de conseguir la venta del producto o del servicio. De esta forma se accede a un mercado sin límites, tratando de aumentar las ventas exponencialmente y ofreciendo una atención personalizada. El objetivo que se persigue con este manual, que Ideaspropias editorial le presenta, es que el lector adquiera los conocimientos teóricos y prácticos necesarios para crear listas de distribución, captar y fidelizar clientes, etc., utilizando las diversas herramientas informáticas como el mailing y las páginas web.

Successful Telemarketing Peg Fisher, 1985

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