

Mercadotecnia De Laura Fischer Y Jorge Espejo

Francisco Espinoza Morales,Lidia Amalia Zallas Esquer,Ernesto Clark Valenzuela

Casos de marketing Laura Fischer de la Vega,Jorge Espejo Callado,2002

CÓMO ELABORAR UN PLAN DE MARKETING Richard Díaz Chuquipiondo,2013-01-01 Para lograr el éxito empresarial no solo es necesario trazarse un plan, sino que deben conocerse detalladamente los pasos a seguir para llevarlo a cabo. Para ello, deben tomarse en cuenta ciertos elementos, como la idea emprendedora, la capacidad de resolución de problemas y la variabilidad del plan de marketing de acuerdo al contexto. El objetivo del presente libro es brindar una variedad de tipos de planes de marketing, instrumentos que toda empresa debe conocer, practicar y bajo los cuales debe regirse para lograr su integración organizacional. Este libro está dirigido a todos aquellos empresarios interesados en conocer la variedad de planes de marketing.

Introducción al Marketing Gastronómico César Ciallella,Edgar Gabriel ,2015-12-31 Este libro es el fruto de más de una década de trabajo como profesor en un Centro de Formación Profesional Gastronómico, específicamente en la materia Marketing Gastronómico, así como el resultado del profesionalismo, la capacitación y la pasión de Edgar Gabriel por la gastronomía. Y de ese modo está pensado y planteado. Cada tema está desarrollado como una clase, la cual incluye un marco teórico y luego una actividad de aplicación para autoevaluación del lector. Es decir, es un libro interactivo en el que los autores y los lectores dialogamos. ¿Cómo? Nosotros, brindándoles un marco explicativo sobre cada tema desarrollado, y ustedes, realizando las actividades propuestas. La gastronomía es un mundo seductor y apasionante; sin embargo, requiere de una gran entrega y vocación de servicio por parte de quienes eligen dedicarse a ella. Este libro está dirigido a aquellos emprendedores, trabajadores y estudiantes gastronómicos que buscan una formación integral

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Casos Empresariales En El Sur De Tamaulipas Dra. Nora Hilda González Duran,Dr. Juan Antonio Olguín Murrieta,Dr. Juan Carlos Guzmán García,Dr. Javier Guzmán Obando,M.I. María Elena Martínez García,2019-09-12 En este libro se compilan trabajos de investigación que fueron presentados como casos de estudios de empresas del Sur de Tamaulipas. El libro tiene aplicación para empresarios de la zona como para estudiantes que les servirán las recomendaciones de cada una de las unidades presentadas ya que se analizan diferentes casos de empresas de como se encuentran en el mercado competitivo de esta zona. Los cuatro capitulos que integran e integrales de este libro tratan de facilitar y mejorar los procesos

de ventas o análisis informáticos y administrativos para que los empresarios o estudiantes les ayude a comprender como es el comportamiento en la zona sur en los negocios. Se trata de presentar una visión general de las siguientes áreas: Mercadotecnia, Estrategias, Empresas, Servicios profesionales u outsourcing.

Administración Integral Gabriel Baca Urbina, Nicolás Rodríguez Perego, Arturo Andrés Pacheco Espejel, Ana María Prieto Gallardo, Igor Antonio Rivera González, Jesús Manuel Reyes García, María Estela Alcántar Mariscal, Claudia Angélica Pinzón Sánchez, Maria Vittoria Bonotto, Gibrán Rivera González, Guillermo Pérez Vázquez, Gabriel Baca Cruz, 2014-10-21 Es un libro que no sólo habla del enfoque de procesos, también presenta el tema de la administración con un enfoque tradicional. El texto profundiza en el enfoque de procesos de manera firme, ya que los autores están convencidos de las bondades de esta orientación para beneficiar a la organización. En un mundo en el que el desempleo es global, los centros de enseñanza superior tienden a preparar a los egresados para que generen sus propios negocios y para que no dependan de que los contrate un mercado laboral cada vez más exiguo, con limitaciones de oferta de trabajo a los jóvenes profesionistas egresados de los centros de educación superior.

Gestión de Fuerza de Ventas y Equipos Comerciales (MF1001_3) Juan Pedro Garcia Palomo, 2016-03-14 Esta obra está enmarcada dentro del Certificado de Profesionalidad COMT0411 Gestión Comercial de Ventas, concretamente desarrollando el módulo formativo MF1001_3 Gestión de la fuerza de ventas y equipos comerciales. Los contenidos de la obra se ciñen a los epígrafes especificados para cada unidad didáctica en el Real Decreto 1694/2011, de 18 de noviembre. Su facilidad de lectura, la claridad del lenguaje, así como la simplicidad en la exposición de definiciones y contenidos complementados con numerosos ejemplos, ilustraciones y casos prácticos, hacen de la obra un material accesible para cualquier persona que se esté formando en esta área o que simplemente desee ampliar sus conocimientos en marketing y comunicación.

UF0083 - Diseño de productos y servicios turísticos locales Rocío Pérez Utrera, 2015-05-15 La finalidad de esta Unidad Formativa es enseñar a evaluar la potencialidad turística del entorno local, a partir de sus recursos, servicios e infraestructuras, teniendo en cuenta las tendencias y demandas reales y potenciales del mercado, así como participar en el diseño y mejora de productos y servicios turísticos locales, aportando sugerencias encaminadas a satisfacer las expectativas de la demanda actual y potencial y a rentabilizar los recursos y la oferta de servicios del entorno. Para ello, se estudiará en profundidad el sector turístico, la ordenación territorial y planificación estratégica, la creación y desarrollo de productos y servicios turísticos locales y el desarrollo turístico sostenible.

Guía práctica para mejorar un plan de negocio Luis Muñoz González, 2010-04-27 El libro detalla, paso a paso, todos los puntos del business plan y el posterior análisis de las variables que inciden en el negocio. Necesitamos nuevas ideas y proyectos empresariales; son el flujo que aporta vida nueva a las empresas y al sistema económico. Este libro guía y ayuda al

emprendedor sometiéndolo a la disciplina de ordenar su pensamiento para que acabe teniendo un plan de negocio eficaz y que aporte beneficios reales a la empresa. Valorar el plan. Casos prácticos. Ejemplos. Check-list.

Administración contemporánea: Retos organizacionales y jurídicos Francisco Espinoza Morales, Lidia Amalia Zallas Esquer, Ernesto Clark Valenzuela, 2023-01-18 Esta obra colectiva aborda temáticas relevantes en la administración contemporánea de orden social, económico, médico, administrativo, humanístico, científico y jurídico; incorpora aportaciones referentes al uso de tecnologías, análisis estadísticos, disertaciones psicopedagógicas, propuestas de análisis jurídicos, entre otras. En sus 11 capítulos, se orienta al lector en temas como la innovación empresarial, optimización de servicios públicos, acceso a la justicia y regulación de la misma, estrategias de administración -en ámbitos académicos y gubernamentales-, responsabilidad social empresarial, problemáticas de las finanzas públicas y un análisis del acceso a los servicios hídricos durante la pandemia covid-19.

Sistemas de información de mercadotecnia Laura Fischer de la Vega, Jorge Ángel Espejo Callado, 2021 En un entorno empresarial globalizado, lleno de cambios vertiginosos, rodeado de competidores agresivos y consumidores más conscientes, el acceso a la información confiable y veraz que sirva como base para la toma de decisiones mercadológicas con certidumbre es fundamental. Para ello, es necesario contar con instrumentos que permitan obtener la información en forma ágil, oportuna y ordenada. *Sistemas de Información de Mercadotecnia* de Laura Fischer y Jorge Espejo explica las bases teóricas para comprender y aplicar los métodos cualitativos y cuantitativos de la investigación de mercados, lo que permite obtener información clave para la toma de decisiones. Características de la obra: Lenguaje claro y sencillo que facilita la comprensión de cada tema; Aborda temas actuales como: geomarketing, neuromarketing, eye tracking, pruebas organolépticas, mapas perceptuales, realidad aumentada, estudios de tendencias, predicción de mercados, análisis de datos, Customer Relationship Management (CRM), Business Intelligence; ejemplos del mundo real; caso de estudio que integra los conocimientos aprendidos. Estudiantes de mercadotecnia, administración o negocios internacionales, así como gerentes de marca, gerentes de ventas, directivos de publicidad y empresarios independientes se beneficiarán de la claridad con que los autores abordan cada tema, así como de los casos en los que aplicarán cada uno de los conocimientos adquiridos capítulo a capítulo (Back cover)

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Introduction

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