

Gabs / Jissey

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LE CLIMAT POURRAIT BIEN S'AMÉLIORER!!!



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Entreprise, le climat pourrait bien s'améliorer !!! Gabs,Jissey,2011-07-07 chapp e d humour dans un monde de stress cet ouvrage int gre les r centes d couvertes de la programmation neuro linguistique C est ainsi qu il est compos de sentences compr hensibles par les lecteurs cerveau pr dominant gauche et d illustrations destin es aux dizaines de millions de lecteurs cerveau pr dominant droit L ouvrage donc devrait int resser le plus grand nombre C est ce que les auteurs ont promis leur diteur qui les a crus une fois de plus Entreprise le climat pourrait bien s am liorer *Les 51 meilleures pratiques commerciales* Pascal Davi,2011-07-07 Un outil moderne de r f rence de tout professionnel de la vente Un guide pratique illustr qui aborde les basiques de la vente Les illustrations de Gabs apportent une note humoristique chaque tape Une synth se entre les techniques de d veloppement commercial et la relation client savoir savoir faire savoir tre Comment font les meilleurs vendeurs pour vendre plus que les autres De la prospection l entretien de vente l auteur s appuie sur l exp rience et la pratique mises en oeuvre par des vendeurs confirm s qu il forme travers une d marche simple et efficace illustr e d opportunit s d exemples concrets de conseils pratiques l auteur aborde les 51 pratiques commerciales les plus efficaces

Management, je me marre !!! Gabs,Jissey,2011-07-07 Gabs dessinateur et Jissey journaliste et homme de marketing sont chacun dans leur domaine des observateurs privil gi s de l entreprise Tous deux ont remarquablement per u la distance qui s pare les grands principes du management de ses r alit s Les managers r vent de mod les et d efficacit les collaborateurs aspirent plus de consid ration Tous pensent qu en p riode de crise et de concurrence acharn e le client devrait devenir roi et le service n cessit Mais entre le dire et le faire Management je me marre *Clients, je me marre !!!* Gabs,2011-07-07 Un client qui n a pas de besoins n est pas un client Sinon il faut lui en cr er Et un client qui a des besoins mais pas d argent n est pas un client non plus Le client a des besoins et on a besoin des clients L ind cis a besoin d tre rassur l exigeant d tre satisfait l emmerdeur d tre cout le r leur d tre entendu le bon payeur d tre dorlot Mais tous ont un besoin unique le rabais la ristourne le discount Clients je me marre *Communication, je me marre !!!* Gabs,Jissey,2011-07-07 Les managers r vent d tre vus et crus Les collaborateurs veulent des infos pas de l intox En temps de crise les gourous de la Pub cherchent clients d sesp r ment Tous pensent devant une concurrence acharn e que la communication devient n cessit Mais entre parler penser et tre Communication je me marre *Changement, je me marre !!!* Gabs,Jissey,2011-07-07 Cet ouvrage refuse syst matiquement d expliquer comment bien faire pour s interroger plut t sur le pourquoi bien faire En employant la m thode douce un petit dessin vaut bien un long discours les m chancet s passent avec le sourire les v rit s aussi Les lecteurs ne s y trompent pas qui placent la collection au hit parade du rire d entreprise Changement je me marre *Commercial, je me marre !!!* Gabs,Jissey,2010-11-25 En p riode de crise l entreprise se recentre sur ce qui est profitable Les investissements se r duisent le commercial devient primordial lui de tout comprendre et de tout exposer lui de savoir argumenter n gocier et conclure Seulement voil l entreprise concurrente fait de m me Commercial je me marre *Réunions, je me marre !!!*

Gabs,2011-07-07 Le cadre est un animal social qui vit en groupe Il recherche la compagnie de ses semblables pour se r unir la premi re occasion ensemble ils fixent une date et d cident d un lieu pour se rencontrer changer leurs id es fixer un ordre du jour un cahier des charges des objectifs Au terme de la r union ils sont en g n ral tous d accord sur le fait qu elle n a servi rien Mais le cadre aime les rituels Quand c est fini a recommence R unions je me marre *Entretien individuel, je me marre !!!* Gabs,2011-07-07 L entretien individuel devrait tre une fois dans l ann e un moment privil gi d change et de compr hension mutuelle entre un collaborateur et son sup rieur hi rarchique Mais dans la r alit Entretien individuel je me marre

Senior... junior... dehors ! Gabs,2017-10-12 Apr s les baby boomers les g n rations X Y Z et pourquoi pas C c dille tous semblent nous dire Pousse moi de l que je m y mette C est moi le plus beau C est moi le plus fort Mais un junior ne fait pas toujours le printemps et un senior n est pas forcement l automne de sa carri re Cela fait plus de 2 000 ans que a dure et on n a pas encore trouv le changement organisationnel la restructuration manag riale ou l innovation disruptive contre le temps qui passe Juniors et seniors partagent le m me sort se supporter les uns les autres et faire en sorte que le temps pass ensemble soit du bon temps Car comme l a bien dit un fameux manager Pierre de Corneille Le m me cours des plan tes R gle nos jours et nos nuits On a vu ce que vous tes Vous serez ce que je suis Attention La version ePub de ce livre num rique est en fixed layout Pour des conditions de lecture optimales veillez ce que votre tablette ou ordinateur supporte ce type de format

Tout est psy en vacances ? Didier Laru,Gabs,Janine Gabillet,Patricia Berriaud,2015-10-16 Dans notre civilisation des loisirs prendre des vacances est devenu banal mais reste une aventure m me pour la destination la moins risqu e Ce n est pas un hasard selon la psychanalyse si l on se fait nomade ou s dentaire casanier ou voyageur sportif visiteur ou paresseux si l on emporte ses manies ou ses phobies Freud le premier Apr s Tout est psy dans la vie tout serait il psy en vacances interrogent les auteurs du d sir de partir jusqu au retour la maison ils esquisSENT une psycho pathologie de la vie quotidienne en vacances m diter pour mieux se d tendre Alors bonnes vacances *Équité en emploi - Équité salariale, 3e édition*
Marie-Josée Legault,2022-06-15T00:00:00-04:00 Cet ouvrage aborde la fois les notions d droit en emploi et d droit salariale dans les r gimes juridiques applicables aux entreprises de comp tence qu b coise et canadienne tant universels que particuliers Dans cette 3e dition on retrouve des descriptions statistiques mises jour qui montrent l tat de la situation sur le plan de l droit en emploi et salariale les dispositions des lois appropri es et les droits et obligations qu elles noncent ainsi que les recours des personnes qui consid rent subir de la discrimination On y aborde les dispositions de la nouvelle Loi sur l droit salariale du Canada en vigueur depuis le 31 ao t 2021 ainsi que les nouvelles dispositions de la Loi sur l droit salariale du Qu bec concernant le maintien de l droit salariale mises jour en 2019 Bibliographie nationale fran aise ,1998

Bibliographie nationale fran aise ,1996 **La Participation Dans Les Associations** A Meister,1989-02

Croissance ergie climat Jean-Louis Borloo,Philippe Charlez,2017-10-31 La soci t moderne est confront e des objectifs a priori contradictoires satisfaire une demande croissante en ergie pour assurer la croissance conomique 10 milliards de

personnes tout en rendissant les missions de GES pour solutionner le problème du dérèglement climatique Principal définitif du XXI^e siècle la transition énergétique doit être abordée de façon passionnée et rationnelle Rien n'est impossible mais tout n'est pas possible Complexe transverse impliquant de multiples composantes technologiques économiques et sociétales elle permet mieux qu'un débat idéologique visible par des idées réelles Elle doit être traitée et ressentie comme une évolution volontaire positive et non comme une évolution subie Expert en énergie internationalement reconnu Philippe Charlez aborde la question sans parti pris et met son expertise à portée de tous Sa démarche la fois historique et scientifique s'appuie sur des chiffres incontestables Il propose des solutions originales et pragmatiques pour promouvoir plus rapidement les énergies renouvelables et réduire la consommation charbonnière Plutôt qu'une transition mondiale l'auteur propose de développer des solutions régionales qui réduiraient significativement l'intensité énergétique des pays émergents Enfin l'ouvrage est un plaidoyer sur les comportements humains l'un des principaux leviers des économies d'énergie *Climate Change Digest*, 1987

Bulletin de la Société de géographie et d'études coloniales de Marseille, 1880 *Comprendre le protectionnisme* Serge D'Agostino,Pierre-André Corpron,2024-04-26 Une analyse du protectionnisme contemporain et de son retour en force qui modifie l'ordre économique mondial S'appuyant sur une large perspective historique cet ouvrage montre que le protectionnisme contemporain s'inscrit dans une longue tradition d'intervention des Etats pour se protéger de la concurrence extérieure Il fait également ressortir la multiplicité de ses objectifs motifs stratégiques de développement protection de l'emploi et lutter contre la déindustrialisation Dans lors le retour en force du protectionnisme pourrait s'inscrire dans une inflexion durable de l'ordre économique international *Livres hebdo*, 2004

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