

Cómo vender Productos y Servicios Financieros

Jaime Tomás



GESTIÓN 2000

Como Vender Productos Y Servicios Financieros

**José Daniel Barquero Cabrero, Ferran
Josep Huertas Colomina**



Como Vender Productos Y Servicios Financieros:

Cómo vender productos y servicios financieros Jaime Tomás, 2002 En el sector financiero cada día es más difícil y por ello más importante estar preparado para convencer al cliente de que nuestra empresa ofrece el mejor producto o servicio del mercado De una forma clara sencilla y concisa este libro transmite las técnicas de venta en el sector de los servicios financieros En este sentido se proponen metodologías específicas para que no se deje la acción a la mera improvisación A lo largo de sus páginas se tratan con una visión práctica las técnicas esenciales que conviene conocer y se acompañan ejemplos con el fin de completar la exposición **Cómo vender productos y servicios financieros** Jaume Tomàs i Campà, 1996

Cómo vender productos y servicios financieros Jaume Tomàs Campà, Jaume Tomas i Campa, 1997 **Marketing** Gary Armstrong, Philip Kotler, 2003 Written for courses in Principles of Marketing at four year and two year colleges this shorter overview aims to help students master the basic principles and practices of modern marketing in an enjoyable and practical way Its coverage balances upon three essential pillars 1 theory and concepts 2 practices and applications and 3 pedagogy cultivating an efficient effective teaching and learning environment This sixth edition provides revised content throughout and reflects the major trends and forces that are impacting marketing in this new connected millennium It includes new thinking and expanded coverage on a wide variety of topics for example relationship marketing connecting technologies the company value chain value delivery networks and global marketing **Marketing directo con sentido común** Drayton Bird, 1989 **Gestión del patrimonio familiar** Borja Durán, 2013-04 Tienes claros los conceptos de patrimonio y de familia Estás preparado para diseñar un plan estratégico que preserve e incluso aumente el patrimonio al mismo tiempo que cimientas las bases de una estructura y que mantenga unida a tu familia durante las próximas generaciones Si tus respuestas son no entonces este es el libro que te sacará de dudas La decisión de una estirpe de poner en común recursos y alinear objetivos vitales supone un reto que va más allá de la aplicación del recetario clásico de la gestión de inversiones Se debe reflexionar sobre estos objetivos tanto a nivel individual como familiar puesto que así se conseguirá alinear los recursos y la energía de la familia en una dirección acorde con las metas comunes Además la reflexión de definir de manera explícita un sistema de valores imprescindibles para la gestión del patrimonio familiar Para ello habrá que recurrir a la intrahistoria de cada grupo familiar sus antecedentes el origen de su patrimonio el destino o misión del mismo los intangibles reputacionales que hay que defender la visión particular sobre la tica etc Esta dimensión subjetiva y particular es precisamente una de las características que distinguen la gestión de patrimonios familiares frente a otras actividades de gestión fiduciaria y hace que sea un proceso dinámico que tiene que evolucionar con cada generación para evitar la tendencia natural de la separación Manual de banca José Daniel Barquero Cabrero, Ferran Josep Huertas Colomina, 2001 Segunda edición de este Manual que recoge artículos desarrollados por diferentes instituciones y que abarca un temario extenso sistema financiero español mercado bursátil español seguros fórmulas de financiación y la banca en Internet entre otros ad

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