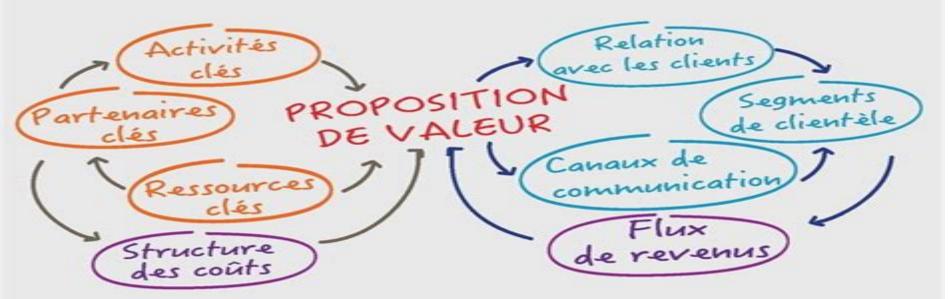
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Business Model Canvas Magali Marbaise, 50minutes, 2015-09-02 Un quide pratique et accessible pour vous familiariser au Business Model Canvas Le Business Model Canvas est fait vous entrepreneurs Facile employer cet outil centr sur la proposition de valeur vous permettra de repenser vos priorit s et d imaginer des plans d action concrets mener en vue de cr er de la plus value pour votre entreprise Ce livre vous aidera Structurer vos id es les plus folles Construire votre business model D finir votre proposition de valeur Et bien plus encore Le mot de l diteur Avec l auteur Magali Marbaise nous avons cherch pr senter aux lecteurs un canevas r volutionnaire bien qu a priori relativement simple D velopp par Alexander Osterwalder et Yves Pigneur ce merveilleux outil risque bien de convaincre plus d'un entrepreneur Juliette N ve PROPOS DE LA S RIE 50MINUTES Gestion Marketing La s rie Gestion Marketing de la collection 50MINUTES fournit des outils pour comprendre rapidement de nombreuses thories et les concepts qui fa onnent le monde conomique d'aujourd hui Nous avons con u la collection Business Economics en pensant aux nombreux professionnels oblig s de se former en permanence en conomie en management en strat gie ou en marketing Nos auteurs combinent des l ments de th orie des tudes de cas et de nombreux exemples pratiques pour permettre aux lecteurs de d velopper leurs comp tences et leur expertise : le business model qui domine le monde Michael A. Cusumano, Annabelle Gawer, David B. Yoffie, 2022-03-09 Google Apple Amazon Facebook Microsoft que est ce que ces entreprises ont en commun Comment expliquer leur pr dominance mondiale leur quasi monopole sur leurs march s respectifs leur croissance insolente La r ponse est chercher du c t de leurs business model toutes ces entreprises sont des plateformes Ce livre examine le business model qui se cache derri re les entreprises les plus valoris es de la plan te Il recense les erreurs courantes commises par les plateformes les challenges pour les entreprises traditionnelles qui tentent de rivaliser les probl matigues de gouvernance et de r gulation et les technologies mergentes qui risquent de rebattre les cartes Les plateformes ne pourront faire l conomie d une r flexion sur l thique et la justice Tr s exhaustif maill d'exemples et de cas d'entreprise qui le rendent tr's lisible et accessible c'est le livre incontournable pour comprendre le ph nom ne business de notre temps **Le business model de l'abonnement** Tien Tzuo, Gabe Weisert, 2019-10-03 Pour toute entreprise cherchant briser les cha nes des ventes l'unit pisodiques Subscribed est un must Scott Galloway auteur de The Four Des entreprises comme Netflix Spotify ou Adobe ne sont que la partie merg e de l iceberg La r volution de l abonnement et les opportunit s associ es ne font que commencer appara tre Les entreprises ayant adopt le mod le de l abonnement enregistrent une croissance neuf fois sup rieure au S P 500 Pourquoi Parce qu la diff rence des entreprises classiques elles connaissent leurs clients Une base d abonn s satisfaits voil la formule du succ s Comme le montrent les nombreux exemples propos s dans le livre tous les secteurs sont concern s des transports l habillement du BTP aux biens culturels Pour le dire simplement l conomie est en train de basculer des produits vers les services Mais comment transformer vos clients en abonn s En tant que dirigeant de la plus grande plateforme mondiale d abonnement Tien Tzuo a

aid des centaines d'entreprises passer de leur d pendance aux ventes one shot des business centr s sur l'utilisateur et g n rant des revenus r currents Il propose dans ce livre une m thode compl te pas pas pour transformer votre mod le Son message premier est simple que vous soyez pr t ou non enthousiaste ou terrifi vous devez vous adapter l conomie de l abonnement ou vous risquez d tre rapidement d pass **Business Model Creation** Sophie Racquez, 2015-02-23 D veloppez votre projet d'entreprise l'aide de ce guide pratique bas sur la m thode Business Model Canvas utilis e par plus de 5 millions de personnes dans le monde Vous avez un projet d'entreprise ou une id e de produit ou de service que vous aimeriez commercialiser Business Model Creation vous aidera d velopper pas pas le business model de votre projet et d finir comment vous allez gagner votre vie Ce guide pratique agr ment d exercices et de nombreux exemples truff de conseils concrets est con u en trois parties pour vous aider Comprendre les origines de votre d sir d entreprendre et faire le bilan de vos atouts mais aussi de vos faiblesses Quel est votre profil tes vous plut t Consomm acteur Expert Propri taire Inventeur Opportuniste ou Utopiste Construire votre business model l'aide du Business Model Canvas en vous apportant les outils n cessaires l laboration des 9 blocs comme la formule de capture de valeur pour augmenter votre chiffre d affaires et votre rentabilit Valider vos premi res intuitions et passer de l id e griffonn e sur papier au produit service commercialis tude de march et de concurrence choix du nom et du logo prototype protection intellectuelle pr s rie Vingt secondes d audace suffisent pour changer de vie Ensemble transformons votre r ve en r alit CE QU EN PENSE LA CRITIQUE On retrouve aujourd hui en librairie une quantit de livres guidant la cr ation d entreprise Mais rares sont les guides qui poussent s imaginer dans des situations concr tes C est le cas du nouveau guide Business Model Creation dynamiquement labor par la Gembloutoise Sophie Racquez apr s 2 ans de recherches et de rencontres L Avenir PROPOS DE L AUTEUR Sophie Racquez est passionn e par les id es et les nouveaux produits services Ing nieur commercial et de gestion de l UCL Mons anc FUCAM elle fonde en 2007 avec son fr re designer The Idea Monopoly soci t de conseil en marketing et innovation Aujourd hui elle accompagne les entreprises les starters et les inventeurs dans la transformation de la premi re id e griffonn e sur papier en un produit ou service commercialis en validant avec eux chaque tape du parcours d innovation y compris la propri t intellectuelle Formatrice et experte notamment pour la coop rative d activit s Azimut elle est aussi charg e de la coordination du programme de conf rences du salon Brussels Innova Le must de la stratégie Collectif, 2016-10-13 La strat gie est un sujet crucial pour toutes les entreprises en qu te de sens dans un monde turbulent Cet ouvrage rassemble de mani re rigoureuse fouill e et exhaustive les 8 plus grandes th ories de la strat gie d entreprise des incontournables vers lesquelles se r f rer Les meilleurs experts du monde acad mique ou de l'entreprise professeurs praticiens du management ou consultants de haut vol tel le gourou du management Michael Porter abordent dans cet ouvrage tous les aspects pour mener son entreprise vers le succ s Depuis la question Qu est ce que la strat gie jusqu sa mise en oeuvre en passant par la strat gie Oc an Bleu le Business Model ou le tableau de bord prospectif le must de la strat gie est ici mis la port e du plus grand nombre Tire Review

The Allocation of Multinational Business Income: Reassessing the ,1947 India Rubber & Tire Review ,1921 Formulary Apportionment Option Richard Krever, 2020-02-20 The Allocation of Multinational Business Income Reassessing the Formulary Apportionment Option Edited by Richard Krever application of formulary apportionment in specific sectors such as digital enterprises and the banking industry the political economy of establishing and maintaining a successful formulary apportionment regime formulary apportionment proposals for Europe the role of traditional tax criteria such as economic efficiency fairness ease of administration and robustness to avoidance and incentive compatibility determining which parts of a multinational group are included in a formulary apportionment unit and whether innovative profit split methodologies such as those developed by China are shifting traditional arm s length methods to a quasi formulary apportionment system Providing a comprehensive understanding of all aspects of the formulary apportionment option this state of the art summary of history current practice proposals and prospects in the ongoing debate over arm s length versus formulary apportionment methodologies will be welcomed by practitioners policy makers and academics concerned with international taxation all of whom will gain an understanding of the case put forward by proponents for adoption of formulary apportionment in Europe and globally and the counter arguments they face Readers will acquire a better understanding of the implications of formulary apportionment and its central role in the current debate about the future of international taxation rules providing sic all the intellectual ammunition needed to carefully re examine one of the ideas traditionally considered as apocryphal by the OECD and to a significant portion of the tax professional community readers of this book will come away not only with a renewed understanding of the multiple facets of formulary apportionment but also of some of the fundamental pressure points in the international tax system Accordingly it is a welcome and timely addition to the literature Dr Stjepan Gad o Assistant Professor at University of Rijeka Faculty of Law British Tax Review 2021 Issue 2 p243 246 Stratégies et business models à l'ère digitale Guy Parmentier, Benoît Demil, Romain Gandia, 2022-04-11 Les cl s pour concevoir et repenser la strat gie l re digitale L exploitation des technologies num riques et la fa on dont l conomie s en est empar e ont boulevers l'approche traditionnelle des offres de produits et services transform des secteurs conomiques modifi des r gles de concurrence et favoris le d veloppement de toutes nouvelles mani res de faire des affaires L objet de ce manuel est de donner des cl s pour comprendre cette transformation et proposer des outils pour penser l action strat gique dans cette nouvelle re digitale Le management strat gique a besoin d un profond renouvellement pour faire face aux d fis de cette nouvelle r volution industrielle 4 0 et celui ci passe notamment par l int gration de la logique de business models de plateforme d'architecture multiface et d'ouverture. Le livre s'appuie la fois sur les derni res recherches conceptuelles dans le domaine et sur de nombreuses tudes de cas r alis es dans des industries qui mettent en place des

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