

Tableau De Bord Commercial Excel

Alain Fernandez

Construire un tableau de bord pertinent sous Excel Bernard Lebel, 2013-09-10 Destiné aux cadres d'entreprise, aux consultants, aux formateurs et aux étudiants, cet ouvrage est l'outil indispensable pour créer des tableaux de bord pertinents de pilotage d'activité. L'auteur montre comment mettre en place au sein des structures économiques - quelle que soit leur taille - des tableaux de bord efficaces et robustes en combinant les données existantes et la puissance d'Excel. Ce guide inclut également des fichiers à télécharger formant une boîte à outils avec des exercices, des fichiers d'aide à la construction de tableaux de bord ainsi que des Add-in (compléments logiciels) apportant de nouvelles fonctionnalités à Excel. Les points forts : Un parcours complet de la thématique, de la théorie à la mise en oeuvre opérationnelle Des méthodes et des outils pour se lancer dans la création de tableaux de bord adaptés au contexte de chacun Une synthèse des meilleures approches et bonnes pratiques internationales pour fiabiliser ses fichiers 15 exercices de Datavisualisation pour renforcer l'impact visuel Une section dédiée à la création de macros VBA pour automatiser la production des fichiers et libérer du temps pour l'analyse Une prise en main d'Excel Data-Explorer pour importer facilement des données depuis des sites Internet Open Data (ou des bases de données internes). Fichiers à télécharger avec exercices et matrices Configuration requise : PC avec processeur Pentium II 400, 128 Mo de RAM - Système d'exploitation Windows 98 ou supérieur. Macintosh avec processeur PowerPC, 64 Mo de RAM - Système d'exploitation MacOS 9 ou supérieur. Les logiciels suivants sont nécessaires à la consultation des fichiers : Microsoft Excel 2003 ou supérieur (extension .xls) Acrobat Reader 6.0 ou supérieur (extension .pdf) Microsoft Internet Explorer 6.x (ou supérieur) ou Mozilla Firefox 2.x (ou supérieur) (extension .html)

BTS Management Commercial Opérationnel Florence Fouché, Stéphane Bernier, Magali Heitz, Philippe Léonard, 2025-08-26 Intégrer l'ensemble des connaissances étudiées au sein de votre programme de BTS Management Commercial Opérationnel est votre priorité. Si l'acquisition des connaissances va crescendo tout au long des deux années de BTS, elle reste évidemment basée sur les fondamentaux académiques à retenir. Dès la première année les notions abordées vous permettront de vous constituer un socle de culture générale afin de mieux comprendre le monde qui vous entoure. De fait, cela rendra possible, en deuxième année, l'exercice et surtout l'amélioration de votre capacité d'analyse. Dans l'optique de réussir votre BTS, ce manuel propose ainsi : Du cours sur l'ensemble des matières du référentiel accompagnés d'outils

visuels (Cartes mentales, schémas) pour mémoriser les notions clés ;Des exercices corrigés, QCM et applications pour travailler les savoirs essentiels ;Des conseils pratiques pour adopter les bons réflexes dans un environnement professionnel ;Des sujets corrigés pour réussir les examens. L'outil indispensable pour les deux années du BTS !

L'essentiel du tableau de bord Alain Fernandez,2018-01-25 La méthode proposée dans cet ouvrage reprend les principes les plus récents de conception des tableaux de bord pour les adapter aux besoins des managers. Rapidité, simplicité et faible coût de réalisation en sont les priorités. A la fois théorique et pratique, le livre est structuré en deux parties. La première développe concrètement, avec exemples à l'appui, les phases fondamentales de la conception d'un tableau de bord en cinq étapes et quinze outils : définition des axes de progrès, détermination des points d'intervention, sélection des objectifs et des indicateurs, structuration du tableau de bord. La seconde partie est orientée réalisation, grâce à quinze fiches pratiques. Les fonctionnalités de Microsoft Excel utiles pour la création d'un tableau de bord de pilotage opérationnel sont expliquées dans cette nouvelle édition mise à jour. De plus, chaque chapitre est associé à une page Web spécifique du site de l'auteur www.tableau-de-bord.org où le lecteur pourra y trouver des conseils et tutoriels en vidéo. Des informations pratiques, des mises à jour, des liens complémentaires et des références d'ouvrages sont également consultables grâce à des QR codes. Tous les exemples, ainsi que le tableau de bord type développé étape par étape au fil de l'ouvrage, sont à télécharger sur ce même site.

DCG : Toute la 3^è année du DCG 3, 7, 11 en fiches Alain Burlaud,Marie-Paule Schneider,Maryse Ravat,Pascal Houcke,Jean-François Soutenain,Christophe Torset,Eric Margotteau,2016-03-02 Tout le programme de la 3^e année du DCG sous forme de fiches mémos : UE 3 droit social, UE 7 management, UE 11 contrôle de gestion

La boîte à outils des tableaux de bord Jean-Philippe Favre,2025-04-02 Dans un monde où les données sont devenues le carburant qui alimente la croissance des entreprises, il est essentiel de maîtriser l'art de la conception de tableaux de bord efficaces et pertinents. Mais comment aller au-delà des apparences et capturer l'essence des besoins de votre public cible ? Avec cette méthodologie appelée le « Dashboard Model Canvas », vous découvrirez comment explorer les profondeurs des attentes et des aspirations de votre audience. Abandonnez les approches superficielles et embrassez une nouvelle vision où l'empathie et la compréhension se marient pour créer des tableaux de bord qui résonnent avec votre entreprise. Vous apprendrez à insuffler de la vie à vos données, les transformant en récits captivants qui guideront vos décisions stratégiques. Que vous soyez un dirigeant, un responsable commercial ou tout autre professionnel amené à faire du reporting, cet ouvrage vous accompagnera tout au long de votre parcours. Des étapes initiales de collecte des besoins à la réalisation, vous serez guidé par des conseils pratiques et des exemples concrets.

Réaliser des graphiques avec Excel Frédéric Rosard,Jean-Marc Lagoda,2016-09-08 Pratique et basé sur l'expérience, cet ouvrage propose 30 fiches permettant de présenter ses données sous forme de graphiques percutants dans Excel 2013,

qui offre des outils très efficaces de mise en forme. L'auteur présente les principaux graphiques utilisés dans le monde de l'entreprise pour des synthèses, analyser des résultats ou réaliser des simulations visuelles. A chaque type de graphique est associée une question clef que peut se poser tout manager. Le livre est accompagné de fichiers en téléchargement offrant des matrices Excel complètes. 30 fiches opérationnelles - 30 conseils personnalisés - 30 cas pratiques - 85 illustrations

Sélectionner et réaliser le bon graphique pour ses présentations
 Evaluer les objectifs visés avec Excel pour chaque graphique
 Identifier les meilleures réponses graphiques aux problématiques métier
 Organiser des graphiques dans un tableau de bord
 Créer un tableau de bord opérationnel

DCG Compta Management : Toutes les révisions de l'UE 7, 10,11 - Spécial dispense BTS CG et DUT GEA Alain Burlaud, Jean-François Soutenain, Christophe Torset, José Destours, Mohamed Kébli, Eric Margotteau, 2016-03-02 Tout le programme de comptabilité et de management du DCG sous forme de fiches mémos : UE 7 management, UE 10 comptabilité approfondie, UE 11 contrôle de gestion - Spécial dispense BTS CG et DUT GEA

Bilingual Dictionary of Terms François Elandi, 2019-02-14 Bilingual Dictionary of Terms Banks. Finances. Money. Financial Markets / Banques. Finances. Monnaie. Marchés Financiers METODES Editions Collection Culture & Savoir (C&S) François Elandi This bilingual work, fruit of a team of specialists and professionals, deals with banking, finance, and stock market practices with — more than 25,000 words and terms used in French and in British and North American English of today; — convenient examples to better assimilate the terms used, contributing to make the work the most precise reference in its specialty; and — a cross-reference system to more precise definitions and complementary expressions to other words and terms inside the development of a word or an expression. It is intended for — high school pupils and students of higher education, — professional users, and — the general public. In order for them to — acquire and develop their professional lexicological heritage; — master the exact terminology in the practice linked to their activity or profession; — perfect their knowledge in banking, finance, and stock exchange practice; and — better communicate efficiently. Cet ouvrage bilingue, fruit d'une équipe de spécialistes et de professionnels, traite des pratiques bancaires, financières et boursières, avec : — Plus de 25000 mots et termes utilisés en français et en anglais britannique et nordaméricain ; — Des exemples pratiques pour mieux assimiler l'emploi de ces termes, contribuant à faire de l'ouvrage la référence la plus précise dans sa spécialité ; — Un système de renvois à des définitions et explications complémentaires et plus précises à d'autres mots et termes au sein du développement d'un mot ou d'une expression. Il est destiné : — A l'élève des lycées et collèges ou à l'étudiant de l'enseignement supérieur ; — A l'utilisateur professionnel ; — Au grand public. Pour : — Acquérir et développer son patrimoine lexicologique professionnel ; — Maîtriser la terminologie exacte dans la pratique liée à son activité ou à sa profession ; — Perfectionner ses connaissances dans la pratique bancaire, financière et boursière ; — Mieux communiquer efficacement.

50 fiches pour communiquer et s'organiser dans l'entreprise Pierrette Drivet, 2002

DCG 11 - Contrôle de gestion - Manuel et applications Eric Margotteau, Alain Burlaud, 2023-06-21 Ce manuel tout en couleur traite l'intégralité du programme de diplôme de comptabilité et gestion (DCG) n° 11. Il est destiné tout particulièrement aux candidats à l'épreuve n°11 du DCG et à l'UE TEC121 de l'INTEC. Il constitue également un support de travail pour les étudiants en écoles de commerce, préparant une licence CCA, ou le concours du CAPET. Enfin, il s'adresse aussi aux professionnels soucieux d'approfondir et d'actualiser leurs connaissances en contrôle de gestion, base d'un pilotage de la performance globale de l'entreprise. Il est conçu et présenté sous forme de parties et chapitres dont l'articulation est particulièrement soignée afin de garantir un exposé dynamique et efficace des connaissances théoriques et pratiques permettant leur compréhension et leur acquisition. Il est scindé en deux grandes parties : le cours articulé en chapitres comprenant : un plan exposé et détaillé ; un cours complet ; ponctué de courtes applications de contrôle de compréhension pour lesquelles un temps estimé est indiqué ; l'entraînement présenté dans l'ordre du cours : des QCM permettant de s'autoévaluer ; des cas inédits issus de situation réelle d'actualité correspondant au thème du chapitre ; des extraits choisis de sujets d'examen ; les corrigés complets en ligne.

PrépaBTS - BTS Gestion de la PME - Toutes les matières - Révision et entraînement Régine Aidemoy, Ludovic Babin-Touba, Annie Goulvent, Frédérique Le Graverend, Christine Malarmey, Thierry Mellared, Olivier Prévost, Johanna Stokkermans, Béatrice Tallégas-Le Nezn, 2019-09-04 Toutes les matières générales et professionnelles des 2 années du « nouveau » BTS Un ouvrage de révision complet qui couvre tout le programme en fiches synthétiques et qui propose un entraînement efficace aux nouvelles épreuves Pour chaque matière : Un cours structuré et illustré d'exemples concrets Des exercices corrigés Une méthodologie adaptée aux exigences des nouvelles épreuves Des enrichissements numériques variés (vidéos, schémas, cartes, presse, etc.) Nouveauté 2019 : des enrichissements numériques disponibles sur FoucherConnect pour approfondir ses connaissances et enrichir sa culture personnelle Sommaire Bloc 1. Gérer la relation avec les clients et les fournisseurs de la PME Bloc 2. Participer à la gestion des risques de la PME Bloc 3. Gérer le personnel et contribuer à la GRH Bloc 4. Soutenir le fonctionnement et le développement de la PME Culture économique, juridique et managériale Culture générale et expression Anglais La gamme d'ouvrages idéale pour bien se préparer et réussir ses deux années de BTS

La gestion commerciale Pierre Maurin, 2021-04-13 Pour résister efficacement à une mauvaise conjoncture ou une concurrence forte et persistante, une PME ou TPE doit impérativement maîtriser les clés de la gestion commerciale, afin d'en faire un véritable avantage concurrentiel. Pour ce faire, ce livre pédagogique — illustré de nombreux exemples et études de cas tirés de la réalité — vous propose de faire le point sur les bonnes pratiques et les bons réflexes à avoir pour : améliorer la satisfaction de vos clients ; optimiser vos actions de fidélisation ; structurer votre administration des ventes ; fiabiliser vos prévisions et budgets commerciaux ; rentabiliser votre service après-vente (SAV).

Webanalyse Antoine Denoix, 2013-04-10 Chaque jour, de nombreux internautes parcourent votre site. Qu'y font-ils ? D'où viennent-ils ? Pourquoi si peu d'entre eux utilisent votre moteur de recherche interne ? Votre page d'accueil doit-elle laisser autant de place aux offres commerciales ? Quel est l'emplacement idéal pour communiquer sur les frais de livraison ?... C'est la webanalyse, à savoir la compréhension et l'analyse des parcours, qui vous apportera ces réponses, et bien d'autres. Le risque est pourtant grand, faute de méthodologies adaptées, de vous laisser submerger de données, aussi peu intelligibles qu'actionnables. Ne fait pas de la webanalyse qui veut ! Cet ouvrage présente, explique et structure, via cas pratiques et méthodologies, les tâches et responsabilités d'un nouveau métier, celui de webanalyste. • Construire des indicateurs de performance et des tableaux de bord • Choisir un outil de webanalyse adapté • Créer et mettre en place un plan de marquage • Cadrer des analyses de performance • Former les équipes à la compréhension et l'usage des données • Conduire des campagnes de webtesting

Pilotez le succès commercial Rémi Plenier, 2024-06-11 Comment permettre le succès commercial de l'entreprise ? Comment manager les commerciaux pour créer les conditions de la réussite tant individuelle que collective ? Ce livre vise à fournir aux chefs d'entreprise, directeurs commerciaux et responsables d'équipe de vente des conseils pratiques et immédiatement opérationnels pour réussir dans leurs différentes missions : - Préparer et anticiper, aligner la mission, la vision et les valeurs de l'entreprise, définir la stratégie et le plan d'action - Organiser l'activité commerciale pour adresser le marché - Mesurer les performances et adapter en le personnalisant le plan d'action - Développer les compétences, l'engagement et la motivation Chaque conseil sera illustré par des exemples pratiques et des méthodes de mise en oeuvre qui feront de ce livre un véritable guide pratique du management commercial.

DCG : Toute la 3e année du DCG 3, 7, 11 en fiches - Révision Isabelle Chedaneau, Christophe Torset, Eric Margotteau, Maryse Ravat, Marie-Paule Schneider, Jean-François Soutenain, Alain Burlaud, 2021-02-03 > Tout le programme de la 3e année du DCG sous forme de fiches mémos : UE 3 Droit social UE 7 Management UE 11 Contrôle de gestion /ul" Une édition strongmise à jour des/strong strongdernières réglementations juridiques/strong et strongsociales ouvrage synthétique et efficace /strongpour revoir les fondamentaux A utiliser en complément de l'ouvrage Toutes les épreuves de la 3e année de DCG pour se donner toutes les chances de réussir !

DCG - Toute la 3e année du DCG 3, 7, 11 en fiches - 2024 - Révision 2024-2025 Alain Burlaud, Isabelle Chedaneau, Christophe Torset, Eric Margotteau, Maryse Ravat, Marie-Paule Schneider, Jean-François Soutenain, 2024-07-10 Conforme au Nouveau PCG 2025 Règlement ANC 2022-06 Une édition mise à jour des dernières réglementations sociales et conforme au nouveau PCG. Tout le programme de la 3e année du DCG sous forme de fiches mémos : UE 3 Droit social ; UE 7 Management ; UE 11 Contrôle de gestion. Un ouvrage synthétique et efficace pour réviser les fondamentaux et réussir l'examen !

Gestion de la clientèle Jean-François Dhénin, Brigitte Fournier, Nicole Dreyfus, 2004

Tout le DCG 11 - Contrôle de gestion Alain Burlaud, Eric Margotteau, 2016-02-24 Tout le programme de l'UE 11 « Contrôle de gestion » sous forme de fiches mémos + s'entraîner à l'épreuve : exercices corrigés, QCM de validation, conseils et méthode, sujets corrigés et commentés.

La boîte à outils de l'Efficacité professionnelle - 2e éd. Pascale Bélorgey, 2024-04-03 Communiquer avec les autres, conduire une réunion, gérer son temps, maintenir son équilibre, piloter sa carrière, traiter l'information, travailler ensemble... C'est ce qu'on regroupe sous le vocable Efficacité professionnelle. Ce livre propose tous les outils et savoir-faire pour développer l'efficacité dans son travail et ainsi mieux se réaliser dans son univers professionnel. Il comprend aussi des vidéos pédagogiques illustrant des situations concrètes.

Le Chemin de fer, professionnel, technique, commercial et politique ..., 1896

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