



## Le rôle de la confiance dans un acte d'achat réfléchi

By Diarra, Adama Mary

Book Condition: New. Publisher/Verlag: Éditions universitaires européennes | Cas de l'achat d'une voiture Toyota | Cet Ouvrage Cherche à mettre en exergue les déterminants de la confiance à travers les variables qui influencent l'intention d'achat des deux parties (clients-vendeurs) dans le domaine marketing. Le monde économique actuel connaît une crise très aigüe qui étale ses tentacules dans tous les secteurs d'activités. Le dénominateur commun de tout ce malaise économique repose essentiellement sur le dilemme pétrolier. L'un des secteurs les plus touchés étant le secteur de l'automobile. Ce secteur très dynamique offre une pléiade d'acteurs constitués d'offres et de demandeurs dans un marché très ouvert. L'opportunité qu'offre ce marché en plein expansion paradoxalement à la situation économique actuelle suscite la convoitise de ses acteurs. Une lutte sans merci est alors engagée pour gagner la confiance du public qui est de plus en plus regardant sur son investissement en général et plus particulièrement quand il s'agit d'un achat réfléchi, en l'occurrence celui d'un véhicule. | Format: Paperback | Language/Sprache: fre | 64 pp.



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