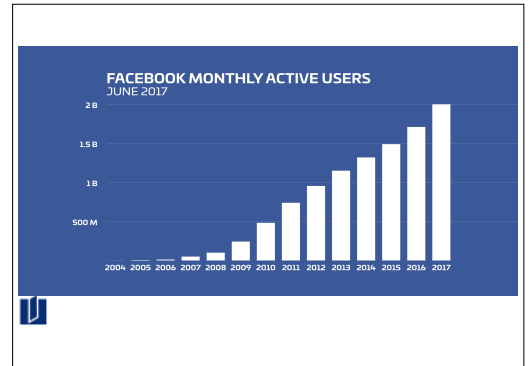
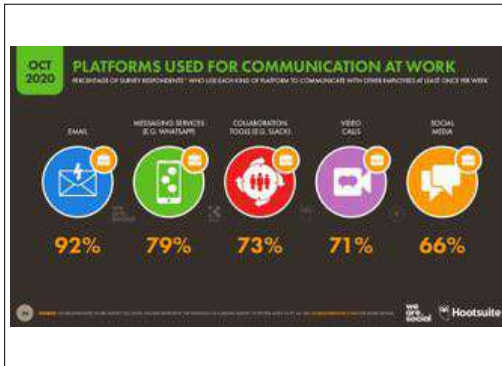
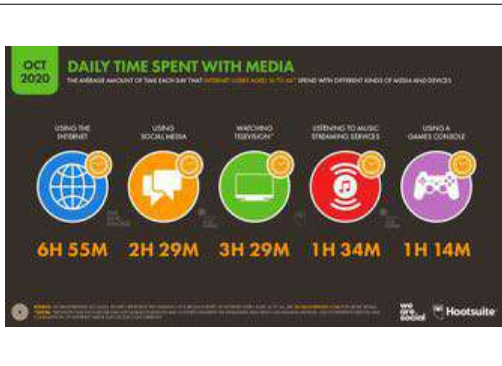
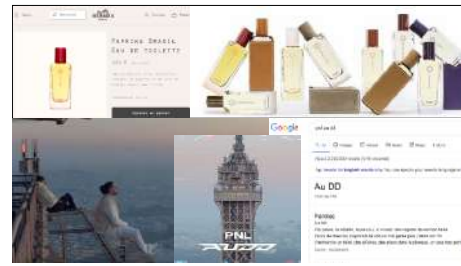
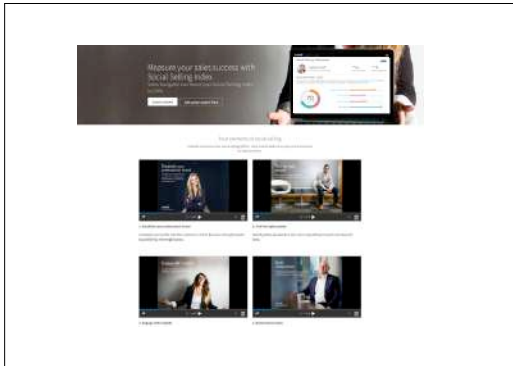
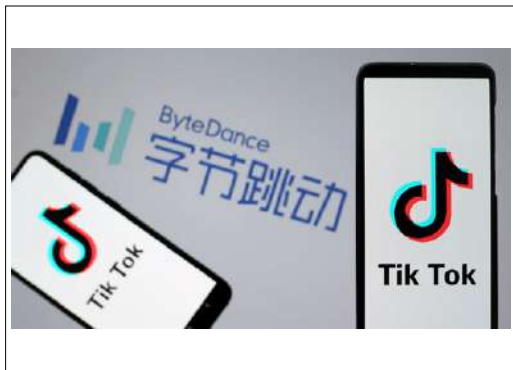
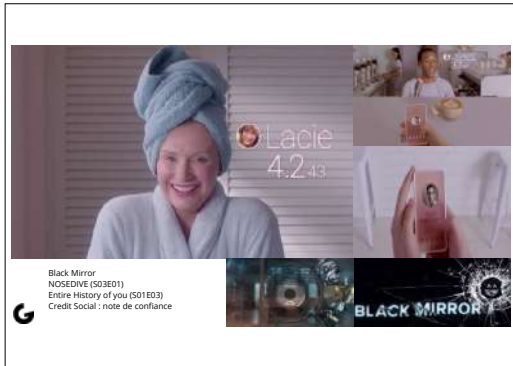
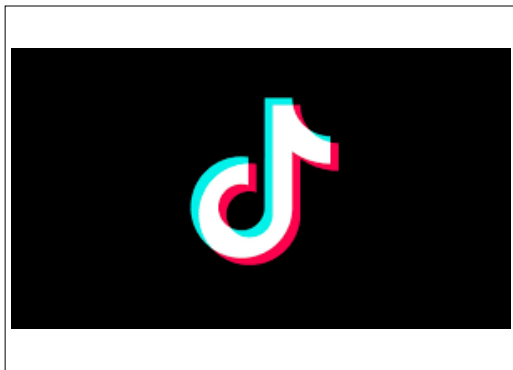
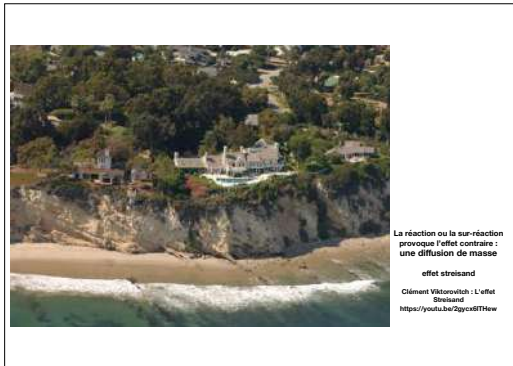
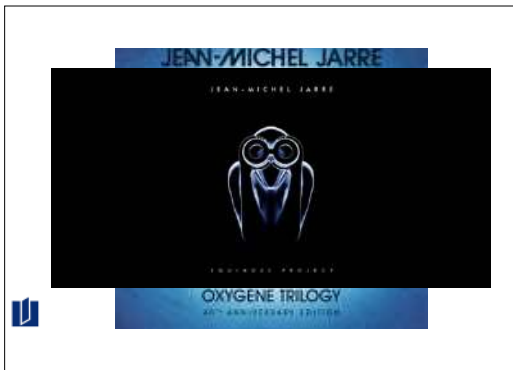
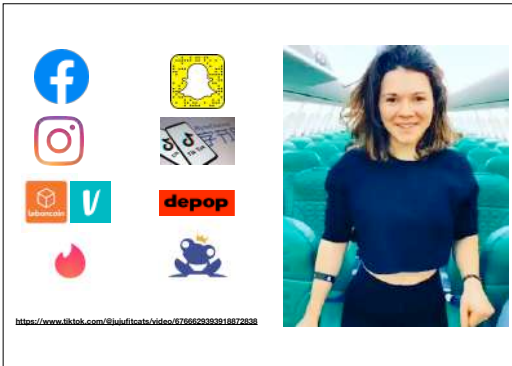
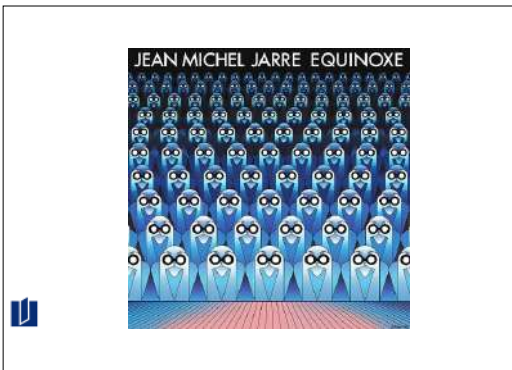


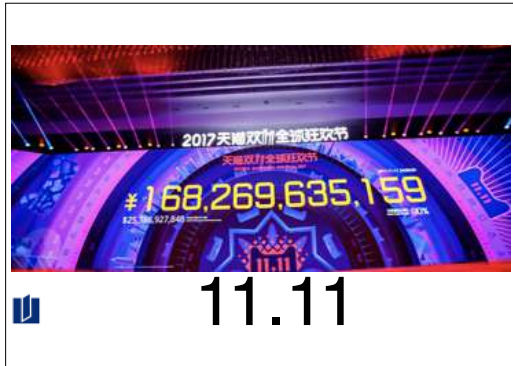
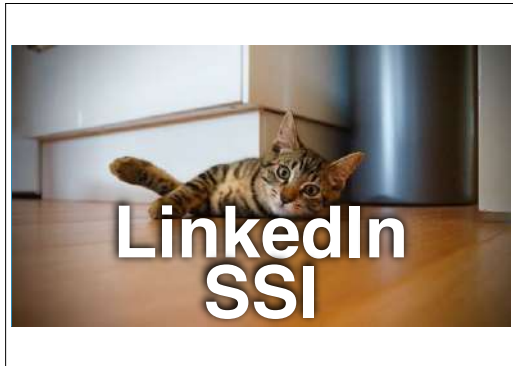
# EP02

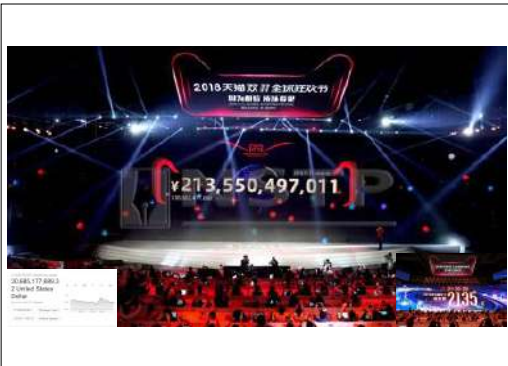




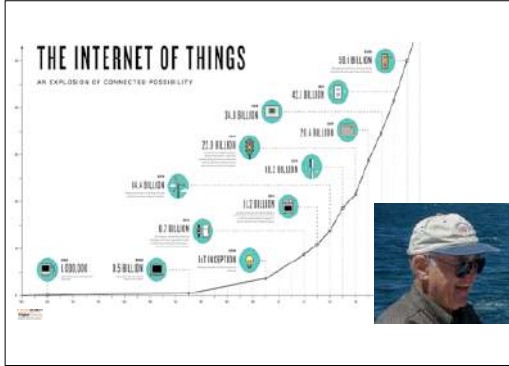
Your image posted on October 30, 2018 (7 comments, 135 likes)

39 people from Google Resault viewed your post	359 people who have the title Salesperson viewed your post	1,771 people viewed your post from Paris Area, France
Employees: 39	Project Manager: 211	Lyon Area, France: 476
Design: 27	Manufacturing / Mechanical Engineer: 128	Toulouse Area, France: 321
Seller: 16	Student / Intern: 138	Orléans Area, France: 131
Artist: 17	Consultant: 110	Lille Area, France: 79
Trader: 16	Founder: 107	Marseille Area, France: 58
HR: 16	Public Relations Specialist: 103	Nantes Area, France: 54
Change Business Services: 16	Marketing Specialist: 101	Bordeaux Area, France: 49
SAOP: 16	CEO / Executive Director: 91	





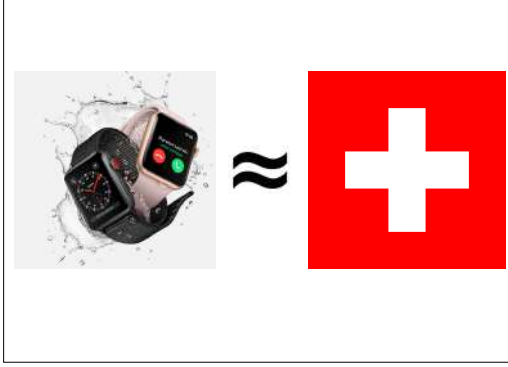
PSY 3,9 milliards de vues  
 YouTube : 5M€ de droit +



**m**omentum IOT

Objets connectés

Gartner = 25 milliards d'objets  
 Cisco = 50 milliards d'objets  
 Intel = 200 milliards d'objets



蚂蚁金服  
 ANTI FINANCIAL

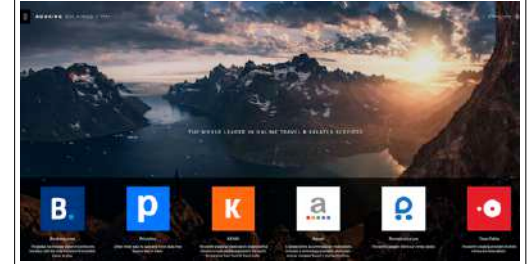
Ranking	Ranking Group	Market Capitalization (USD bn)
1	JP Morgan	368
2	ICBC	350
3	Bank of America	315
4	China Construction Bank	270
5	Wells Fargo	268
6	HSBC	208
7	Agricultural Bank of China	200
8	Citi	185
9	Bank of China	180
10	Ant Financial	150
11	China Merchants Bank	122
12	Royal Bank of Canada	114
13	Santander	100
14	BBK Postbank	90
15	Goldman Sachs	91
16	Sberbank	84
17	Unicredit	80
18	Bankfax	47



Les Nouvelles économies

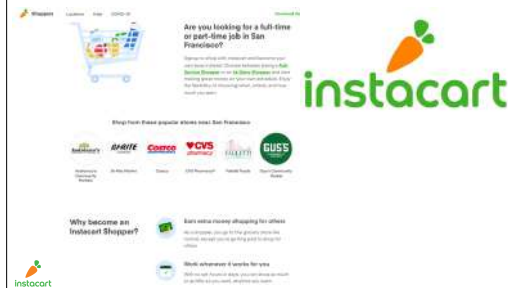
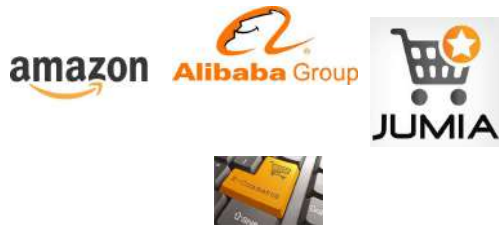
	2006	Brand Value 2006 \$MIL.	2017	Brand Value 2017 \$MIL.
1	Microsoft	62,039	Google	245,581
2	Coca-Cola	56,824	Apple	234,671
3	Amazon	41,406	Microsoft	143,222
4	Walmart	39,168	Amazon	139,286
5	Facebook	38,510	Facebook	120,800
6	AT&T	37,567	AT&T	115,112
7	VISA	37,445	VISA	110,999
8	IBM	36,064	Tencent 腾讯	108,292
9	IBM	31,028	IBM	102,088
10	McDonald's	30,201	McDonald's	97,725

GAFA MSH  
 NATU BEY  
 BATX BDH



GAFA MSH  
 Google Amazon Facebook Apple Microsoft Salesforce Huawei  
 NATU BEY  
 Netflix Airbnb Tesla Uber Booking Expedia Yandex  
 BATX BDH  
 Baidu Alibaba Tencent Xiaomi Bytedance DJI Hikvision

Qui perturbe  
 les BATXBDH ?



ed ag water  
 food legal civic insur  
 mar TECH med  
 green fin deep  
 ad

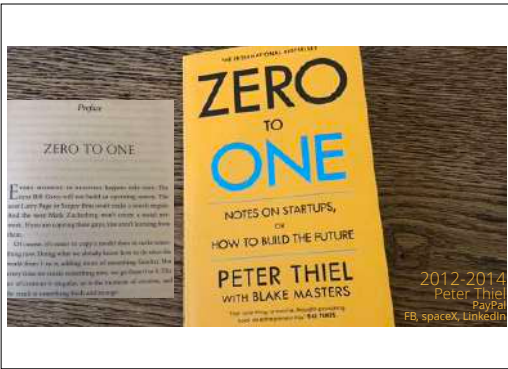
economics GIG  
 blue expectation new  
 micro sha | ring macro  
 offre economy  
 platform nudge gift  
 barter collaborative market neuro  
 attention

intelligence  
 law sha | ring funding  
 crowd  
 marketing power  
 lending collaboration sourcing

Key  
 TakeAways  
 ce qu'il faut retenir

nolimit  
 exponential  
 mindset





Les **3** étapes de toute Innovation / rupture / révolution

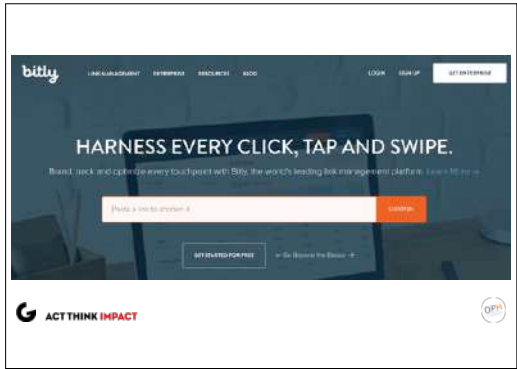
- 1** Utopiste / étrange / ridicule
- 2** Impossible / dangereux
- 3** Évident / simple

Thiel / Aberkane



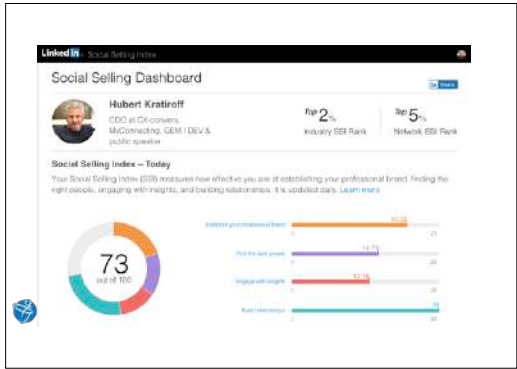
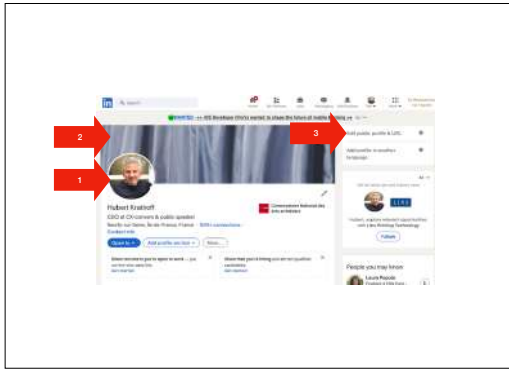
Tout le groupe doit savoir faire les 6 étapes

- 1/ trouver un PDF sur internet
- 2/ copier l'url du PDF
- 3/ tester l'url
- 4/ coller l'url dans qrcode-monkey
- 5/ télécharger le qrcode
- 6/ coller le qrcode dans le chat pour test



LinkedIn SSI : Social Selling Index

- 1/ Calcul de votre SSI [www.linkedin.com/sales/ssi](http://www.linkedin.com/sales/ssi)
- 2/ Profil complet
- 3/ Photo + Background + URL
- 4/ Résumé + CV



NPS / CSAT

- 1/ trouver un site / une app pour poser les deux questions NPS ET CSAT (google form / survey monkey / SLIDO / MS Form)
- 2/ ouvrir un compte gratuit si nécessaire
- 3/ formuler les 2 questions
- 4/ copier les liens de partage
- 5/ coller les liens dans le Chat de Teams pour test



trouver les traductions et définitions des termes suivants. Puis vous évaluez l'impact de ces tendances sur le secteur

- New Normal
- Post Covid
- Tiers-lieux
- CoWorking
- CoLiving
- CoHoming
- Business Park
- Remote Work

**EP03**