

## Phénomène observé

La crise sanitaire actuelle liée au coronavirus commence à avoir des conséquences multiples au niveau de l'offre, de la demande et du comportement des consommateurs. L'avenir après cette crise appartiendra à ceux qui sauront créer une nouvelle proximité avec les consommateurs en répondant à leurs demandes spécifiques selon la zone où ils résident (zone de chalandise).

Elle pose de nombreux défis aux entreprises qui doivent **repenser leur façon de travailler**, de vendre et de communiquer. Les équipes ont recours au télétravail et les salons et événements sont **annulés en masse**. Les consommateurs, cloisonnés chez eux ou non, se tournent en nombre vers le digital pour éviter tout contact<sup>1</sup>.

Si les réactions à la crise dépendent encore largement des zones et des types d'activité, il devient nécessaire pour beaucoup d'entreprises d'**adapter leurs stratégies de communication**. C'est l'occasion de se tourner vers de **nouveaux leviers de conversion et d'engagement** comme le marketing d'influence ou d'accentuer ce levier s'il fait déjà partie de votre stratégie marketing. Face aux effets directs et indirects du coronavirus, l'entreprise peut adapter sa stratégie de communication de façon intelligente pour maintenir son niveau d'activité et **continuer à convertir**.

La crise sanitaire du Covid19 (Coronavirus) que connaît le monde entier depuis le début de l'année 2020 fait couler beaucoup d'encre en sciences économiques et de gestion (management et marketing). Hormis quelques secteurs et profils précis, tous les agents économiques de la société sont concernés et touchés par cette épidémie, que ce soit de loin ou de près. Ainsi, les entreprises font face, dans un contexte économique déjà fragile où la crise de 2008 se fait encore sentir, à un enjeu de taille et totalement imprévisible.

D'un autre côté, les parties prenantes externes à l'entreprise sont, elles aussi, fortement impactées par la crise du Covid-19. Ainsi, les clients peuvent se demander s'ils vont pouvoir bénéficier des mêmes services qu'avant la crise et au même prix. Leur attention étant portée sur l'évolution de la crise, leur courbe de demande pour des produits qu'on peut qualifier de peu essentiels, comme c'est le cas de nombreux produits liés à l'habillement et à la mobilité, se voit déjà modifiée et est en forte baisse.<sup>2</sup>

<sup>1</sup> <https://www.kojsquare.com/fr/blog/influence-marketing-reponse-communication>

<sup>2</sup> <https://www.etudes-et-analyses.com/question-strategie/management-et-organisation/etude-de-cas/entreprises-adaptent-elles-leur-activite-face-crise-covid-19-624341.html>

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