

BTS Tourisme - VPT

La Segmentation

Une entreprise d'un secteur commercial d'un public hétérogène, a besoin d'être plus ciblée que les concurrents dans un jeu concurrentiel des relations clientèles et des marchés locaux. Une entreprise peut être composée de multiples, voire de multiples d'entreprises. L'existence d'entreprises productives d'activités et un ensemble de techniques et méthodes est constituée une politique marketing ?
Une réponse : la segmentation.

1. L'intérêt de la segmentation

Pour mieux appréhender la demande, il faut la découper en sous-ensembles homogènes. La segmentation est utilisée en effet en plusieurs dimensions : de la taille du marché vers les segments.

On adapte la demande marketing qui consiste à étudier les besoins et les attitudes de la clientèle et à réaliser un catalogue des offres en conséquence, voire à une façon plus précise d'analyse de marché : celle des segments. L'entreprise tente de reconnaître un avantage compétitif en proposant une offre mieux adaptée à des besoins spécifiques particuliers.

• Pourquoi segmenter ?

On segmente pour mieux appréhender la demande, ce qui a permis à la clientèle par conséquent, de mieux connaître leurs besoins, ce qui les différencie et les besoins identifiés.

On segmente pour créer des offres d'activités personnalisées spécifiques.

On segmente pour mieux répondre aux attentes des clients par rapport aux caractéristiques. Face à une importante diversité de l'offre, il faut faire mieux et différencier des caractéristiques de façon à mieux répondre à leurs attentes et de manière plus adaptée. Par cette différenciation (services, offre, ...), les entreprises peuvent bénéficier des avantages de différenciation des produits. L'objectif pour l'entreprise est de créer un avantage concurrentiel reconnu sur le marché par offre plus adaptée vers les consommateurs.

Exercice

Ma première page

De quoi s'agit-il ?

Apprenez

à bien gérer

l'offre

Personne

Leur plan

Leurs

Document associé

Document associé à afficher

Personne

Personne

Ma deuxième page

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Comment

Quelle durée

Le contenu

10000

(Source : marketingdirect.com)

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Epe Bts Tourisme

D Siedentop



Epe Bts Tourisme:

Reviewing **Epe Bts Tourisme**: Unlocking the Spellbinding Force of Linguistics

In a fast-paced world fueled by information and interconnectivity, the spellbinding force of linguistics has acquired newfound prominence. Its capacity to evoke emotions, stimulate contemplation, and stimulate metamorphosis is truly astonishing. Within the pages of "**Epe Bts Tourisme**," an enthralling opus penned by a very acclaimed wordsmith, readers embark on an immersive expedition to unravel the intricate significance of language and its indelible imprint on our lives. Throughout this assessment, we shall delve in to the book is central motifs, appraise its distinctive narrative style, and gauge its overarching influence on the minds of its readers.

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