

BTS Tourisme - VPT

La Segmentation

Une stratégie d'and permet d'identifier d'une manière homogène, d'attribuer des clients qui se ressemblent dans un jeu partageant des valeurs similaires et des valeurs similaires. Une stratégie peut être comprise de manière, selon des méthodes d'analyse. L'analyse d'analyse permet d'identifier un ensemble de techniques et constitue 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 un processus décisionnel : de la taille du marché vers les segments.

On adapte la demande marketing qui consiste à adapter les besoins et les attentes de la clientèle et à réaliser un objectif sans être en concurrence, mais à un niveau plus précis d'analyse de marché : celle des segments. L'analyse de la demande est un avantage compétitif et permet une offre mieux adaptée à des besoins spécifiques particuliers.

• Pourquoi segmenter ?

On segmente pour mieux appréhender la demande, ce qui a impacté la clientèle par segmentation, la peut connaître mieux les clients, 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 demande diversifiée 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, etc.) les consommateurs favorisent les politiques de différenciation des produits. L'objectif pour l'entreprise est de créer un avantage concurrentiel unique sur le marché sans être en concurrence avec les concurrents.

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Quelle offre

Le Client

1000

(Source : marketing)

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Villon,2014 *BTS Tourisme, toutes les matières* Sandrine Dacunha,Jocelyne Levy-Dahan,Madeleine Doussy,2017-04-13 Le cours complet des deux ann es pour approfondir et comprendre les notions de chaque discipline Des exercices accompagn s de leurs corrig s pour v rifier l acquisition des connaissances M thodes La pr sentation de l preuve du BTS et les conseils m thodologiques En plus l anglais est trait comme une mati re professionnelle afin de r pondre aux exigences du r f rentiel Livre en ligne INCLUS pour l achat de cet ouvrage consultez l int gralit de votre livre sur de nombreux supports PC Mac Tablettes et Smartphones En savoir plus sur www.nathan.fr livre en ligne *BTS Tourisme, toutes les matières* Sandrine Dacunha,Jocelyne Levy-Dahan,Madeleine Doussy,Gérard Laneyrie,2018-07-12 **Action touristique** Armand Huet,Nathalie Rabeyrin,Marie-Dominique Sultan,1998 *Action touristique* Armand Huet,Nathalie Rabeyrin,Marie-Dominique Sultan,1999 *Gestion des entreprises du tourisme* Michel Monereau,1995 Conform ment aux recommandations du programme de Gestion du BTS Tourisme Loisirs cet ouvrage a pour objectif de permettre aux tudians d acqu rir la ma trise des instruments de mesure de l activit et de pilotage de l entreprise de tourisme Il aborde avec rigueur le plan comptable des agences de voyages afin de former le futur professionnel aux imp ratifs de la gestion En particulier ce tome 1 pr sente les concepts et les techniques de base et traite de mani re exhaustive les techniques d enregistrement comptable dont on sait qu elles utilisent des normes sp cifiques li es l activit des agences de voyage Chaque chapitre traite un probl me de gestion selon l approche suivante L essentiel les notions indispensables L illustration un ou plusieurs cas pratiques r solus En savoir plus des compl ments dont l objectif est de professionnaliser l tudiant Les applications pour mettre en pratique les acquis et s entra ner efficacement pour l examen Un accent particulier est mis sur l tude de documents r els et d exemples sp cifiques aux entreprises et aux organismes de tourisme R f rence est faite lorsque n cessaire l outil informatique Les statistiques appliqu es instrument indispensable d aide la d cision sont pr sent es de fa on simple Destin en particulier aux tudians des fili res touristiques BTS 1re ann e et formations universitaires cet ouvrage int ressera galemment les professionnels soucieux de comprendre les m canismes de la gestion **BTS Tourisme, Réceptif-Emetteur, incoming- outgoing** ,2022 **BTS tourisme** Sandrine Dacunha,Madeleine Doussy,Patricia Garcia,Peter Prince,2015-12-23 *BTS Tourisme-Loisirs* ,19?? *Objectif BTS Fiches Tourisme* Mélanie Bourge,Béatrice de La Rochefoucauld,2016-08-31 Tout le cours en 100 fiches Cet ouvrage comprend toutes les notions conna tre en BTS Tourisme sous la forme la plus efficace en termes de m morisation les fiches Dans chaque fiche l tudiant trouvera la garantie de la r ussite un cours complet expliqu avec des synth ses claires de nombreux exemples pour bien comprendre des sch mas et des tableaux pour tout m moriser En plus Un lexique du tourisme en fran ais et en anglais

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