

# 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 marketing pour identifier des segments de marché vers les segments.

On adapte la demande marketing qui consiste à adapter les besoins et les attentes de la clientèle et à adapter les produits aux offres en conséquence, ainsi à une façon plus précise d'analyse de marché : cette deux éléments, l'analyse de marché de marketing est un avantage compétitif et propose une offre pour répondre à des besoins spécifiques de clients.

#### • Pourquoi segmenter ?

On segmente pour mieux appréhender la demande, car on a compris la clientèle par segmentation, la peut connaître mieux les clients, on peut les différencier et les besoins spécifiques.

On segmente pour créer des offres d'articles personnalisés spécifiques.

On segmente pour mieux répondre aux attentes des clients par rapport aux comportements. Face à une demande diversifiée de l'offre, il faut faire mieux et différencier des comportements de façon à mieux répondre à leurs attentes et de manière plus adaptée. Par cette comportement de clients, offre, la segmentation permet de mieux répondre aux besoins de différenciation des produits, l'analyse de marketing pour l'analyse de marché est un avantage compétitif car la clientèle est mieux avec référence vers les comportements.

## Exercice

### Ma première page

#### De quoi s'agit-il ?

Appelle

Adresser plans

Blog

Forum

Liens plus

Liens

### Documents associés

Document associé à afficher

#### Forum

Forum

### Meilleures ventes

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Quelle durée

Le Comment

10000

(France métropolitaine)

Document associé à afficher

# Epe Bts Tourisme

**Armand Huet, Nathalie Rabeyrin, Marie-Dominique Sultan**

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