

# BTS Tourisme - VPT

## La Segmentation

Une stratégie d'achat permet de cibler 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 critères d'achat. L'objectif principal de la segmentation est d'identifier et de cibler un segment homogène ?  
Une réponse : la segmentation.

### 1. L'objectif de la segmentation

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

On adopte la démarche marketing qui consiste à étudier les besoins et les attitudes de la clientèle et à réaliser un ciblage qui offre un accompagnement, basé à un niveau plus précis d'analyse de marché : celle des segments. L'objectif de la segmentation est d'identifier un segment homogène et proposer une offre correspondant à ses besoins spécifiques particuliers.

#### • Pourquoi segmenter ?

On segmente pour mieux appréhender la demande, ce qui a permis de cibler une clientèle qui segmentée, le point commun entre les clients, ce sont les comportements et les besoins similaires.

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

On segmente pour mieux répondre aux attentes des clients qui regroupe une sous-catégorie. Face à une importante diversité de l'offre, il faut faire ressortir et différencier des sous-catégories de façon à rendre répondre à leurs attentes et de manière plus adaptée. Par cette sous-catégorisation (besoins, goûts, ...), les consommateurs trouvent les produits de différenciation des produits. L'objectif principal de la segmentation est de créer un package personnalisé adapté aux besoins des clients sous-catégorisés vers les consommateurs.

## Exercice

### Ma première page

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

Appelle

Adresser plans

Blog

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Liens plus

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### Documents associés

Document à télécharger

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Forum

### Meilleures ventes

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#### Comment

Quelle offre

Le Client

1000

(Source : marketing)

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# Epe Bts Tourisme

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

## **Epe Bts Tourisme:**

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Levy-Dahan, Madeleine Doussy, 2017-04-13 Le cours complet des deux années pour approfondir et comprendre les notions de chaque discipline Des exercices accompagnés de leurs corrigés pour vérifier l'acquisition des connaissances Méthodes La présentation de l'épreuve du BTS et les conseils méthodologiques En plus l'anglais est traité comme une matière professionnelle afin de répondre aux exigences du référentiel Livre en ligne INCLUS pour l'achat de cet ouvrage consultez l'intégralité de votre livre sur de nombreux supports PC Mac Tablettes et Smartphones En savoir plus sur [www.nathan.fr](http://www.nathan.fr) livre en ligne **BTS Tourisme, toutes les matières** Sandrine Dacunha, Jocelyne Levy-Dahan, Madeleine Doussy, Gérard Laneyrie, 2018-07-12

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**Toutes les matières 1re et 2e années BTS Tourisme** Sandrine Dacunha, Madeleine Doussy, Nathalie Philippo, Christel Pommier, 2021-08-19 **BTS Tourisme Réceptif/Emetteur**, 2017-08-29 Le BTS tourisme rénové en 2012 est complet et très riche en enseignements divers A travers cet ouvrage notre équipe d'auteurs composée de professionnels du tourisme et de professeurs enseignant tous en BTS tourisme aborde l'ensemble du programme avec comme objectif de vous accompagner tout au long de vos deux années pour la préparation aux preuves écrites et orales de l'examen **Action touristique** Armand Huet, Nathalie Rabeyrin, Marie-Dominique Sultan, 1998 Gestion des entreprises du tourisme Michel Monereau, 1995 Conformément aux recommandations du programme de Gestion du BTS Tourisme Loisirs cet ouvrage a pour objectif de permettre aux étudiants d'acquiescer la maîtrise des instruments de mesure de l'activité 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 impératifs de la gestion En particulier ce tome 1 présente les concepts et les techniques de base et traite de manière exhaustive les techniques d'enregistrement comptable dont on sait qu'elles utilisent des normes spécifiques liées à l'activité des agences de voyage Chaque chapitre traite un problème de gestion selon l'approche suivante L'essentiel les notions indispensables L'illustration un ou plusieurs cas pratiques résolus En savoir plus des compléments dont l'objectif est de professionnaliser l'étudiant Les applications pour mettre en pratique les acquis et s'entraîner efficacement pour l'examen Un accent particulier est mis sur l'étude de documents réels et d'exemples spécifiques aux entreprises et aux organismes de tourisme Référence est faite lorsque nécessaire l'outil informatique Les statistiques appliquées instrument indispensable d'aide à la décision sont présentées de façon simple Destin en particulier aux étudiants des filières touristiques BTS 1re année et formations universitaires cet ouvrage intéressera également les professionnels soucieux de comprendre les mécanismes de la gestion **Bloc 7 Tourisme et territoires BTS Tourisme 1re et 2e années**, 2021-06-17

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