

INDUSTRIAL MARKET SEGMENTATION



Segmenting The Industrial Market

Thomas V. Bonoma, Benson P. Shapiro



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marketing plans on cursory incomplete or emotional analyses They end up with fuzzy business missions unclear objectives information that isn't decision oriented unfocused promotional strategies and no real plan to attack niche markets This happens because they haven't developed an effective strategy for segmenting high tech and industrial markets They don't have a process that introduces and improves their business segmentation planning and execution What they need is a handbook for improving their organization's performance in new and existing business markets Handbook of Market Segmentation Third Edition Strategic Target Marketing for Business and Technology Firms is a state of the art guide to market identification analysis selection and strategy The book is organized into four parts segmentation planning business segmentation bases implementing segmentation strategy segmentation strategy cases and includes applications case studies checklists figures and tables Each chapter features a Segmentation Skillbuilder a field tested exercise that improves your working knowledge of key business to business segmentation topics and a Business Segmentation Insight an in depth look at a key segmentation issue Handbook of Market Segmentation Third Edition Strategic Target Marketing for Business and Technology Firms examines how to conduct effective cost efficient and profitable segmentation studies segmentation options such as differentiation and niche marketing defining business markets a 10 point program for segmenting business markets planning and research business segmentation bases geographics firmographics benefits usage purchasing behavior how North American Industrial Classification System NAICS has replaced SIC analysis criteria for choosing target markets implementing segmentation in business organizations how to conduct and benefit from a segmentation audit detailed segmentation studies on six companies Collins Aviation Services Dev Soft Dow Corning Lexmark International Pharmacia Corporation and Sportmed and much more Handbook of Market Segmentation Third Edition Strategic Target Marketing for Business and Technology Firms is an essential resource for business professionals working in the high tech industrial and business service industries and for educators training the next generation of marketers managers and strategists

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