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Dr. Kotler has served as chairman of the College on Marketing of the Institute of Management Sciences, a director of the American Marketing Association, and a trustee of the Marketing Science Institute.

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For Kotler and Armstrong, the authors of Principles of Marketing, segmentation is acknowledging that you can 't serve all clients with the same level of satisfaction. This way, in order to provide the greatest satisfaction possible, it 's necessary to define a "Target Market".

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Kotler|Armstrong Principles of
Marketing Chapter 1
Vocabulary. A principle of
enlightened marketing that
holds that a company should
make good marketing decisions
by considering consumers'
wants, the company's
requirements, consumers' long
run interests, and society's long
run interests.

Kotler And Armstrong Principles

Of

It is advisable to conduct an environmental analysis-both internal and external-to determine the major factors that may affect an organization. The internal environment is the assessment of an organization 's strength and weaknesses. The external environment, on the other hand, focuses on the opportunities and threats (Kotler & Armstrong, 2010)

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