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Essentials Of Healthcare Marketing 3Rd Edition. consider? Some uncontrollable environment factors to consider in this market would be Economical, Social, and Rivaling Competitors. 5. A major concern for many health care professionals is the belief that marketing "creates" needs. Explain the complexity of this issue.

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Essentials of Healthcare Marketing, 3rd Edition, Chapter 6. Market segmentation is the process of grouping into clusters consumers who have similar wants or needs to which an organization can respond by tailoring one or more elements of the marketing mix. Whereas a mass marketing strategy can be described as bending demand to the will of supply,...

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