



Marketing Turístico

Marketing Turístico

Fundación Escuela de Negocios MBA.

Marketing Turístico:

Marketing turístico Gorka Zamarreño Aramendia, 2019-11-21 Comprender el proceso de marketing y conocer los distintos tipos de gestión Identificar las oportunidades y diseño de una estrategia de marketing Conocer sobre la distribución comunicativa y ventas del producto turístico Conocer el desarrollo del mix de marketing para turismo Conocer la diferencia de planificación entre el marketing y el marketing relacional UD1 Turismo y marketing Comprensión del proceso de marketing 1 Turismo y marketing Comprensión del proceso de marketing 1 1 Definición 1 2 El Marketing Mix 1 3 Marketing y turismo 1 4 Tipos de gestión de marketing 1 5 Marketing y gestión de servicios turísticos UD2 Identificación de oportunidades y diseño de una estrategia de marketing 1 El entorno de marketing 2 Gestión de la información del marketing 3 La investigación comercial 4 Fuentes de información 5 Factores turísticos específicos en el desarrollo del marketing mix UD3 Desarrollo del mix de marketing para turismo producto precio 1 Introducción 2 Definición del producto turístico 2 1 El poder de la marca turística 2 2 Desarrollo de productos y turismo 2 3 Ciclo de vida del producto turístico 2 4 Evaluación comparativa benchmarking 3 El precio de los servicios turísticos 3 1 Factores para fijar los precios 3 2 Enfoques para la fijación de precios 3 3 Estrategias de precios 3 4 Sensibilidad de precios 3 5 Sistemas de Revenue Management 3 6 Estrategias de precios en el sector turístico 3 7 Gestión de descuentos 4 Posicionamiento de producto UD4 Distribución comunicativa y ventas del producto turístico 1 Introducción 2 El sector turístico y la distribución 2 1 Tipos de canales de distribución 2 2 Sistemas de distribución global GDS 2 3 Distribución desde las agencias de viaje 2 4 Tour operadores mayoristas 2 5 Internet 3 Comunicación y ventas 3 1 Desarrollando una comunicación eficaz 3 2 Canales de comunicación 3 3 Publicidad para el producto turístico 3 4 Presupuesto de ventas UD5 Planificación de marketing y marketing relacional 1 Teoría y estrategia 1 1 Importancia de la planificación 1 2 Plan de marketing turístico 2 Marketing relacional para el turismo 2 1 Relaciones con los clientes

Marketing turístico, 2007 En este libro se muestran los diferentes elementos que conforman la estructura de un hotel dando una perspectiva global de cómo funcionan los diferentes servicios con una visión diferente del personal que conforman cada uno de los departamentos así como las funciones que tienen que desarrollar los trabajadores en la gestión de hoteles Muestra las técnicas necesarias para informar atender dirigir orientar y satisfacer las necesidades del cliente así como el manejo de las herramientas necesarias para desempeñar el trabajo de gestión NDICE 1 El marketing turístico 2 El mercado turístico la demanda turística 3 El mercado turístico la oferta turística 4 Promoción y comunicación turística 5 Comercialización y distribución turística Marketing turístico 2.ª edición MÁRMOL SINCLAIR, PATRICIA, OJEDA GARCÍA, CARMEN DELIA, 2016-01-01 Este manual ha sido concebido como libro de texto para el módulo profesional de Marketing Turístico de los Ciclos Formativos de grado superior de Agencias de Viajes y Gestión de Eventos de Gestión de Alojamientos Turísticos y de Guía Información y Asistencias Turísticas pertenecientes a la familia profesional de Hostelería y Turismo Por tanto los destinatarios principales son los profesores y los alumnos de enseñanzas turísticas aunque se ha pretendido conscientemente

que sea útil para cualquier persona interesada en adquirir los conocimientos básicos sobre este campo así como para todos aquellos profesionales que deseen actualizar sus conocimientos ya que pone a su disposición herramientas útiles para alcanzar un buen dominio del marketing turístico desde una perspectiva más actual. En esta segunda edición se ha cuidado especialmente la actualidad de los contenidos teniendo en cuenta que en los últimos años se están produciendo cambios significativos y acelerados en el marketing turístico. Entre las novedades y las actualizaciones más importantes que se incorporan podemos citar las siguientes tendencias de marketing: estrategia de segmentación, canales de distribución, herramientas de marketing en internet, tendencias de consumo y normativas y organismos. Asimismo se han incorporado nuevas actividades, tablas e imágenes. Dado que en la sociedad actual la aplicación del marketing es clave para el éxito de la gestión empresarial, este libro presenta el marketing turístico de forma didáctica, práctica actual y clara. Según lo establecido en la normativa que regula las enseñanzas de los citados Ciclos Formativos, el libro se ha estructurado en ocho unidades que desarrollan los siguientes contenidos: la caracterización del marketing turístico, la segmentación de los mercados turísticos, el marketing mix, la gestión del producto y del precio, el marketing mix, la gestión de la distribución y de la comunicación, las nuevas tecnologías aplicadas al marketing turístico, el plan de marketing, el proceso de decisión de compra, el consumerismo. Al mismo tiempo, para el diseño de cada unidad se han considerado unos principios básicos, la validez en todo el territorio nacional y la adaptación a las necesidades de los destinatarios y a las posibilidades de formación en un centro educativo. También se ha buscado una misma estructura en todas las unidades, incluyendo en cada una de ellas los siguientes elementos: objetivos, contenidos adecuados y suficientes, fotografías en color que ilustran el contenido, recuadros de Sabías que y Recuerda que para reforzar los contenidos clave, numerosas y variadas actividades, un resumen de la unidad y enlaces web de interés que permiten ampliar la información.

Marketing turístico 3.ª edición MÁRMOL SINCLAIR, PATRICIA, OJEDA GARCÍA, CARMEN

DELIA, 2022-04-20 El marketing es un pilar fundamental en el que se apoya la industria turística, permite a las empresas generar negocio y oportunidades y al usuario le aporta mejores experiencias de viaje. Este libro desarrolla los contenidos del módulo profesional de Marketing Turístico de los Ciclos Formativos de grado superior en Agencias de Viajes y Gestión de Eventos, en Gestión de Alojamientos Turísticos y en Guía de Información y Asistencias Turísticas pertenecientes a la familia profesional de Hostelería y Turismo. En esta nueva edición de Marketing turístico se han actualizado y ampliado los contenidos adaptándolos a los constantes cambios y a las nuevas tendencias, así como a las necesidades actuales del alumnado y del profesional en activo. Se incluyen numerosas actividades renovadas y casos prácticos que permiten al lector reforzar lo aprendido y le acercan a la realidad laboral de este ámbito. Este es un manual indispensable para el futuro profesional. A lo largo de sus ocho unidades se abordan temas que van desde comprender el significado del marketing, su gestión, la aplicación de las nuevas tecnologías, la elaboración de un plan de marketing, la comprensión de las necesidades y tendencias del cliente actual hasta el reconocimiento de la importancia del consumerismo. Al finalizar cada unidad cuenta con un detallado caso pr

ctico resuelto y otro caso propuesto para acercar al alumnado a la realidad profesional del nuevo escenario en el mundo del turismo C Delia Ojeda Garc a diplomada en Empresas y Actividades Tur sticas ha trabajado en agencias de viajes y como gu a tur stica antes de dedicarse a la formaci n esa experiencia la ha ayudado en su labor como docente Ha sido profesora de Ense anza Secundaria de Hosteler a y Turismo Patricia M rmol Sinclair diplomada en Empresas y Actividades Tur sticas y en Relaciones Laborales ha trabajado en cadenas hoteleras de mbito internacional antes de dedicarse a la formaci n Ha sido profesora y coordinadora de Formaci n Profesional Dual de la familia profesional de Hosteler a y Turismo *Marketing turístico* MÁRMOL SINCLAIR, PATRICIA, OJEDA GARCÍA, CARMEN DELIA, Este manual ha sido concebido y desarrollado como libro de texto para el m dulo profesional de Marketing Tur stico de los Ciclos Formativos de grado superior de Agencias de viajes y gesti n de eventos Gesti n de alojamientos tur sticos y Gu a informaci n y asistencias tur sticas pertenecientes a la familia profesional de Hosteler a y Turismo Este libro presenta el marketing tur stico de forma did ctica pr ctica actual y expl cita A su vez para el dise o de cada unidad se han considerando dos principios b sicos la validez en todo el territorio nacional y la adaptaci n a las necesidades de los destinatarios y a las posibilidades de formaci n en un centro educativo Marketing turístico Josep Cerveró, Oriol Iglesias, Olga Villacampa, 2002 Desde que se produjo la gran revoluci n de la actividad tur stica tras la Segunda Guerra Mundial se ha creado alrededor del turismo un organigrama complejo que tiene como uno de los pilares el marketing Los autores de este libro estudian los diversos conceptos de esta materia analizan casos pr cticos de xitos y fracasos del sector y afirman el marketing tur stico ha de combinar de forma magistral el rigor metodol gico la creatividad y la pasi n En este libro ellos ya ponen la metodolog a el resto depender de todos y cada uno de los futuros gestores tur sticos *Introducción al márketing* Ángel Millán, Águeda Esteban, David Martín-Consuegra Navarro, Arturo Molina Collado, 2002-02 La importancia econ mica y social del Marketing necesita una base s lida de conocimientos te ricos para comprender y afrontar su pr ctica de forma que pueda favorecer el desarrollo empresarial Para ello se presenta esta obra dirigida a todos aquellos que desean iniciarse en el aprendizaje del Marketing Su finalidad principal es ofrecer de manera sint tica y pr ctica los conceptos b sicos de su aplicaci n en la actividad empresarial Marketing turístico aplicado Francisco Javier de la Ballina, 2018-10-30 Ning n sector se encuentra tan a la vanguardia del cambio como el turismo Nada es como era el turista todo lo compara comienza con el precio pero a la vez revisa opiniones y recomendaciones de los dem s est m s formado e informado llev ndole a niveles de exigencia de calidad cada vez mayores realiza m s viajes pero muchos de ellos los organiza como quien hace bricolaje ha cambiado la mochila por un peque o aparato que se llama Smartphone haci ndose m s m vil y mobile ahora lo importante son las experiencias y no el ver es m s dan gran relevancia a que les vean en sus redes sociales Este libro justo pretende atender el nuevo marketing tur stico que el mercado demanda No es una cuesti n de cu ntas Ps sino de disponer de herramientas modificadas o totalmente nuevas para gestionar de forma m s eficiente y valiente el principal motor de la econom a espa ola Seminario Internacional de Marketing Turístico Fundación Escuela de

Negocios MBA.,1993 **Marketing turístico** Giovanni Peroni,1989-01-01 Plan estratégico de desarrollo del turismo sostenible en Ecuador hacia el año 2020 Ecuador. Ministerio de Turismo,2007 *Tourisme Mondial* ,1982 *La Gaceta Honduras*,1977 Marketing Turístico ,2011 **Sustainable Tourism in Islands and Small States: Case studies** Lino Briguglio,1996 One of two volumes this text looks at the issues problems and impact created by tourism in 13 island societies around the world as well as one mainland territory The volume offers a study of the place and role of island states in the world the questio **Tourism Review** ,2003 **World travel** ,1975 **Tourism Economics** ,2003 *Le ricerche di marketing nel turismo* Felice Vertullo,1996 *Subject Catalog* Library of Congress,1979

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