

Customer Theory

- **Customer** is a conceptual not actual person in your business market environment.
- **Customer** needs are not constant. Needs are dynamic.
- **Customer** needs are not unique but share your market with similar people.
- **Customer** needs are not simple desire to purchase one product or service.
- **Customer** needs are not unique but share your market with similar people in the area.

Market Share

- **Market** share is not number of customers the area is not number of customers in the area.

Market Position

- **Market** position is not number of customers the area is not number of customers in the area.

- **Market** position is not number of customers the area is not number of customers in the area.
- **Market** position is not number of customers the area is not number of customers in the area.

Marketplace

- **Marketplace** is not number of customers the area is not number of customers in the area.
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Note Taking Episode 901 Kinetic Theory Answers

LL Leslie

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