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market segments, without completely disregarding other segments (2) Develop product based on customer specifications without over-investing.

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strong!!! Don't try to be everything for everybody. We can't please everyone. It's important to focus on quality of the sales force, not quantity. Market research is crucial, always invest in it. Q&A? Market

**Minnesota Micromotors Final
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Welcome to the Marketing: Managing Segments and Customers Simulation. You are the newly appointed CEO of Minnesota Micromotors, Inc., a medical device motors manufacturer, and are responsible for determining the company's marketing strategy.

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B-to-B (business-to-business) competitive marketing strategy by analyzing target markets and generic competitors.

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Harvard Business Publishing is an affiliate of Harvard Business School. The Orthopedic Motor Market: Minnesota Micromotors, Inc. and Brushless Motor Technology Minnesota Micromotors, Inc.

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(MM), based in Minneapolis, was a manufacturer of brushless, direct current (BLDC) motors used in orthopedic medical devices.

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