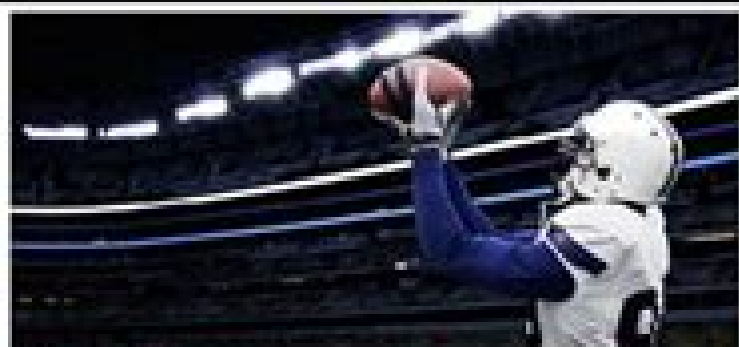


# Sports Marketing



# Sport And Event Marketing

**Fotiadis, Anestis,Vassiliadis, Chris**



## **Sport And Event Marketing:**

*Sport and Event Marketing* Nigel Pope, Doug Turco, 2001 This new text introduces students and practitioners to the importance of sport and event marketing by balancing theoretical discussion and current research data with practical application The authors examine the sport and event industries from a marketer's perspective to maximise marketing opportunities and increase attendance rates and financial returns Designed for both students and professionals in the field the text spans the management planning and promotion of events An extensive range of international examples drawn from the sporting world is combined with an Issues for the Practitioner section in each chapter Online case studies are available to support the text

**Consumer Behavior Knowledge for Effective Sports and Event Marketing** Lynn R. Kahle, Angeline G. Close, 2011-01-07 The growing complexity and importance of sports and event marketing has pushed scholars and practitioners to apply sophisticated marketing thinking and applications to these topics This book deals with the professional development in the sense that sports marketing can be viewed as an application of consumer behavior research Readers will learn about new opportunities in using consumer behavior knowledge effectively in the areas of influencing behaviors in society and sports building relationships with consumers through sports and events and providing services to consumers through sport and event sponsorships This book by a superb group of authors includes comprehensive reviews innovative conceptual pieces empirical research and rigorous attention to data

Principles and Practices of Small-Scale Sport Event Management Fotiadis, Anestis, Vassiliadis, Chris, 2020-05-08 Although there is significant research on large events that take place within athletics small scale events are largely ignored in part due to the lack of press that they generate However these events require planning and preparation in the same way that larger sporting events do This disparity between the effort that goes into the event and the attention the event draws allows for a gap in strategy or information available to those planning smaller scale athletic events Principles and Practices of Small Scale Sport Event Management is a cutting edge reference publication that examines the successful organization and planning of small scale sporting events Featuring a wide range of topics such as community engagement event planning and sports management this book is ideal for event planners sports managers marketers academicians practitioners industry professionals researchers event organizers coordinators and students

**Managing Major Sports Events** Milena M. Parent, 2013-03-05 The hosting of major sporting events can be a key tool in the development of cities and countries around the world If carried out effectively these events can not only bring prestige to an area but can leave the local population with a legacy of improved infrastructure and facilities Managing Major Sports Events Theory and Practice is a complete introduction to the principles and practical skills that underpin the running and hosting of major sports events from initial bid to post event legacy The book draws closely on the authors personal practical experiences of day to day management during the 2010 Winter Olympics in Vancouver now widely regarded as the gold standard of Olympic organisation Drawing on the latest research from across multiple disciplines it covers every key

area in the event management process including Bidding leadership and planning Venue implementation Communications e g media marketing and sponsorship technology Functional area considerations e g sport protocol security and risk management Games time considerations Ceremonies Legacy and sustainability Each chapter contains a unique combination of theory practical decision making exercises and case studies of major sports events from around the world helping students and practitioners alike to understand and prepare for the reality of executing major events on an international scale A companion website includes self test quizzes and flashcards for students links to 110 useful websites 173 summary slides plus 45 essay questions and extended decision making exercises for lecturers Managing Major Sports Events Theory and Practice is an essential textbook for any course on sports event management or international sports management and an invaluable resource for all sport management researchers and professionals

**Event Marketing** ,2000 **More Than a Game** ,2005 Consists of a curriculum guide for the first year of a two year high school course in sport and event marketing that covers both core marketing and industry specific content

**Sports Market Place** ,2008 The premier reference book for everything and everybody related to the sports industry

**The Sports Event Management and Marketing Playbook** Frank Supovitz,Robert Goldwater,2024-10-15 Authoritative and accessible textbook on how to successfully plan and execute live sports events with helpful learning aids included throughout This Third Edition of The Sports Event Management and Marketing Playbook is a timely and practical guide on how to successfully plan and deliver live sports events combining time proven processes and techniques with the many best practices tools and trends that have emerged in every facet of this expanding highly visible and ever innovating industry since the Second Edition was published in 2014 The book is structured as a step by step guide on how to begin the development creation and planning for a sports event and continues through management marketing production and ultimately the post event evaluation processes Real life illustrative case studies called Sideline Stories to elucidate key concepts are included throughout the text Each chapter concludes with a convenient summary called Post play Analysis to aid in information retention along with relevant skill building questions exercises called Coach s Clipboard instructors can use as student assignments Written by two respected and experienced industry practitioners in the sports event business The Sports Event Management and Marketing Playbook includes information on Revenue streams ranging from ticket sales sponsorship advertising and merchandise to participation fees grants and donations The event sponsor relationship covering what event organizers really want from sponsors and vice versa Guest management from selling tickets to hotel management and what to do if tickets are not selling Unexpected events including safety and security concerns and how to react to emergencies and crises efficiently and effectively Media partnerships covering how to campaign for attention and talk to the media With accessible and comprehensive coverage of the subject The Sports Event Management and Marketing Playbook serves as an excellent learning aid for students in advanced undergraduate and Masters courses in Sports Event Management Sports Marketing Hospitality Management and Sports

Industry Management Part of The Wiley Event Management Series

**Festival Management & Event Tourism** ,1995

**Sport Event Marketing** Alain Ferrand,David Stotlar,2010

**Erfolgsfaktor Extremsport-Eventmarketing. Die**

**Marke Red Bull** Svenja Rook,2016-11-29 Bachelorarbeit aus dem Jahr 2015 im Fachbereich Medien Kommunikation Public Relations Werbung Marketing Social Media Note 1 7 Hochschule Fresenius Hamburg Sprache Deutsch Abstract In dieser Arbeit werden die Erfolgsfaktoren von Eventmarketing im Bereich Extremsport am Beispiel der Marke Red Bull betrachtet Dabei wird zudem auf die folgende Fragestellung eingegangen Worin bestehen die Chancen und Risiken von Extremsport Eventmarketing und welche Auswirkungen haben diese auf die Marke Red Bull Zunächst erfolgt dafür eine Einführung in das Thema Event sowie Eventmarketing als Kommunikationsinstrument Nach einer Begriffsbestimmung und Einordnung des Eventmarketings in den Marketing Mix werden die kennzeichnenden Merkmale sowie der Planungsprozess des Eventmarketings veranschaulicht Im Anschluss daran wird im nächsten Kapitel die Eventmarketing Strategie der Marke Red Bull geschildert Hierfür wird die Erlebniswelt und der damit verbundene Markenmythos von Red Bull beschrieben bevor der Bereich Extremsport thematisiert und damit das Extremsport Eventmarketing anhand des Beispiels Red Bull Air Race dargestellt wird Infolgedessen werden auf die Ausgangsfrage Chancen und Risiken für die Marke Red Bull abzielend positive und negative Effekte des Extremsports aufgegriffen um die Auswirkungen von Red Bulls Eventmarketing zu betrachten Bestandteil des vierten Abschnitts der Arbeit ist eine selbstständig durchgeführte empirische Analyse Die ermittelten Ergebnisse der durchgeführten Befragung werden analysiert um die Wahrnehmung des Markenimages von Red Bull und die damit verbundenen Chancen sowie Risiken für die Marke zu ermitteln Im Fazit werden schließlich die Ausführungen sowie die Forschungsergebnisse der empirischen Analyse mit Hinblick auf die Fragestellung dieser Arbeit betrachtet Red Bull ist nicht nur ein Unternehmen das ein weltweit gefragtes Getränk verkauft und seit Markteintritt 1987 einen rasanten Aufstieg zu verzeichnen hat sondern vor allem auch eine wertvolle Marke Neben der gezielten Förderung von Sportlern wie beispielsweise Formel 1 Fahrer Sebastian Vettel oder Skispringer Thomas Morgenstern ist das Unternehmen auch im Eventmarketing aktiv Red Bull veranstaltet im Rahmen der Unternehmenskommunikation eine Vielzahl eigens initiierten Events Dazu gehören Festivals Musik und Tanzwettbewerbe sowie Kunst und Kulturveranstaltungen aber überwiegend Extremsport Events wie das Red Bull Air Race die Red Bull Flugtage und der Dolomitenmann ein Teamwettkampf mit den Disziplinen Berglauf Paragliten Kajak und Mountainbike **Sports Market Place Directory** Richard Gottlieb,2007

**Sport and Tourism** ,2001 The International Olympic Committee and the World Tourism Organization jointly sponsored the first World Conference on Sport and Tourism held in Barcelona in February 2001 There were four main themes sport and tourism in economic development the business of sport and tourism human values fostered by sport and tourism marketing and promotion of sport and tourism It concluded that the relationship between the two activities would inevitably grow and that major sports events were also major tourism events As such they can have a major impact on the development of new

destinations or the recovery of regions that have experienced a slump

Improving Customer Relationships in the Sports Industry through the Use of E-Business Philipp Sauer, 2015-07-30 Master's Thesis from the year 2011 in the subject Sport Economics Sport Management grade B The University of Liverpool language English abstract The study examines the influence of online marketing on customer relationships in the sports industry The primary aim was to investigate how customers perceive the use of online marketing and which factors and tools are most important for them The enormous macroeconomic importance and the growing commercialization of the sports industry in general have resulted in the emergence of a highly competitive market in which the building and maintaining of strong customer relationships is a key success factor for sports organizations The study aims to identify the importance of the most common e business tools today and to learn how consumers perceive future trends of e business like e g user interactivity or mobile commerce All these factors were analyzed according to customer satisfaction and perception and to their influence on improving customer relationships A combined methodological approach of quantitative and qualitative research was used in form of a questionnaire This questionnaire was clearly divided into a quantitative section which was built of 21 multiple choice questions and a qualitative section which was mainly designed to learn more about personal experiences from the customers This methodological approach was designed to contrast individual perceptions from the customers to general trends The literature review indicated that the most commonly used Internet applications in the sports industry can roughly be divided into information applications e commerce applications and interactive applications The results of the study discovered that the majority of customers prefer to make use of the club's website for informative purposes General trends like user interactivity are acknowledged as less important even in comparison to e business tools like ticketing In fact customers have accepted the Internet as a helpful and trustful information and communication source which has improved significantly the integration of customers to the happenings in and around the club itself This study is very helpful to sports marketers as it reveals the factors of online marketing which are most efficient regarding customer satisfaction and customer loyalty and provides them with a number of recommendations how to most effectively make use of online marketing

Finance Week, 2002

**Sportsguide, for Individual Sports**, 1980

*Developing a Lifelong Contract in the Sports Marketplace* Greg J. Cylkowski, 1994

Event Management, 2008

Directory of Undergraduate Programs in Sport Management P. Greg Comfort, 2005 In 2001 the Directory of Academic Programs in Sport Management was Fitness Information Technology's first survey of sport management programs around the world Now FIT has teamed with the North American Society for Sport Management NASSM to put out for the first time a single directory that focuses solely on undergraduate programs Led by new editor Greg Comfort the resources of FIT and the NASSM combine to produce The Directory of Undergraduate Programs in Sport Management allowing each program to be fully researched and representing a greater number of programs than the original book The Directory of Undergraduate Programs in Sport Management contains extensive

information on more than 150 sport management undergraduate programs throughout both the United States and the world. The directory will help prospective undergraduate students find the appropriate school and field of study; sport management faculty advise prospective students in the field; and sport industry professionals recruit students for internships and employment. The Directory identifies many important features of each graduate program. Inside you will find valuable information: How to Contact Each Program; Faculty and Their Areas of Interest; Admissions Requirements; Financial Aid; and Internship Opportunities. Educational Resources in Sport Management. An ideal resource for students, faculty, and practitioners involved in the field of sport management. **Sports Advantage**, 1992

## Whispering the Secrets of Language: An Psychological Quest through **Sport And Event Marketing**

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