

FIFTH EDITION

SPORTS MARKETING

A STRATEGIC PERSPECTIVE

MATTHEW D. SHANK
& MARK R. LYBERGER



Sports Marketing A Strategic Perspective 4th Edition

Matthew D. Shank



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Sports Marketing Matthew D. Shank, 2009 Written from a strategic marketing perspective this book explores the complex and diverse nature of sports marketing The author presents a framework to help explain and organise the process and looks at how principles are applied in practice *Sport Marketing* Paul Blakey, 2011-05-05 This is a highly accessible text that provides detailed coverage of the key concepts ideas principles and techniques of sport marketing It combines clear and concise explanations with applied case studies supported by clear objectives learning activities and points for reflection UK based examples are used throughout and the book successfully combines both theory and practice The field of sport marketing is an exciting and fast moving part of the sports industry that presents new challenges requiring innovative and effective solutions Engagement with sport marketing therefore equips students with valuable transferable skills necessary for all sport managers of the future **Sports Marketing** Matthew D. Shank, Mark R. Lyberger, 2014-10-03 Now in a fully revised and updated 5th edition *Sports Marketing A Strategic Perspective* is the most authoritative comprehensive and engaging introduction to sports marketing currently available It is the only introductory textbook to adopt a strategic approach explaining clearly how every element of the marketing process should be designed and managed from goal setting and planning to implementation and control Covering all the key topics in the sports marketing curriculum including consumer behavior market research promotions products pricing sponsorship business ethics technology and e marketing the book introduces core theory and concepts explains best practice and surveys the rapidly changing international sports business environment Every chapter contains extensive real world case studies and biographies of key industry figures and challenging review exercises which encourage the reader to reflect critically on their own knowledge and professional practice The book's companion website offers additional resources for instructors and students including an instructors guide test bank presentation slides and useful weblinks *Sports Marketing A Strategic Perspective* is an essential foundation for any sports marketing or sports business course and an invaluable reference for any sports marketing practitioner looking to improve their professional practice *Sport Marketing 4th Edition* Mullin, Bernard J., Hardy, Stephen, Sutton, William, 2014-05-02 *Sport Marketing Fourth Edition With Web Study Guide* has been streamlined and updated to keep pace with the latest information and issues in the competitive world of sport marketing This text maintains its position as the best selling and original text in the field continuing to direct students to a better understanding of the theoretical backbone that makes sport marketing such a unique and vibrant subject to study Using the new full color format and companion web study guide students will stay engaged as they explore how fans players coaches the media and companies interact to drive the sport industry **Sports Marketing** Matthew D. Shank, Mark R. Lyberger, 2021-11-30 *Sports Marketing A Strategic Perspective* is the most authoritative comprehensive and engaging introduction to sports marketing currently available It is the only introductory textbook on this subject to adopt a strategic approach explaining clearly how every element of the

marketing process should be designed and managed from goal setting and planning to implementation and control Covering all the key topics in the sports marketing curriculum including consumer behavior market research promotions products pricing sponsorship business ethics technology and e marketing the book introduces core theory and concepts explains best practice and surveys the rapidly changing international sports business environment Chapters contain extensive real world case studies and biographies of key industry figures and challenging review exercises encourage the reader to reflect critically on their own knowledge and professional practice Now in a fully revised and updated sixth edition Sports Marketing A Strategic Perspective includes expanded coverage of social and digital media analytics and ethical issues as well as a greater number of international articles and examples In a new feature successful sports marketers reflect on their careers and how they progressed in the sports marketing industry It is an essential foundation for any sports marketing or sports business course and an invaluable reference for any sports marketing practitioner looking to improve their professional practice A companion website offers additional resources for instructors and students including an instructor s guide test questions presentation slides and useful weblinks

Sport Facility & Event Management Thomas J. Aicher, Brianna L. Newland, Amanda L. Paule-Koba, 2019-03-08 Sport Facility and Event Management provides readers with a working knowledge of how to manage sport facilities and how to plan manage implement and evaluate sport events The text integrates timely theoretical insights with real world practicality and application affording readers a strong foundation in facility and event management The authors focus on a broad range of facilities and events from community recreation facilities to large venues reflecting the diversity of the industry

Digital Sport Marketing Alan Seymour, Paul Blakey, 2020-09-10 Digital sport marketing is a new dynamic and rapidly evolving area that is having a profound impact on contemporary sport business This is the only textbook to introduce core principles and best practice in digital sports marketing focusing on key issues emerging topics and practical techniques The book surveys the new international digital landscape in sport business and explains how to apply digital marketing across key areas from fan engagement and public relations to strategic communication and branding Every chapter includes discussion of key concepts an in depth case study and an in depth conversation with a leading industry practitioner that demonstrates how digital marketing works in the real world Full of useful features this is an essential textbook for any sport marketing sport management sport business or sport development course

Sports Marketing Matthew D. Shank, 1999 Written from a strategic marketing perspective this book explores the complex and diverse nature of sports marketing The author presents a framework to help explain and organise the process and looks at how principles are applied in practice

International Sports Events Richard Shipway, Alan Fyall, 2013-05-07 This book offers new insight into International Sports Events ISEs examining the relationship between sport tourism and events It assesses sports events through the lens of both sports participants and spectators based on three primary themes impacts experiences and identities The first section of the book contributes to the future

development of knowledge by analyzing the impact of sport events and their legacies from economic environmental social sporting political and cultural perspectives an understanding of the impacts and potential legacies of sports events is fundamental to their future development In the second section of the book the focus moves from impact and legacy issues towards exploring consumer behaviour and participant experiences at a diverse selection of International Sports Events The emphasis within this section is grounded within the tourism dimension of sports events Section three of the book highlights the dominant role of identity at a diverse selection of sports events and demonstrates how that identity is displayed whilst either watching or participating in sport and leisure The book provides an international analysis drawing on emerging empirical research conducted across a diverse range of sport and leisure activities and contrasting locations Linked to the three underlying themes of the book a future research agenda for International Sports Events is provided which is centred on four key pillars impact identity internationalization and interdisciplinary research This timely book will be of interest to students researchers and academics studying Event Management Sport Management and Sport Tourism

European Journal of Tourism Research ,2017-03-01 The European Journal of Tourism Research is an interdisciplinary scientific journal in the field of tourism published by Varna University of Management Bulgaria Its aim is to provide a platform for discussion of theoretical and empirical problems in tourism Publications from all fields connected with tourism such as management marketing sociology psychology geography political sciences mathematics statistics anthropology culture information technologies and others are invited The journal is open to all researchers Young researchers and authors from Central and Eastern Europe are encouraged to submit their contributions Regular Articles in the European Journal of Tourism Research should normally be between 4 000 and 20 000 words Major research articles of between 10 000 and 20 000 are highly welcome Longer or shorter papers will also be considered The journal publishes also Research Notes of 1 500 2 000 words Submitted papers must combine theoretical concepts with practical applications or empirical testing The European Journal of Tourism Research includes also the following sections Book Reviews announcements for Conferences and Seminars abstracts of successfully defended Doctoral Dissertations in Tourism case studies of Tourism Best Practices The European Journal of Tourism Research is published in three Volumes per year The full text of the European Journal of Tourism Research is available in the following databases EBSCO Hospitality and Tourism CompleteCABI Leisure Recreation and TourismProQuest Research Library Individual articles can be rented via journal s page at DeepDyve The journal is indexed in Scopus and Thomson Reuters Emerging Sources Citation Index The editorial team welcomes your submissions to the European Journal of Tourism Research

Managing the Business of Sport Linda Trenberth,David Hassan,2013-03 Contemporary sport is both a sophisticated and complex international business and a mass participatory practice run largely by volunteers and community organizations This authoritative and comprehensive introduction to the theory and practice of sports management helps to explain the modern commercial environment that shapes sport at all levels and gives clear and sensible guidance on best

practice in sports management from elite sport to the local level The book is divided into three sections The first examines the global context for contemporary sports management The second explores the key functional areas of management from organization and strategy to finance and marketing and explains how successful managerial techniques can be applied in a sporting context The final section surveys a wide range of important issues in contemporary sports management from corporate social responsibility to the use of information and communication technologies Together these sections provide a complete package of theory applied practical skills and a state of the art review of modern sport business With useful features included throughout such as chapter summaries and definitions of key terms and with each chapter supported with real world data and examples this book is essential reading for all students of sport management and sport business The Definitive Guide to Entertainment Marketing Al Lieberman, Patricia Esgate, 2013 Entertainment Marketing NOW Every Platform Technology and Opportunity Covers film cable broadcast music sports publishing social media gaming and more Reflects powerful trends ranging from smartphones to globalization Demonstrates breakthrough strategies integrating advertising promotion PR and online content distribution By industry insiders with decades of experience as leaders and consultants Entertainment spending is soaring worldwide driven by new technologies new platforms new business models and unrelenting demand amongst seven billion consumers That means entertainment marketing opportunities are soaring too But this business is more complex and competitive than ever and it s changing at breakneck speed Now two leading practitioners show how to transform content into profits today and tomorrow any content on any platform in any market worldwide You ll master innovative new ways to grab consumers attention and wallets fast make your experiences wannasee haftasee mustsee drive more value through social platforms mobile technologies and integrated marketing strategies overcome challenges ranging from bad buzz to piracy fully leverage licensing merchandising and sponsorships and successfully market all forms of entertainment *Your Guide To Entertainment Marketing and Performance (Collection)* Al Lieberman, Patricia Esgate, Paul W. Farris, Neil Bendle, Phillip E. Pfeifer, David Reibstein, 2013-08-08 Entertainment spending is soaring worldwide driven by new technologies new platforms new business models and unrelenting demand amongst seven billion consumers That means entertainment marketing opportunities are soaring too But this business is more complex and competitive than ever and it s changing at breakneck speed Now two leading practitioners show how to transform content into profits today and tomorrow in The Definitive Guide to Entertainment Marketing Marketing Metrics The Definitive Guide to Measuring Marketing Performance Second Edition is the definitive guide to today s most valuable marketing metrics In this thoroughly updated and significantly expanded book four leading marketing researchers show exactly how to choose the right metrics for every challenge and expand their treatment of social marketing web metrics and brand equity They also give readers new systems for organizing marketing metrics into models and dashboards that translate numbers into management insight *Sponsorship: For a Return on Investment* Guy Masterman, 2012-06-14 Sponsorship is both a critical

communications tool for sponsors as well as a fundamental revenue stream for rights owners Market leaders use sponsorship widely and arguably more successfully than any other communications tool to achieve competitive advantage whilst events of all sizes depend on sponsorship just to exist As the importance of sponsorship has increased the demands of it have risen too Now sponsors seek measurable return on their investment Sponsorship For a Return on Investment provides a unique insight on the use of sponsorship for a return on investment and will appeal to practitioners and undergraduate and postgraduate students alike It builds a conceptual framework for the development planning implementation and evaluation of strategies for sport arts music and community sponsorship and from two perspectives For rights owners the importance of effectively acquiring and then developing a bespoke approach for the recruitment of sponsors for effective sponsorship programmes For sponsors a better understanding of how sponsorship can be used for successful integrated marketing communications A broad selection of examples and case studies from around the world are provided in order to demonstrate the importance of sponsorship on an international basis This book is vital resource for both students and practitioners International Sport Management Eric MacIntosh, Gonzalo Bravo, Ming Li, 2019-03-05 International Sport Management is the first comprehensive textbook devoted to the organization governance business activities and cross cultural context of modern sport on an international level As the sport industry continues its global expansion this textbook serves as an invaluable guide for readers as they build careers that require an international understanding of the relationships influences and responsibilities in sport management Through a systematic presentation of topics and issues in international sport this textbook offers a long overdue guide for students in this burgeoning subfield in sport management Editors Li MacIntosh and Bravo have assembled contributors from all corners of the globe to present a truly international perspective on the topic With attention to diversity and multiple viewpoints each chapter is authored by distinguished academics and practitioners in the field A foreword by esteemed sport management scholar Dr Earle Zeigler emphasizes the importance of a dedicated study of the issues in international sport management All chapters in the text use a global perspective to better showcase how international sport operates in various geopolitical environments and cultures The text is arranged in five parts each serving a unique purpose To outline the issues associated with international sport management To examine sport using a unique perspective that emphasizes its status as a global industry To introduce the structure of governance in international sport To examine the management essentials in international sport To apply these strategies in the business segments of sport marketing sport media and information technology sport facilities and design sport event management and sport tourism Written to engage students International Sport Management contains an array of learning aids to assist with comprehension of the material It includes case studies and sidebars that apply the concepts to real world situations and demonstrate the varied issues challenges and opportunities affecting sport management worldwide Chapter objectives key terms learning activities summaries and discussion questions guide learning in this wide ranging subject area In addition extensive reference sections

support the work of practitioners in the field With International Sport Management both practicing and future sport managers can develop an increased understanding of the range of intercultural competencies necessary for success in the field Using a framework of strategic and total quality management the text allows readers to examine global issues from an ethical perspective and uncover solutions to complex challenges that sport managers face With this approach readers will learn how to combine business practices with knowledge in international sport to lead their current and future careers International Sport Management offers readers a multifaceted view of the issues challenges and opportunities in international sport management as well as the major functional areas that govern international sport The text provides students academics and practitioners with critical insights into the practice of business as it applies to international sport

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Canadian Sport Marketing Norm O'Reilly, Benoit Seguin, Gashaw Abeza, Michael L. Naraine, 2022 Canadian Sport Marketing Third Edition brings sport marketing concepts to life with examples from Canadian sport business preparing students for future careers in the field Sport Management Russell Hoye, 2012 Sport Management Principles and applications provides a comprehensive introduction to the practical application of management principles within sport organisations It is ideal for first and second year students studying sport management related courses as well as those studying business focussed and human movement physical education courses seeking an overview of sport management principles In full colour to make key information easier to locate the book provides a comprehensive overview of The nature of the sport industry and the role of the state non profit and professional sectors in sport Core management principles and their application in sport highlighting the unique features of how sport is managed Includes discussion and insight into strategic planning organisational culture organisational structures human resource management leadership governance financial management marketing and performance management Highly accessible each chapter has a coherent structure featuring A conceptual overview of the focus for the chapter A presentation of accepted practice and key research findings supported by specific organisational examples at the community state provincial national and professional levels drawing from countries around the globe A section of teaching and learning resources including a reference list suggestions for further reading relevant websites and tutorial activity or study questions Brand new to this edition is a new case study at the end of each chapter as well as two new chapters on marketing and financial management Covers the fundamental management issues unique to sport so that students understand how general management principles relate to their area of study Extensive online lecturer materials including PowerPoint for every chapter tutorial activities test banks and diagnostic and teaching notes help lecturers save time preparing for lectures Brand new case studies examples and chapters from the UK Europe and Asia Pacific prepare students for employment in any country СМ: всё о спортивном менеджменте и маркетинге. Выпуск 1 (2016) Альманах, 2022-01-29 *Hospitality and Tourism 2015* Salamiah A. Jamal, Salleh Mohd Radzi, Norzuwana Sumarjan, C.T. Chik, Mohd Faez Saiful Bakhtiar, 2015-10-29 Innovation and Best Practices in Hospitality and Tourism Research contains 71 accepted papers from the Hospitality and Tourism Conference HTC 2015 Melaka Malaysia 23 November 2015 The book presents the up and coming paradigms and innovative practices within the hospitality and tourism industries and covers the following topics Mana

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