

SPORT MARKETING EXAM 1

_____ competitors consist of organizations that produce goods or services that are identical or very similar in both the product and benefit delivered to the customer, for example, the New York Mets and the New York Yankees. **DIRECT**

_____ defines the activities of product and service marketers using sport as a promotional vehicle or sponsorship platform. **SPORT MARKETING**

_____ include family and friends, as they are likely to interact with you directly. **DIRECT REFERENCE GROUPS**

_____ is the positive stress associated with high levels of arousal and excitement, which drives many fans to watch sport competition. **EUSTRESS**

_____ is the shared values, beliefs, and assumptions of organizational members that guide and establish preferred behaviors within an organization. **ORGANIZATIONAL CULTURE**

_____ is the use of customer and client-oriented databases/information to enhance the marketing productivity of the sport organization to obtain new consumers, as well as to retain satisfies consumer groups. **DATABASE MANAGEMENT**

_____ research methods may be employed because they can provide rich descriptions of reality to the marketing researchers. **QUALITATIVE**

A written document outlining an organization's strategy and the course of action necessary to implement that strategy is called a _____.
MARKETING PLAN

According to data from the text, _____ has the highest total revenue among NCAA Football Bowl schools. **TEXAS A&M UNIVERSITY**

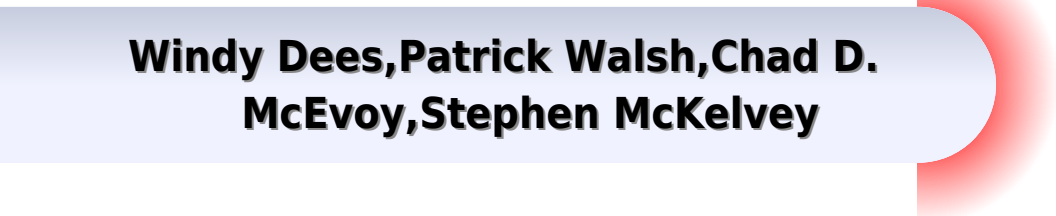
According to the Ansoff Product-Market Growth Matrix, an example of a _____ strategy is a horse racing operation using a rewards program that offers perks, or incentives, for their customers based on how often they used the facility's services. **PRODUCT DEVELOPMENT**

According to the author, common motives for participating in sport fall into the following categories except, _____. **COMPETITION**

According to the data presented in the chapter, which league/level of sport has the highest percentage of fans that are male? **NHL**

Sport Marketing Exam Questions

**Windy Dees,Patrick Walsh,Chad D.
McEvoy,Stephen McKelvey**



Sport Marketing Exam Questions:

Advanced Theory and Practice in Sport Marketing Eric C. Schwarz, Jason D. Hunter, Alan LaFleur, 2013 Effective marketing is essential for any successful sport organization from elite professional sports teams to local amateur leagues Now in a fully revised and updated second edition *Advanced Theory and Practice in Sport Marketing* is still the only text to introduce key theory and best practice at an advanced level The book covers every key functional and theoretical area of sport marketing including marketing research information systems consumer behavior logistics retail management sales management e commerce promotions advertising sponsorship and international business This new edition includes expanded coverage of important contemporary issues including social responsibility and ethics social media and networking relationship and experience marketing recovery marketing and social marketing Every chapter contains extended cases and first hand accounts from experienced sport marketing professionals from around the world Following those cases are questions encouraging students and practitioners to apply their theoretical knowledge to real world situations and to develop their critical thinking skills while each chapter also includes helpful features such as definitions of key terms summaries and guides to further reading A companion website includes an impressive array of additional teaching and learning resources including a test bank of exam questions PowerPoint slides and extra case studies for lecturers and instructors and useful web links self test multiple choice questions and glossary flashcards for students *Advanced Theory and Practice in Sport Marketing* goes further than any other sport marketing text in preparing the student for the real world of sport marketing It is essential reading for any upper level undergraduate or postgraduate course in sport marketing or sport business and for anybody working in sport marketing looking to develop and extend their professional skills

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