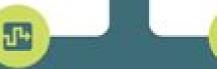
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Sports Event Management Guide

Paul M. Pedersen

Sports Event Management Guide:

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company recognition by sponsoring diverse sizes and types of events ranging from entertainment to sports It also covers every stage of marketing logistics finance concessions and public relations Strategic Sports Event Management Guy Masterman, 2009 All scales from smaller events to mega events 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 Event Management Greg Damster, Dimitri Tassiopoulos, 2005 Dealing with event management in developing countries specifically South Africa this textbook confronts the specific challenges of creating well run events in places where world class catering and party supplies are not as readily available as in developed nations Complete with advice about all aspects of managing an event the second edition incorporates additional graphs tables and photographs as well as new material about the legal aspects of event planning

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