

# **Sharing Best Practices in Sport Marketing:**

The Sport Marketing Association's  
Inaugural Book of Papers



**Edited and Selected from the  
Inaugural Conference,  
November, 2003**

**BRENDA G. PITTS, EDITOR**

# Sharing Best Practices In Sport Marketing

**Hans Westerbeek, Rochelle Eime**



## **Sharing Best Practices In Sport Marketing:**

**Sharing Best Practices in Sport Marketing** Brenda G. Pitts, 2004 It is with tremendous pleasure that I share the enclosed contents drawn from more than eighty research presentations delivered at the Inaugural Sport Marketing Association Conference hosted by the University of Florida on 13 to 15 November 2003 Scholarly papers were presented on such subjects as corporate sponsorship sport consumer behaviour sport product branding and technology s role in the promotion and sales process all subjects of critical importance to those in pursuit of the best sport marketing practices From Richard Irwin s preface A Word From the President     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     Advanced Theory and Practice in Sport Marketing Eric Schwarz, Jason Hunter, 2010-05-14 Advanced Theory and Practice in Sport Marketing is the first book to address this increasingly popular subject at an advanced level Where existing sport marketing texts restate concepts learned at an introductory marketing level this book goes beyond by expanding the knowledge of the student with advanced marketing theory which is specifically related to the crucial areas in sport marketing Advanced Theory and Practice in Sport Marketing is vital reading for any sport marketing student wishing to progress their knowledge and take their understanding of the industry to the next level     **Global Sport Marketing** Michel Desbordes, André Richelieu, 2012 Globalization has had a profound impact on the sports industry creating

an international market in which sports teams leagues and players have become internationally recognized brands This important new study of contemporary sports marketing examines the opportunities and threats posed by a global sports market outlining the tools and strategies that marketers and managers can use to take advantage of those opportunities The book surveys current trends issues and best practice in international sport marketing providing a useful blend of contemporary theory and case studies from the Americas Europe and Asia It assesses the impact of globalization on teams leagues players sponsors and equipment manufacturers and highlights the central significance of culture on the development of effective marketing strategy Global Sport Marketing is key reading for any advanced student researcher or practitioner working in sport marketing or sport business

**Canadian Sport Marketing** Norm O'Reilly, Benoit Seguin, Gashaw Abeza, Michael L. Naraine, 2022-05-04 The rapid professionalization of marketing in the sport industry has helped vault the business of sport into the upper echelons of the economy Innovative effective timely and culturally sensitive marketing allows sport managers to vie for consumer attention in an ever expanding marketplace of competitors Canadian Sport Marketing Third Edition With HKPropel Access brings to life the fundamental principles of marketing drawn from Canadian experience with the end goal of providing students with a toolbox of useful tactics frameworks models and knowledge to support a promising career or future learning in sport marketing It covers essential topics including the Canadian sport system and Canadian consumer behavior market research branding pricing sponsorship ambush marketing traditional media social media and digital marketing Additionally a sample marketing plan provides instructors an invaluable opportunity for assigned experiential learning and gives students a practical tool for use in early career work The only text focusing on Canadian sport marketing this edition has been extensively updated to foster applied learning in sport marketing concepts and theories supported by expert perspectives from the Canadian sport industry Over 40 sport industry executives and experts contribute to the In the Know sidebars Executive Perspective and case studies which draw from the most successful Canadian sport brands events and organizations to provide real life application of the material Authors Norm O'Reilly and Benoit Seguin welcome Gashaw Abeza and Michael Naraine forming an author team with comprehensive professional experience in the Canadian sport sector With reflections on and references to a variety of Canadian and provincial sport entities this third edition offers the following Learning objectives provide students a road map to navigate the content while maximizing retention In the Know sidebars direct student attention to the consideration of real world situations and sport business analysis Executive Perspective sidebars written by individuals who work within the industry bring sport marketing concepts to life by using examples from Canadian sport businesses Case studies in HKPropel allow enhanced practical application and use real Canadian examples with questions to ensure critical analysis and understanding Test Your Knowledge questions help students assess their learning Answers are provided in the instructor guide A glossary helps students identify and learn key vocabulary within the text A sample marketing plan provides an opportunity to review a completed marketing plan and

students can also use it as a template for creating their own plan Also new to Canadian Sport Marketing Third Edition are case studies and quizzes delivered through HKPropel These are designed to increase student engagement and help students more deeply examine their comprehension of the material Strengthen and prepare students for future success in the sport industry with Canadian Sport Marketing Third Edition With HKPropel Access Note A code for accessing HKPropel is not included with this ebook but may be purchased separately *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 **Sport Marketing** Bernard J. Mullin,Stephen Hardy,William A. Sutton,2018-10-30 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 Heavily updated with more contributions from industry professionals and emphasis on social media platforms that have revolutionized the field in recent years this edition contains practical material that prepares students for careers in sport marketing It also includes these updates A web study guide featuring exclusive video interviews with industry professionals and accompanying activities that tie core concepts and strategies from the book into applied situations Instructor ancillaries enhanced by gradable chapter quizzes that can be used with learning management systems An attractive and engaging full color interior Chapter objectives opening scenarios engaging sidebars and photos throughout the text that guide students in grasping important concepts Wrap Up Activities and Your Marketing Plan sections at the end of each chapter that offer opportunities for self assessment and review The highly respected authors have long been recognized for their ability to define this exciting field combining academic study and current research with industry experience for an unmatched learning experience for students preparing to enter the working world The content in this fourth edition of Sport Marketing has been reorganized to make it easier to use in the classroom Chapters 1 through 3 provide an overview of the field of sport marketing as an area of study and profession Chapters 4 and 5 teach students how to research and study the behaviors of sport consumers including an overview of marketing segmentation Chapters 6 through 13 provide extensive information on the nuts and bolts of the field including the five Ps of sport marketing and special sections on branding sales

and service engagement and activation community relations and social media The final chapters explore legal issues integration and the future of sport marketing Instructors may also take advantage of the student web study guide and complete package of ancillaries to enhance learning and presentation of core concepts All materials including the web study guide instructor guide test package presentation package plus image bank and LMS compatible chapter quizzes are available online The world of sport marketing continues to evolve Sport Marketing Fourth Edition With Web Study Guide offers students a complete view of the expansive field of sport providing an understanding of the foundations of sport marketing and how to enhance the sport experience

**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

*Exploring the Rise of Fandom in Contemporary Consumer Culture* Lu Wang, Cheng,2017-10-31 Every company wants their business to have a strong loyal following but achieving this feat can be a challenge Examining the growth of fandom popularity in modern culture can provide insights into consumer trends and patterns Exploring the Rise of Fandom in Contemporary Consumer Culture is an innovative scholarly resource that offers an in depth discussion on the soaring popularity of fan communities and how these followers serve a larger purpose in a consumer driven society Highlighting applicable topics that include brand loyalty fan perceptions social media and virtual realities this publication is ideal for business managers academicians students professionals and researchers that are interested in learning more about how fan behavior can impact the economic environment

**Global Sport Management** Brenda G. Pitts,James J. Zhang,2016-12-08 The international nature of modern sport requires sport organizations to modify their management practices presenting both challenges and opportunities This volume brings together cutting edge research from leading sport management scholars around the world surveying a wide range of topics and issues facing the contemporary sport industry Including qualitative and quantitative studies the book explores key themes such as managing resources and organisational change marketing and promotion law and regulation sport for development and research protocols It represents an essential platform for the international exchange of ideas best practice and research in global sport management

**Routledge Handbook of Sports Event Management** Milena Parent,Jean-Loup Chappelet,2017-07-14 From the Olympic Games to community level competitions sports events can be complex and pose a particular set of managerial challenges The Routledge Handbook of Sports Event Management surveys the management of sports events around the world of every size and scale from small to mega events including one off and recurring events and single sport and multi sport events The book

adopts a unique stakeholder perspective structured around the groups and individuals who have an interest in and co create sports events including organising committees promoters sport organisations spectators community groups sponsors host governments the media and NGOs Each chapter addresses a specific stakeholder defines that stakeholder and its relationships with sports events describes the managerial requirements for a successful event assesses current research and directions for future research and outlines the normative dimensions of stakeholder engagement such as sustainability and legacy No other book takes such a broad view of sports event management surveying key theory current research best practice and moral and ethical considerations in one volume With contributions from leading sport and event scholars from around the world the Routledge Handbook of Sports Event Management is essential reading for any advanced student researcher or professional with an interest in sport management sport development sport policy or events

**Handbook of Research on Sport and Business** S. Söderman, H. Dolles, 2013-01-01 S derman and Dolles have assembled an impressive array of researchers to address the nexus between sport and business In their rich collection of research on sport business theory and practice S derman and Dolles identify research themes from governance to branding from sport events to sport systems and from social media to fan identity and they specifically reflect on the application of major theoretical concepts and key research methods The authors aim is to advance sport business research through critical reflection on topic selection research design data analysis and interpretation Their unique approach encourages researchers from novice to experienced to embrace diverse theories and methods The Handbook is recommended reading for those interested in advancing sport business research Graham Cuskelly Griffith University Australia This insight laden volume encompasses today s and tomorrow s research across the multifaceted landscape of the business side of sport from branding and sponsorship to media and technology from club management to governance It effectively encompasses both theory and practice Scholars students and practitioners will find this cogent collection of international consumer and business research knowledge and perspectives both informative and useful Stephen A Greyser Harvard Business School US This Handbook directly responds to the rapid professional commercial and international development of sport With its thoughtful structure comprehensive coverage of topics and renowned contributors it offers a thorough analysis on the management challenges in the field It also offers very valuable insights and guidance how the business of sport can be researched by students academics and practitioners around the world The book is simply a must read for anyone interested in the management aspects of sports Yoshiaki Takahashi Chuo University Tokyo Japan This Handbook draws together top international researchers and discusses the state of the art and the future direction of research at the nexus between sport and business It is heavily built upon choosing applying and evaluating appropriate quantitative as well as qualitative research methods for practical advice in sport and business research Topics covered for analysis include sports governance regulation and performance media and technology club management and team structure place time and spectators of sporting events and sport branding and

sponsoring The Handbook covers research examples from elite sport to the amateur level and from different sports from cycling to cricket from ice hockey to motorsports and from football to skiing It will be read and used by academics and PhD students as well as sports practitioners looking for useful ways of expanding knowledge conducting research or searching for insights into the challenges of managing sport      Where Sport Marketing Theory Meets Practice Brenda G. Pitts,2005 As SMA President and host of SMA II the second annual SMA Conference it gives me great pride to share this book with members of the Association as well as an extended readership base The collection of outstanding papers contained within this manuscript is drawn from over one hundred and fifty academic presentations delivered during the three day conference held in Memphis Tennessee November 18 20 2004 attracting more than three hundred sport marketing scholars professionals and students From Richard Irwin s preface A Word From the President      **Sports Sponsorship** John A. Fortunato,2013-08-03 This book focuses on how the sponsorship of sports works the costs the goals evaluation and selection of the property a sponsor chooses how to activate a sponsorship how to create a brand association public relations and brand image possibilities Anything is possible in a sponsorship it is simply what the sponsor and the property can agree to during their negotiations There is for example the opportunity for product category exclusivity no competing brand at a particular location With the audience being harder to reach because of technology sponsorship continues to be a viable way to obtain brand exposure and better connect a brand with a consumer With global sponsorship spending totaling more than 51 billion it is clear that many companies see this as an important promotional communication strategy Instructors considering this book for use in a course may request an examination copy here      **Marketing and Football** Michel Desbordes,2012-05-23 Football is arguably one of the most important sports in the world and the marketing of football has become an increasingly important issue as clubs and product owners need to generate more revenue from the sport In a wider context football marketing has also become a benchmarking standard for other sports to learn from worldwide The practices and processes of such an established industry are important lessons for those sports which are yet to maximise on their potential earnings and provide interesting lessons in sports marketing in general Marketing and Football an international approach is the first book to provide a comprehensive and entirely global approach to this subject Written by an international team of contributors who are keen researchers in the field it examines in two parts the study of football marketing in Europe and the development of a marketing dedicated to football with the question of the European example being used worldwide A ground breaking text it provides the reader with Contributions from the UK Norway France Italy Germany Spain Portugal Ireland Finland Scotland Brazil Japan USA Canada Argentina Korea and Australia Interviews with professional sports marketers representing some of the biggest clubs worldwide Juventus Turin FC Barcelona Milan AC Inter Milan AS Rome Olympique Lyonnais Vicenza SE Palmeiras Atletico Mineiro Atletico PR Marketing and Football an international approach is a seminal text which will pave the way for future academics and practitioners to work it is the first book to discuss and move towards a marketing dedicated to



football     **Sport Marketing** Bernard James Mullin, Stephen Hardy, William Anthony Sutton, 2007 This student text provides a foundation of theory and principles for those seeking sports management position It provides an overview of the reasons and foundations for sport marketing as well as theoretical and research issues and why market segmentation is important

*Research Anthology on Business Strategies, Health Factors, and Ethical Implications in Sports and eSports* Management Association, Information Resources, 2020-11-27 From issues of racism to the severity of concussions to celebrity endorsements the sports industry continues to significantly impact society With the rise of eSports and its projection as the next billion dollar industry it is vital that a multifaceted approach to sports research be undertaken On one side businesses are continually offering new methods for marketing and branding and finding the best ways to enhance consumer engagement and the consumer experience On the other side there has been progress and new findings in the physical fitness and training of the athletes themselves along with discussions on their psychology and wellbeing This two tiered approach to analyzing sports and eSports from a practical business perspective along with a lens placed on the athletes themselves provides a comprehensive view of the current advancements technologies and strategies within various aspects of the sports and esports industry *Research Anthology on Business Strategies Health Factors and Ethical Implications in Sports and eSports* covers the latest findings on all factors of sports the branding and marketing of sports and eSports studies on athletes and consumers a dive into the ethics of sports and the introduction of eSports to the industry This wide coverage of all fields of research recently conducted leads this book to be a well rounded view of how sports are functioning in modern times Highlighted topics include branding tactics consumer engagement eSports history and technologies ethics and law and psychological studies of athlete wellness This book is ideal for sports managers athletes trainers marketers brand managers advertisers practitioners stakeholders researchers academicians and students interested working in the fields of sports medicine law physical education assistive technologies marketing consumer behavior and psychology     *Highlights in sports management, marketing and business: 2021/22* Hans Westerbeek, Rochelle Eime, 2023-03-27     [Encyclopedia of Sports Management and Marketing](#) Linda E. Swayne, Mark Dodds, 2011-08-08 This four volume set introduces on the management side principles and procedures of economics budgeting and finance leadership governance communication business law and ethics and human resources practices all in the sports context On the marketing side this reference resource explores two broad streams marketing of sport and of sport related products promoting a particular team or selling team and sport related merchandise for example and using sports as a platform for marketing non sports products such as celebrity endorsements of a particular brand of watch or the corporate sponsorship of a tennis tournament Together these four volumes offer a comprehensive and authoritative overview of the state of sports management and marketing today providing an invaluable print or online resource for student researchers     **Sport Business in the United States** Brenda G. Pitts, James J. Zhang, 2020-10-11 Sport is big business in the USA From collegiate sport through to the professional leagues the sport

industry generates huge revenues employs thousands of people and engages millions of fans and consumers This book offers an evidence based snapshot of the contemporary sport industry in the USA Featuring new research from scholars working across every sector of sport business the book covers key topics such as consumer behaviour sport marketing the development of women s sport sport broadcasting internships and leadership It adds critical depth to our understanding of the sport industry in the world s single biggest sport marketplace Sport Business in the United States offers fascinating new perspectives for researchers students and industry professionals It is important reading for anybody working in sport management or sport business whether inside the US or around the world

## The Enigmatic Realm of **Sharing Best Practices In Sport Marketing**: Unleashing the Language is Inner Magic

In a fast-paced digital era where connections and knowledge intertwine, the enigmatic realm of language reveals its inherent magic. Its capacity to stir emotions, ignite contemplation, and catalyze profound transformations is nothing in short supply of extraordinary. Within the captivating pages of **Sharing Best Practices In Sport Marketing** a literary masterpiece penned by way of a renowned author, readers attempt a transformative journey, unlocking the secrets and untapped potential embedded within each word. In this evaluation, we shall explore the book's core themes, assess its distinct writing style, and delve into its lasting effect on the hearts and minds of those who partake in its reading experience.

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