

Marketing Strategies for Schools



Marketing For Schools

Johanna Lockhart

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Marketing for Schools David Pardey, 1991 This volume seeks to explain how marketing affects the way a school operates as well as being a guide to marketing activities It attempts to translate the theory of marketing into a practical strategy for schools and colleges to employ in the increasingly competitive education environment Practical Marketing for Schools Christopher Barnes, 1993 An introductory guide to drafting and implementing practical marketing strategies this workbook introduces key concepts such as marketing a nonprofit organization and drawing up marketing plans **Public Relations and Marketing for Schools** Tim Devlin, 1998 How can your school best be promoted Effective PR and marketing means targeting the right people with the right message at the right time However achieving this is a challenge for both the experienced and the uninitiated Every school needs to develop and build a good reputation within its community Once established it must take steps to ensure that this is protected and enhanced A school with a good reputation will have the ability to recruit more pupils which is the ultimate key to success To achieve this a school must have a clearly defined marketing and public relations strategy which is regularly updated From the School Management Solutions Series Public Relations templates worked examples case studies checklists and individual and group activities Written by Tim Devlin a specialist in marketing and public relations Public Relations Marketing in Schools is essential reading for all head teachers deputy head teachers heads of department and governors Public Relations Marketing for Schools is a must for all those involved in running schools it is thoroughly up to date highly relevant well structured very reasonable packed with practical advice it can improve the ways in which schools manage their public relations and marketing I only wish this excellent manual had been available years ago Mrs M Ribbins Woldingham School Surrey Contents include SECTION 1 GENERAL PROMOTION Introduction to marketing and public relations Public relations strategy Drafting the prospectus Your school s ambassadors Internal communications The school tour and open days SECTION 2 PEOPLE TO INVOLVE IN PROMOTION Encouraging staff participation Getting parents on board Harnessing pupil power Admissions secretaries Your vital role How governors can help SECTION 3 NETWORKING Feeder school links Involving the community Business partnerships About advertising So you have been appointed press officer Appearing on radio and television Handling media in a crisis SECTION 4 TESTING Helping boarding schools Triumph over adversity Monitoring APPENDICES Workshops and additional materials Case histories Organisations mentioned Publications mentioned *Sold Out* Alex Molnar, Faith Boninger, 2015-08-07 If you strip away the rosy language of school business partnership win win situation giving back to the community and the like what you see when you look at corporate marketing activities in the schools is example after example of the exploitation of children for financial gain Over the long run the financial benefit marketing in schools delivers to corporations rests on the ability of advertising to brand students and thereby help insure that they will be customers for life This process of branding involves inculcating the value of consumption as the primary mechanism for achieving happiness demonstrating success and

finding fulfillment Along the way branding children just like branding cattle inflicts pain Yet school districts desperate for funding sources often eagerly welcome marketers and seem not to recognize the threats that marketing brings to children's well being and to the integrity of the education they receive Given that all ads in school pose some threat to children it is past time for considering whether marketing activities belong in school Schools should be ad free zones **Selling School**

Catherine DiMartino, Sarah Butler Jessen, 2018-04-20 The authors present in depth research and analysis on the ways in which the educational landscape has been transformed by the presence of private and quasi private actors in the public education sector The use of aggressive marketing and branding campaigns to attract new consumers and create profit centers by charter school operators and their philanthropic benefactors forces traditional public schools to adopt similar tactics in order to attract students **Public Relations and Marketing for Schools** Tim Devlin, 1990 *How to Market Your School* Johanna Lockhart, 2010-12-16 Increased competition declining resources changing demographics news media scrutiny and the importance of public perceptions are reasons why schools and school districts need an effective marketing program However even school and district administrators who recognize the importance of marketing often feel unprepared to initiate and maintain a strategic marketing effort *How to Market Your School* is a comprehensive guide that provides school administrators with tools to help them create implement and maintain a successful marketing program Topics covered include developing a marketing strategy marketing research communications media relations building beneficial partnerships public relations and fund raising Although written for public school administrators the book is equally applicable to private and charter schools **Strategic Marketing for Schools** Brent Davies, Linda Ellison, 1997 Building on the first edition this book is designed to help teachers define what marketing is identify what it can do for their school develop a marketing culture within the school establish a strategic marketing plan and assess the school's service

Marketing 101 David J. Carroll, Susan Rovezzi Carroll, 2011-05-16 *Marketing 101 How Smart Schools Get and Keep Community Support* is a compact practical handbook created to guide educators in the application of marketing strategies that get results For many years marketing has been implemented in school settings with a fragmented piecemeal approach only to have disappointing and sometimes expensive results This book will introduce educators to sound marketing principles and action steps Full of descriptive concrete examples the information is easy to adapt to any educational setting as a workhorse to capture and retain community support The years ahead forecast challenging demographics savvy consumers and high expectation stakeholders Susan and David Carroll detail how to interpret demographic trends assess your image in the community groom your staff as ambassadors select and use marketing communications tools correctly pass your budgets and other strategic marketing steps for immediate use and success This book is essential to educators who want their schools to be aligned with the community they serve Sold Out Alex Molnar, Faith Boninger, 2015 If you strip away the rosy language of school business partnership win win situation giving back to the community and the like what you see when you

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