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# events

# Event Marketing

How to Successfully Promote Events,  
Festivals, Conventions, and Expositions



Leonard H. Hoyle, Jr., CAP, CMP

# Event Marketing How To Successfully Promote Events Festivals Conventions And Expositions The Wiley Event Management Series

**Glenn A. J. Bowdin, Johnny Allen, Rob  
Harris, Leo Jago, William O'Toole, Ian  
McDonnell**

## **Event Marketing How To Successfully Promote Events Festivals Conventions And Expositions The Wiley Event Management Series:**

Event Marketing Leonard H. Hoyle, 2002-11-08 Authored by a well known figure in the field Overview chapters explore topics such as electronic marketing strategies funding budgeting promotion and advertising Individual chapters address the differences involved in marketing different types of events Examines future trends and key issues such as how to reach new event attendees Includes appendices with sample forms contracts and more

**Event Management and Sustainability** Razaq Raj, James Musgrave, 2009 Sustainable management is an important consideration for businesses and organisations and the enormous number of tourism events taking place requiring facilities power transport people and much more makes sustainable event planning a considerable priority By looking at mega events sports events conferences and festivals this book uses best practice case studies to illustrate sustainable management issues and practical considerations that managers need to apply providing an essential reference for researchers and students in leisure and tourism

*The Guide to Successful Destination Management* Pat Schaumann, 2004-03-15 The first complete book on the subject of destination management Authored by the leading association of destination managers Includes the Association of Destination Management Executives ADME's Accepted Practices and Guidelines

**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

**A Practical Guide to Event Promotion** Nigel Jackson, Katie Angliss, 2017-07-14 This Practical Guide to Event Promotion offers the reader a short and succinct overview of the range of marketing communication materials from print to social marketing that can be used to promote an event successfully to the correct target markets It includes invaluable advice on how to identify the type of communication tools most applicable to the type of event that is being promoted and its target market how to effectively use and implement these useful tips on things to avoid as well as suggested time frames to use before during and after the event Examples of best practice and insights from events marketers are integrated throughout Although full of practical information a strong theoretical base underpins the advice included on how event managers can apply communication and persuasion theory to key audiences This book will be a useful resource for Events Management students putting on an event as part of their course and for assessments and those wanting to convert general theory into practical skills they will use in the workplace

*Event Marketing* C. A. Preston, 2012-10-16 event marketing CATERING EVENTS THE WILEY EVENT MANAGEMENT SERIES practical guidance for launching highly visible event marketing campaigns The new and fully up to date Second Edition of Event Marketing offers a complete set of tools strategies and best

practices for designing every phase of a successful integrated marketing campaign for any event from small conferences and expositions to giant fairs and festivals Designing a campaign that attracts attention motivates people to attend and achieves the goals of the event organizers requires creativity effort and the kind of informed guidance you ll find here Event Marketing covers every form of promotion advertising and public relations in both traditional and online media This edition has been thoroughly revised and expanded to include the very latest on social media and online marketing consumer behavior patterns and corporate sponsorships Modern case studies and exhaustive resources make it ideal as both a textbook for students and as an everyday resource for working practitioners Features include In depth coverage of promotions advertising PR and both traditional and online marketing strategies as well as budget financing Detailed case studies and analyses of marketing plans for specific events such as conferences corporate meetings large festivals and more The very latest in current trends and innovations including digital marketing strategies and social media Comprehensive appendices offering online resources and links to event marketing associations and societies media tracking services electronic marketing services and more

**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      Nonprofit Marketing Walter Wymer, Patricia Knowles, Roger Gomes, 2006-03-06 This textbook presents marketing concepts which are then supported with real world examples Key features include treatment of the most important marketing activities marketing fundamentals separate chapters on social marketing and cause marketing and numerous international examples      **A Career as an Event Coordinator** Barbara Krasner, 2014-12-15 Many careers are enjoyable but few can boast being part of a party quite like an event coordinator This book highlights many creative outlets inherent to the work but it also offers a realistic appraisal of the long hours demanding clients and other hard work involved Stories about real life event planners offer readers a genuine description of a day in the life of an event coordinator The book also includes information about how to get the training and experience needed to prepare for this demanding but imaginative field of work      Proceedings of the Eleventh International Conference on Management Science and Engineering Management Jiuping Xu, Mitsuo Gen, Asaf Hajiyeve, Fang Lee Cooke, 2017-06-27 This book is organized in 2 volumes and 6 parts Part I is Big Data Analytics which is about new advances of analysis statistics coordination and data mining of big data Part II is Information Systems Management which is about the development of big data information system or cloud platform Part III is Computing Methodology with Big Data which is about the improvements of traditional computation technologies in the background of big data Part IV is Uncertainty Decision Making which is about the decision making methods with various uncertain information such as fuzzy random rough gray unascertained Part V is Intelligence Algorithm Part VI is Data Security which is a particularly important aspect in the modern management environment      Events Management Charles Bladen, James Kennell, Emma Abson, Nick Wilde, 2022-12-30 Contemporary events management is a diverse and challenging field This introductory textbook fully explores the multidisciplinary nature of events management and provides the student with all the practical skills and professional knowledge they need to succeed in the events industry It introduces every core functional area of events management such as marketing finance project management strategy operations event design and human resources in a vast array of different event settings from sport to political events This new edition has been updated to include New and updated content on technological developments in events such as virtual hybrid events artificial intelligence virtual augmented reality holograms in music events software for event planning and projection mapping New content on eSports the sustainability sector employability skills policy changes diversity and inclusion ethics and responsibility in events and contemporary event safety and security issues including the threat of terrorism New and updated case studies that cover a wider range of regions A fully updated and extended companion website that includes web and video links quizzes and a case study archive for students as well as PowerPoint slides for instructors and a brand new instructor manual full of teaching strategy ideas Every topic is brought to life through vivid case studies personal biographies and examples of best practice from the real world of events management Written by a team of authors with many years experience of working in the events industry Events Management An Introduction is the essential course text for any events

management programme      Business Events Rob Davidson, 2018-12-07 The dynamic and fast expanding business events sector plays a vital role in the professional lives of hundreds of millions of people worldwide by providing settings in which they can meet for the purposes of negotiation deliberation motivation the dissemination of knowledge and the celebration of their greatest career related achievements This book provides a sound practical and theoretical context for the study of this subject by covering in depth all categories of business related events including corporate meetings association conferences political events incentive travel exhibitions corporate hospitality awards ceremonies and SMERF social military educational religious and fraternal gatherings This new edition has been extensively revised and updated to reflect recent developments in business events including Five new chapters on business events destination marketing knowledge sustainability ethics and technology New It s my job voice boxes offering practical insights from people employed in the business events industry A wide range of new case studies illustrating business events throughout the world including emerging business events destinations such as Russia and the Middle East Written in an accessible yet analytical manner Business Events is essential reading for all students of events tourism and hospitality management      **Research Anthology on Social Media**

**Advertising and Building Consumer Relationships** Management Association, Information Resources, 2022-05-13 Social media has become a key tool that businesses must utilize in all areas of their practices to build relationships with their customer base and promote their products This technology is no longer optional as those who do not take advantage of the many benefits it offers continue to struggle with outdated practices In order for businesses to flourish further study on the advantages social media provides in the areas of marketing and developing consumer relationships is required The Research Anthology on Social Media Advertising and Building Consumer Relationships considers best practices and strategies of utilizing social media successfully throughout various business fields to promote products build relationships and maintain relevancy This book also discusses common pitfalls and challenges companies face as they attempt to create a name for themselves in the online world Covering topics such as marketing human aspects of business and branding this major reference work is crucial for managers business owners entrepreneurs researchers scholars academicians practitioners instructors and students      Impact of ICTs on Event Management and Marketing Birdir, Kemal, Birdir, Sevda, Dalgic,

Ali, Toksoz, Derya, 2020-12-04 Conferences symposiums and other large events that take place at far away hotels require many hours of preparation to plan and need a capable event staff to market Without the innovative technologies that have changed the face of the tourism industry many destinations would be unequipped to handle such a task Impact of ICTs on Event Management and Marketing is a collection of innovative research on the methods and applications of information and communications technologies on almost all facets of hospitality and tourism related businesses including hotels restaurants and other tourism areas While highlighting topics including digital marketing artificial intelligence and event tourism this book is ideally designed for business managers event planners and marketing professionals      **Events Management** Glenn

A. J. Bowdin, Johnny Allen, Rob Harris, Leo Jago, William O'Toole, Ian McDonnell, 2023-07-31 A must have introductory text of unrivalled coverage and depth focusing on events planning and management the fourth edition of Events Management provides a complete A to Z of the principles and practices of planning managing and staging events The book offers a systematic guide to organising successful events examining areas such as event design logistics marketing human resource management financial planning risk management impacts evaluation and reporting The fourth edition has been fully updated and revised to include content covering technology including virtual and hybrid events concepts such as social capital soft power and events social inclusion equality accessibility and diversity and the latest industry reports research and legal frameworks The book is logically structured and features new case studies showing real life applications and highlighting issues with planning events of all types and scales in a range of geographical locations This book has been dubbed the events management bible and fosters an interactive learning experience amongst scholars of events management tourism and hospitality

*Public Relations Writing Worktext* Joseph M. Zappala, 2010-04-02 Public Relations Worktext is a writing and planning resource for public relations students and practitioners

**Alternative Tourism in Turkey** Istvan Egresi, 2016-12-08 This book takes inventory of and evaluates the available resources for the development of alternative tourism in Turkey It examines the role of alternative tourism in future tourism development plans and proposes public policies necessary to assure sustainability Although tourism started later in Turkey than in the Western Mediterranean countries it has grown very rapidly during the last three decades and today the country ranks among the top ten countries in the world in terms of both arrivals and receipts However most of the tourism development has been in the mass tourism sector or the so called sun sea sand tourism While crucial for the economic development of Turkey mass tourism in the absence of proper planning has happened in a haphazard manner leading to numerous environmental and socio cultural problems This book argues that in order to mitigate these problems Turkey should encourage the development of alternative forms of tourism

**Events Management** Nicole Ferdinand, Paul Kitchin, 2012-03-23 Electronic Inspection Copy available for instructors here Written by a team of twenty five high profile international authors this exciting new text successfully combines theory and practice making it a must have for all students of Events Management Events Management An International Approach provides comprehensive coverage of all the most common types of events preparing students for a future career in Events Management Covering key issues such as fundraising sponsorship globalization and sustainability this text addresses the challenges and examines the realities of events management in an international context A wide range of case studies and examples look at sporting music catering and fundraising events across Europe Africa Asia Australia and North America Key features include An international approach drawing on a wide range of cases from around the world Extensive pedagogical features such as Diary of an Event Manager and Exercises in Critical Thinking A companion website offering a full Instructor s Manual PowerPoint slides additional case studies and links to SAGE journal articles This book is

essential reading for all undergraduate and postgraduate students studying Events Management Visit the Companion Website at [www.sagepub.co.uk/ferdinand](http://www.sagepub.co.uk/ferdinand) Nicole Ferdinand is Senior Lecturer in Events Management at the London Metropolitan Business School Paul J Kitchen is Lecturer in Sports Management at the University of Ulster

**Brand Culture and Identity: Concepts, Methodologies, Tools, and Applications** Management Association, Information Resources, 2018-10-05 The world of brands is undergoing a sea change in the domain of consumer culture and it has become a challenge to cater to the taste and needs of audiences The process of creating iconic brands varies from product to product and market to market Effective branding strategies are imperative for success in a competitive marketplace Brand Culture and Identity Concepts Methodologies Tools and Applications is a vital reference source for the latest research findings on the use of theoretical and applied frameworks of brand awareness and culture Highlighting a range of topics such as consumer behavior advertising and emotional branding this multi volume book is ideally designed for business executives marketing professionals business managers academicians and researchers actively involved in the marketing industry

**The Advanced Dictionary of Marketing** Scott Dacko, 2008 This advanced dictionary of marketing focuses on leading edge terminology for use by people who are serious about the theory and practice of marketing With over 1 000 entries ranging in length and depth it is the ideal reference guide for researchers directors managers and anyone studying marketing for a professional or academic qualification



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