



Sponsorship in Marketing: Effective Communication through Sports, Arts and Events (Paperback)

By T. Bettina Cornwell

Taylor Francis Ltd, United Kingdom, 2014. Paperback. Book Condition: New. 230 x 156 mm. Language: English . Brand New Book. Sponsorship of sports, arts or events can be a powerful form of marketing communication for businesses and organizations. This book introduces the fundamentals of sponsorship-linked marketing, helping the reader to understand how sponsorship can be planned, executed and measured. Drawing on original research, and exploring key theory, best practice and cutting-edge issues, this is also the only book to fully explain how the sponsor can implement successful sponsorship campaigns and achieve their communication objectives. The book covers every important conceptual and functional area of sponsorship in marketing communications, including: * audiences, strategies and objectives * leveraging and activation * building sponsorship portfolios * measurement and evaluation * ambush marketing * managing relationships * internal audiences * public policy and legal issues Every chapter includes case studies, examples and data from real organizations, business, campaigns and events, vividly illustrating the link between fundamental principles and effective practice. No other book provides such a comprehensive, evidence-based introduction to sponsorship, demonstrating how organizations can connect brands to real life. This is essential reading for all students and practitioners working in sport marketing, sport...

Reviews

Merely no phrases to describe. Better then never, though i am quite late in start reading this one. Its been written in an extremely easy way which is merely following i finished reading this publication through which in fact transformed me, change the way in my opinion.

-- **Pedro Renner**

The ebook is not difficult in read through easier to comprehend. Of course, it is perform, nonetheless an interesting and amazing literature. Once you begin to read the book, it is extremely difficult to leave it before concluding.

-- **Dr. Haylee Grimes PhD**