Record Nr. Titolo	UNINA9910465221103321 Consumer behavior knowledge for effective sports and event marketing
Pubbl/distr/stampa	/ / edited by Lynn R. Kahle, Angeline G. Close New York : , : Routledge, , 2011
ISBN	1-136-91790-X 0-203-84411-4 9786613037398 1-283-03739-4 1-136-91792-6
Descrizione fisica	1 online resource (349 p.)
Altri autori (Persone)	CloseAngeline KahleLynn R
Disciplina	796.06/98
Soggetti	Consumer behavior Sports - Marketing Special events - Marketing Communication in marketing Electronic books.
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and indexes.
Nota di contenuto	section 1. Influencing behaviors in society and sports section 2. Building relationships with consumers through sports section 3. Providing service to consumers through sports and event sponsorship.
Sommario/riassunto	The growing complexity and importance of sports and event marketing has pushed scholars and practitioners to apply sophisticated marketing thinking and applications to these topics. This book deals with the professional development in the sense that sports marketing can be viewed as an application of consumer behavior research. Readers will learn about new opportunities in using consumer behavior knowledge effectively in the areas of: influencing behaviors in society and sports; building relationships with consumers through sports and events; and providing services to consumers through spor

1.