Record Nr. UNINA9910779048103321 Routledge handbook of political marketing / / edited by Jennifer Lees-**Titolo** Marshment Abingdon, Oxon;; New York,: Routledge, 2012 Pubbl/distr/stampa Abingdon, Oxon:,: Routledge,, 2012 **ISBN** 1-280-68160-8 9786613658548 1-136-59744-1 0-203-34990-3 Descrizione fisica 1 online resource (399 p.) Collana Routledge handbooks Altri autori (Persone) Lees-MarshmentJennifer Disciplina 324.7/3 Soggetti Public relations and politics Campaign management Political campaigns Communication in politics Government publicity 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 index. Nota di contenuto Front Cover; Routledge Handbook of Political Marketing; Copyright page; Contents; List of figures; List of tables; List of contributors; 1. Introduction: political marketing in the 21st century: Jennifer Lees-Marshment; Part I: Understanding the market, gathering ideas and debate; 2. The role of opinion research in setting campaign strategy: Alexander Braun; 3. Political marketing and segmentation in aging democracies: Scott Davidson and Robert H. Binstock; 4. Strategic voter

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## Sommario/riassunto

With the Obama campaign universally acknowledged as the most successfully marketed presidential campaign of all time, the future of political marketing is fiercely contested, provoking a wealth of high quality scholarship from across the globe. This work provides an accessible introduction to the field, international in both content and authorship, which will set the direction of future research. Routledge Handbook of Political Marketing contains cutting edge contributions written by academic experts and informed practitioners but will also have a cohesive structure, contain