Record Nr. UNINA9910830409503321 Autore Fenton William (William Seaborne), <1957-> Titolo The sponsorship handbook [[electronic resource]]: essential tools, tips and techniques for sponsors and sponsorship seekers / / Pippa Collett and William Fenton San Francisco, Calif., : Jossey-Bass, 2011 Pubbl/distr/stampa **ISBN** 0-470-98000-1 1-119-20732-0 1-283-37408-0 9786613374080 0-470-98002-8 Descrizione fisica 1 online resource (266 p.) Classificazione BUS058000 Altri autori (Persone) CollettPippa 300 Disciplina 659.2 Soggetti Corporate sponsorship Lingua di pubblicazione Inglese Formato Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto pt. 1. Sponsors -- pt. 2. Sponsorship seekers -- pt. 3. The way ahead. Sommario/riassunto "The Sponsorship Handbook is a response to the changing face of sponsorship, not only outlining new challenges and possibilities within the topic, but demonstrating clear practical advice on how to make it work. It shows those on both sides of the divide how quickly the recession and the rise of the "experience economy" has moved from displaying logos and giving away some event tickets to a tool used by

show measurable improvement in the results"--

companies desperate to have positive interaction with consumers on an almost personal level. The book will helps students, new entrants to the field and managers to do their jobs more effectively and to be able to