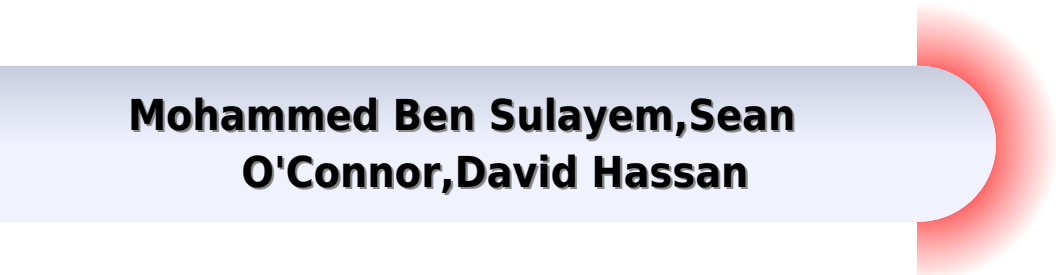


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marketing is an exciting and fast moving part of the sports industry that presents new challenges requiring innovative and effective solutions Engagement with sport marketing therefore equips students with valuable transferable skills necessary for all sport managers of the future **Principles of Marketing** Ayantunji Gbadamosi,Ian Bathgate,Sonny

Nwankwo,2013-11-19 This user friendly textbook offers students an overview of each aspect of the marketing process explored uniquely from the value perspective Delivering value to customers is an integral part of contemporary marketing For a firm to deliver value it must consider its total market offering including the reputation of the organization staff representation product benefits and technological characteristics and benchmark this against competitors market offerings and prices Principles of Marketing takes this thoroughly into account and ensures that students develop a strong understanding of these essential values The book also looks in detail at the impact of social media upon marketing practices and customer relationships and the dramatic impact that new technologies have had on the marketing environment Written by a team of experienced instructors Principles of Marketing is an ideal companion for all undergraduate students taking an introductory course in marketing Sport Management in the Middle East Mohammed Ben Sulayem,Sean O'Connor,David Hassan,2013-04-12 The Middle East is one of the fastest growing and significant markets in world sport as well as a powerful source of investment in sport Bids for the Olympics in 2020 and the soccer World Cup in 2022 as well as remarkable investments in Formula One motor racing horse racing and English Premier League soccer clubs demonstrate the strength of interest the depth of resource and the technical expertise maintained by sport business interests in the region Sport Management in the Middle East is the first book to offer a serious and in depth analysis of the business and management of sport in the region Written by a team of world leading researchers in Middle Eastern sport and illustrated in full colour throughout the book examines the importance of sport in the Middle East and introduces its particular management processes structures and cultures As well as providing an overview of the region s sporting strategy and key stakeholders the book also offers a number of detailed case studies of sport in individual Middle Eastern countries A unique guide to sport management in a region of fundamental importance in world sport this book is essential reading for any serious student or scholar of sport management sport business Middle East studies or sport and society *The Cumulative Book Index* ,1999

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