

The Sport Business Industry Welcome To Bellerophon

How is sport marketing being transformed by new media and technology, by globalization and by the opening of new markets and sources of revenue? This book examines the most important trends and developments in contemporary sport marketing around the world, shining new light on the importance of marketing and markets as the drivers of international sport business. The book introduces essential concepts and best practice in international sport marketing today and presents original case studies from around the world, looking at leagues, commercial sponsors, consumer behavior, and the role of athletes and their representatives. It covers important topics from "place branding" and experiential marketing to equipment manufacture and sports arenas, as well as the economic impact and regulation of sports events, the "financiarization" and "vipization" of sport, and marketing in the sport for the development and peace sector. International Sport Marketing is essential reading for all students, scholars and practitioners working in sport marketing, especially those concerned with the globalization of the sports industry.

Sponsorship is a vital area of contemporary sport business. This book offers a concise and practice-focused introduction to sport sponsorship, including an explanation of key concepts, a survey of the key tools required to be a successful practitioner, and insights into real-world practice from authors with extensive industry and academic experience. Covering sport at all levels, from professional to grassroots, and including international cases and examples throughout, the book demonstrates that sport sponsorship works if done correctly. Drawing on the latest cutting-edge research, it introduces the core principles of sport sponsorship and shows how to get maximum value at each stage of the sponsorship process, from plan to activation, servicing and evaluation, for sponsor, property or agency. Requiring no prior knowledge of sport sponsorship, and full of real-world examples of best practice, this is the perfect primer for any student or industry professional looking to improve and deepen their understanding of this core element of modern sport business.

Effective marketing is essential for any successful sport organization, from elite international teams to local leagues. Now in a fully revised and updated third edition, Advanced Theory and Practice in Sport Marketing is still the only text to introduce key theory and best practice at an advanced level. This new edition goes beyond the introductory marketing course by exploring advanced marketing theories related to social responsibility, global issues, information systems, consumer behavior, product management, logistics, sales, promotions, and social/digital/mobile media. New to the edition are sections on branding, destination marketing, and performance evaluation that demonstrate how to measure impacts through sport marketing and how to use analytics to determine sport marketing success. Every chapter contains extended case studies and theory-to-practice insights from marketing professionals around the world and a companion website includes an impressive array of additional teaching and learning resources. Advanced Theory and Practice in Sport Marketing goes further than any other textbook to prepare students for the real world of sport marketing. It is essential reading for any upper-level undergraduate or postgraduate course in sport marketing or sport business.

Financial Management in the Sport Industry provides readers with an understanding of

sport finance and the importance of sound financial management in the sport industry. It begins by covering finance basics and the tools and techniques of financial quantification, using current industry examples to apply the principles of financial management to sport. It then goes beyond the basics to show how financial management works specifically in sport - how decisions are made to ensure wealth maximization. Discussions include debt and equity financing, capital budgeting, facility financing, economic impact, risk and return, time value of money, and more. The final section focuses on sport finance in three sectors of the industry - public sector sports, collegiate athletics, and professional sport-providing in-depth analysis of financial management in each sector. Sidebars, case studies, concept checks, and practice problems throughout provide practical applications of the material and enable thorough study and practice. The business of sport has changed dynamically since the publication of the first edition, and this second edition reflects the impact of these changes on financial management in the sport industry. New to this edition are changes to reflect the global nature of sport (with, for example, discussions of income tax rates in the Premier League), expanded material on the use of spreadsheets for financial calculations, a primer on accounting principles to help students interpret financial statements, a valuation case study assignment that takes students step by step through a valuation, a new stadium feasibility analysis using the efforts of the Oakland Raiders to obtain a new stadium, a new economic impact example focusing on the NBA All Star game, and much more.

The international nature of the sport industry requires a global approach to sport marketing practices. Organisations need to develop a good understanding of the laws, regulations, values and norms of the countries and cultures in which they operate. This book brings together world-leading sport marketing scholars from 11 countries to address the most important global, regional, national, and community marketing issues in sport today. Presenting the latest cutting-edge research from countries including India, China, the UK and the USA, it includes case studies on successful marketing strategies in sports ranging from football and hockey to baseball and motor racing. The book combines both qualitative and quantitative studies to explore key topics such as: sport marketing in a globalized marketplace corporate social responsibility and sponsorship in sporting events the Olympic brand image and its values sport consumer behaviour and customer satisfaction new digital marketing channels. Contemporary Sport Marketing: Global perspectives is vital reading for all students and scholars of sport marketing, sport business and sport management, as well as for any professional working in the sport industry.

Written by European professors and focusing on the specificities of European sport, When Sport Meets Business analyses the growing commercialisation of professional sport in recent years and explains how it has developed into a major global industry. Structured into four sections, the book covers the key issues in the Business of professional sport: The New Sport Environment – Analysing the consequences of increasing commercialisation by looking at the multi-billion dollar sports goods industry; the effects of globalisation and how commercial influences have made running one of Europe's most popular sports. Sport Marketing and Media – Investigating the role media and marketing has in commercialisation, with emphasis on the growth of sponsorship; media rights in European club football and the growing influence of social

media in sport. Sport and Finance – Relating to the economics of European sport: there is an investigation into the financial policies employed by European Football clubs, specifically in regards to the Financial Fair Play regulations, and the topical issue of high level corruption. Sporting Events – Looking at additional factors that affect professional sport: highlighting the impact an Olympic Games can have on a host city and the longevity of an Olympic urban legacy. The authors have included insightful case studies from across the continent, including anti RB-Leipzig media campaigns in Germany, financial policies at England's Chelsea FC, French Tennis Federation corporate responsibility, Media rights in Spain's LaLiga, the sponsorship viability for Ukraine's Klitschko brothers and the case of Denmark's Viborg F.F. Suitable for undergraduate and postgraduate students in sport related courses, including sport management, sport economics, sport marketing and the sociology of sport.

This book introduces predictive analytics in sports and discusses the relationship between analytics and algorithms and statistics. It defines sports data to be used and explains why the unique nature of sports would make analytics useful. The book also explains why the proper use of predictive analytics includes knowing what they are incapable of doing as well as the role of predictive analytics in the bigger picture of sports entrepreneurship, innovation, and technology. The book looks at the mathematical foundations that enhance technical knowledge of predictive models and illustrates through practical, insightful cases that will help to empower readers to build and deploy their own analytic methodologies. This book targets readers who already have working knowledge of location, dispersion, and distribution statistics, bivariate relationships (scatter plots and correlation coefficients), and statistical significance testing and is a reliable, well-rounded reference for furthering their knowledge of predictive analytics in sports.

Sport has become big business. This book takes a global look at the business of sport focusing upon the structure of the sport industry, commercialisation of sport, sport marketing, franchising, television and other rights and the rise of the global super athletes and teams. This is positioned in a global political and economic context and in the framework of global uncertainties and scenarios.

Contemporary sport is both a sophisticated and complex international business and a mass participatory practice run largely by volunteers and community organisations. Now in a fully revised and expanded second edition, this authoritative and comprehensive introduction to the theory and practice of sports management helps to explain the modern commercial environment that shapes sport at all levels and gives clear and sensible guidance on best practice in sports management, from elite sport to the local level. The first section examines the global context for contemporary sports management. The second explores the key functional areas of management, from organisation and strategy to finance and marketing, and explains how successful managerial techniques can be applied in a sporting context. The final section surveys a wide range of important issues in contemporary sports management, from corporate social responsibility to the use of information and communication technologies. Together, these sections provide a complete package of theory, applied practical skills and a state-of-the-art review of modern sport business. Complemented by a companion website full of additional resources, this book is essential reading for all students of sport management and sport business.

This collection of essays, written by a number of respected sport management scholars, addresses many of the challenges and issues facing today's sport management academic

programs. It is intended to begin a professional and scholarly discussion to identify the best, or at least the most logical, paths to follow for sport management programs and the industry with which they are so closely aligned. Contributors, invited to participate based on their recognized areas of expertise, address specific topics using their own unique voices and writing styles. In the ebook version, essays link to video introductions by the authors and to online discussion forums where readers can respond to the issues presented in the essays. From the Preface: The field of sport management stands at an academic crossroads; the essays in this book address the following and other emerging questions: Should our successful field of study continue to model other disciplines and perpetuate their successes, as well as their shortcomings, or should we determine our own specific model for academic success? How are we doing in preparing future sport managers to perform in the industry and on the global stage? Where do we belong in the scheme of academe? The book's goal is to generate discussion among sport management professors, industry professionals who serve as adjunct faculty and participate on sport management program advisory boards, doctoral students who intend to teach in sport management programs, and others who explore and critique higher education in general.

This edited text compiles advanced material relating to strategy and marketing in the field of sports business. Featuring contributions from experts across the sports business field, the book approaches strategy from the standpoint of managing and marketing a brand. With integrated current-day examples highlighting practices and issues, as well as 'real-world' applied video cases, this book is ideal for marketing students and sports business practitioners looking to gain strategic insights into the industry.

Contemporary sport is big business. Major teams, leagues, franchises, merchandisers and retailers are in fierce competition in a dynamic global marketplace. Now in a fully revised and updated second edition, *International Cases in the Business of Sport* presents an unparalleled range of cutting-edge case studies that show how contemporary sport business is done and provides insight into commercial management practice. Written by a team of international experts, these case studies cover organisations and events as diverse as the NBA, the Americas Cup, the Tour de France, the PGA tour, FC Barcelona and the Australian Open tennis. They explore key contemporary themes in sport business and management, such as broadcast rights, social media, strategic development, ownership models, mega-events, sports retailing, globalisation, corruption and financial problems. Each case study also includes discussion questions, recommended reading and links to useful web resources. *International Cases in the Business of Sport* is an essential companion to any sport business or sport management course, and fascinating reading for any sport business professional looking to deepen their understanding of contemporary management.

In the global sport business industry, growth, and development within and across various sport businesses are essential for competitive advantage. This fascinating collection of chapters examines how the development and management of resources and opportunities in sport business is vital to success. Commissioned by the World Association for Sport Management (WASM) and featuring global perspectives from leading international scholars and original research data drawn from both qualitative and quantitative inquiry, the book presents cases as diverse as customer demand in the NBA, sport and physical activity human resources in Spain and stakeholder relationships in Chinese football. Presented in three parts (global perspectives, managing resources, and managing opportunities), *Global Sport Business* examines key research and practical issues in sport business management and marketing studies in both global and local contexts. This is an important read for professors, scholars, and students in sport business management, a useful resource for sport business management professionals and practitioners, and illuminating reading for anyone with an interest in sport management.

Future economic growth lies in the value of experiences and transformations--good and services are no longer enough. We are on the threshold, say authors Pine and Gilmore, of the Experience Economy, a new economic era in which all businesses must orchestrate memorable events for their customers. The Experience Economy offers a creative, highly original, and yet eminently practical strategy for companies to script and stage the experiences that will transform the value of what they produce. From America Online to Walt Disney, the authors draw from a rich and varied mix of examples that showcase businesses in the midst of creating personal experiences for both consumers and businesses. The authors urge managers to look beyond traditional pricing factors like time and cost, and consider charging for the value of the transformation that an experience offers. Goods and services, say Pine and Gilmore, are no longer enough. Experiences and transformations are the basis for future economic growth, and The Experience Economy is the script from which managers can begin to direct their own transformations.

Cross-cultural management is an important facet of the globalized sport industry. Sport managers must be skilled at working with individuals from diverse cultures and aware of the key issues affecting sport on a global level. This book brings together cutting-edge research from leading sport scholars from around the world, to illuminate some of those important issues and to demonstrate what cross-cultural management looks like in a sporting context.

Presenting case studies from countries as diverse as the US, Brazil, Poland and Venezuela, and across a range of sports from football to basketball, the book presents new empirical material derived from a range of inquiry protocols, including both qualitative and quantitative methods. It offers critical analyses of cross-cultural and managerial issues in key areas such as group cohesiveness, group communications, and misperception and misinterpretation. Making an important contribution to our understanding of both theory and practice in sport management, this book is fascinating reading for any student, researcher or practitioner with an interest in global and international sport.

The book addresses issues relating to market research applied to the sports business. It aims to cover both theory and practice, targeting students, academics and sports clubs and organisations.

Contemporary sport business is international. From global sport competitions and events, sponsorship deals and broadcasting rights to labour markets and lucrative flows of tourists, anybody working in sport business today has to have an international perspective. This book offers the broadest and most in-depth guide to the key themes in international sport business today, covering every core area from strategy and marketing to finance, media and the law. Including authors from more than twenty countries spanning the Americas, Europe, Asia, Africa and Australia, this handbook addresses the most important issues in the world of sport business from a uniquely global perspective. Each chapter examines a particular cross-section of business and sport, encompassing all levels from grassroots to professional and elite. Divided into seven major subject areas, it offers insights from experts on: International Sport Business Strategy Sport Marketing Sport Economics and Finance International Sport Law Sport Media and Communication Sport Tourism Sport Development. The Routledge Handbook of International Sport Business is an essential resource for any course on sport business, sport management or international business.

This new edition of a widely adopted textbook equips students with a comprehensive understanding of the sport industry. With a focus on

management, strategy, marketing and finance, the decision-making approach of the book emphasizes key concepts while translating them into practice. Content specific to each of the vital stakeholders in the sport business is included. Foster, O'Reilly and Dávila present a set of modular chapters supported with international examples. Supplementary materials available to instructors include mini-cases, full case studies, activities, in-class lecture materials and exercises to help students apply the decision-making approach to real-world situations. The book includes content about sport organizations, such as the Olympic Games, FIFA World Cup, the European Premier Leagues and Major North American Professional Sport Leagues. Stanford cases are updated for the second edition and entirely new chapters cover the latest topics, including esports, sports gambling, fantasy sports and crisis management. This is an ideal textbook for upper-level undergraduate and postgraduate students of sports business and management.

Mark Cuban shares his wealth of experience and business savvy in his first published book, *HOW TO WIN AT THE SPORT OF BUSINESS*. "It's New Year's resolution time, and Mark Cuban's new book offers the rationale for a good one." —BUSINESS INSIDER Using the greatest material from his popular Blog Maverick, Cuban has collected and updated his postings on business and life to provide a catalog of insider knowledge on what it takes to become a thriving entrepreneur. He tells his own rags-to-riches story of how he went from selling powdered milk and sleeping on friends' couches to owning his own company and becoming a multi-billion dollar success story. His unconventional yet highly effective ideas on how to build a successful business offer entrepreneurs at any stage of their careers a huge edge over their competitors. "In short, [*HOW TO WIN AT THE SPORT OF BUSINESS*] exceeded...expectations. Short chapters...got right to the point and were not filled with 'stuffing'." —HUFFINGTON POST

This book takes a close look at how the sport industry has been impacted by the global Coronavirus pandemic, as entire seasons have been cut short, events have been cancelled, athletes have been infected, and sport studies programs have moved online. Crucially, the book also asks how the industry might move forward. With contributions from sport studies researchers across the world, the book offers commentaries, cases, and informed analysis across a wide range of topics and practical areas within sport business and management, from crisis communication and marketing to event management and finance. While Covid-19 will inevitably cast a long shadow over sport for years to come, and although the situation is fast-evolving and the future is uncertain, this book offers some important early perspectives and reflections that will inform debate and influence policy and practice. A timely addition to the body of knowledge regarding the pandemic, this is an important resource for researchers, students, practitioners, the media, policy-makers, and anybody who cares about the future of sport.

Combining knowledge from sport management, marketing, media, leadership, governance, and consumer behavior in innovative ways, this book goes further than any other in surveying current theory and research on the business of women's sport around the world, making it an unparalleled resource for all those who aspire to work in, or understand, women's sport. Featuring international perspectives, with authors from North America, South America, Europe, Asia, and Oceania, and insightful, in-depth profiles of real leaders within different sectors of women's sport in the global sport industry, the Routledge Handbook of the Business of Women's Sport offers an integrated understanding of the ways traditional media and social media impact both the understanding and advancement of women's sport properties, businesses, teams, and athletes. Innovative case studies show how societal issues such as gender, power, and framing impact the business of women's sports and those who work in women's sport. An essential reference for any researcher or advanced student with an interest in women's sport or women in business, and useful supplementary reading for researchers and advanced students working in sport business, sport management, mainstream business and management, or women's studies. The social, cultural and economic significance of sport has never been more evident than it is today. Adopting a critical management perspective, this book examines the most important themes and challenges in global sport management. From match-fixing, doping, bribery and corruption to corporate social responsibility, governance, and new media, it helps students, researchers and practitioners to understand the changing face of the global sport industry. Written by leading international sport management experts, Critical Issues in Global Sport Management includes twenty chapters and real-life case studies from around the world. It examines contemporary governance and management issues as well as the ethical challenges faced by the global sport industry, including questions of integrity and accountability in recent drug scandals that have been widely reported and debated. This book deals with such questions and many more, highlighting the fact that the global sport system is in urgent need of new and innovative solutions to these ongoing problems. Based on cutting-edge research from the US, UK, Australia, Europe and beyond, this book will add depth and currency to any course in sport management, sport business, sport development, or sport events.

Traces the single-generation transformation of sports from a cottage industry to a global business, reflecting on how elite athletes, agents, TV executives, coaches, owners, and athletes who once had to take second jobs worked together to create the dominating, big-ticket industry of today.

"This book is a collection of writings from sport business professionals. Each of the 28 chapters tackles an essential topic that any person who wants to be a force in sport business will face early and often in his or her career"--

The increasing availability of data has transformed the way sports are played, promoted and managed. This is the first textbook to explain how the big data revolution is having

a profound influence across the sport industry, demonstrating how sport managers and business professionals can use analytical techniques to improve their professional practice. While other sports analytics books have focused on player performance data, this book shows how analytics can be applied to every functional area of sport business, from marketing and event management to finance and legal services. Drawing on research that spans the entire sport industry, it explains how data is influencing the most important decisions, from ticket sales and human resources to risk management and facility operations. Each chapter contains real world examples, industry profiles and extended case studies which are complimented by a companion website full of useful learning resources. Sport Analytics: A data-driven approach to sport business and management is an essential text for all sport management students and an invaluable reference for any sport management professional involved in operational research.

This is an introduction to the wide-ranging world of sport communication, integral to the successful management, marketing, and operation of sport organisations at all levels. The text outlines the full breadth of the communication industry, including the many professional careers available to students and practitioners.

Sport is big business in the USA. From collegiate sport through to the professional leagues, the sport industry generates huge revenues, employs thousands of people and engages millions of fans and consumers. This book offers an evidence-based snapshot of the contemporary sport industry in the USA. Featuring new research from scholars working across every sector of sport business, the book covers key topics such as consumer behaviour, sport marketing, the development of women's sport, sport broadcasting, internships, and leadership. It adds critical depth to our understanding of the sport industry in the world's single biggest sport marketplace. Sport Business in the United States offers fascinating new perspectives for researchers, students and industry professionals. It is important reading for anybody working in sport management or sport business, whether inside the US or around the world.

Fantasy sport has become big business. Recent estimates suggest that there as many as 33 million fantasy sport participants in the US alone, spending \$3bn annually, with many millions more around the world. This is the first in-depth study of fantasy sport as a cultural and social phenomenon and a significant and growing component of the contemporary sports economy. This book presents an overview of the history of fantasy sport and its close connection to innovations in sports media. Drawing on extensive empirical research, it offers an analysis of the demographics of fantasy sport, the motivations of fantasy sport players and their significance as heavy consumers of sport media and as ultra-fans. It also draws cross-cultural comparisons between fantasy sport players in the US, UK, Europe and beyond. The Fantasy Sport Industry examines the key commercial and media stakeholders in the production and development of fantasy sport, and points to new directions for the fantasy sport industry within modern sport business. It is therefore, fascinating reading for any student, scholar or professional with an interest in sports media, sports business, fandom, the relationship between sport and society, or cultural studies.

Sport has a number of distinctive characteristics which impact on the extent of its globalization. This book seeks to gain a deeper understanding of the unique

development in sports, its governance, its logic of co-creation of value and the advancement of the industry towards internationalisation, professionalization and commercialization

Sport is a growing industry with enormous numbers of people now involved in the management and administration of sports, fitness and exercise. Whether voluntary, public or commercial sectors, all can benefit by improving the practice and delivery of the management of sport and its organisations. This text is designed to help all those delivering sport to deliver it better and includes:

- What's different and special about sports management?
- The voluntary sector
- Event management and marketing
- Marketing, fundraising and sponsorship
- Managing staff and volunteers
- Organisational management principles
- Legal issues including health and safety
- Case studies - both local and national.

Full of practical examples this book reveals sports management in action, showing how good management helps us to deliver better sports participation, at all levels. This book is a must for undergraduates as well as an invaluable tool for professionals in sport management and administration in the private public and voluntary sectors.

If you love sports and are fascinated by business dealings in this trillion-dollar global industry, then this is the anthology you've been waiting for. *The Sport Business Handbook: Insights From 100+ Leaders Who Shaped 50 Years of the Industry* provides insider perspectives from more than 100 of the biggest names in the sport business industry. Plentiful examples and stories, including insiders' views of major sports deals, make this book a bible of information for those looking to begin or advance a career in the field or for anyone interested in the behind-the-scenes intricacies of sport business. Editor Rick Horrow, an internationally known sport business and sport law expert who has been the architect of more than 100 deals worth more than \$20 billion, has teamed up with renowned sport business scholar and practitioner Rick Burton and author Myles Schrag to assemble one of the most unique sport books ever published. You will be both informed and entertained by the personal insights of prominent sport business leaders, including league commissioners such as Gary Bettman, Don Garber, and Paul Tagliabue; team owners such as Jerry Colangelo and Tom Ricketts; executives such as Larry Lucchino and Pat Williams; administrators such as Joe Castiglione and Deborah Yow; professional athletes such as Scott Hamilton and Cal Ripken Jr.; and media personalities such as Jay Bilas and Ann Meyers Drysdale. This all-star team also includes legendary Duke University men's basketball coach Mike Krzyzewski as the foreword author. *The Sport Business Handbook* gives you guidance for everything from the basics of breaking into the sport industry to the intricate skills required to become an industry giant: Consider the role you want to play, what your values are, and how you can set yourself up for success in the industry. Understand the value of brand management and the opportunities for those with strong knowledge and skills in this area. Embrace technology and use the power of modern media to guide your organization toward its goals. Master leadership skills by establishing a framework for thinking and behaving as a leader at all times. Each chapter addresses a specific topic and weaves in story-like sidebars that share rare glimpses into professional dealings in sport. These 80-plus sidebars include "Game Changer" sidebars, which describe pivotal moments that influenced sport leaders as they strived for success, and "360" sidebars, which present alternative perspectives so all viewpoints are explored in

finding best practices. Instructors who adopt the text will have access to an instructor's guide that includes links to online video and audio clips that tie in directly to book topics, along with a "Breakthrough Moments" list of the 50 most significant events, chosen specifically to supplement the book's content with societal context and historical depth. These additional tools feature questions and activities to spark classroom discussion and facilitate an enhanced learning experience for students. Nowhere else will you find such a comprehensive guide with practical advice and personal stories from the biggest names in the industry. The Sport Business Handbook is an engaging, informative book that will help you discover your strengths and develop your skills so you can become one of the leaders to shape the sport business industry for the next 50 years.

Sport Industry Research & Analysis offers a no-nonsense, straightforward approach to the study of research design and statistical analysis in the sport enterprise. Each chapter outlines real-world instances in which research and statistics contribute to bottom-line decisions. The book includes clear, progressive instructions, using spreadsheets for statistical computations and analyses. The explanations for the calculations and analyses are presented in the context of sport industry scenarios with sample data. Additional scenarios with sample data provide hands-on practice with each statistical test. "In Practice" contributions from sport industry professionals demonstrate how these practitioners use research and statistical analysis in their everyday tasks. This book's succinct, applied approach to research design and statistical analyses provides readers with essential skills to help them understand the importance of an information-based approach to decision making in the sport enterprise.

Sport management is a rapidly developing industry which continues to grow in size and scope on an international scale. This comprehensive and engaging textbook offers a complete introduction to core principles and best practice in contemporary sport management. Adopting an issues-based approach and drawing on the very latest research, it demonstrates how theory translates into practice across all the key functional areas of sport management, from governance and leadership to tourism and events. Written by a team of experts from across the globe, the book explores sport management from a truly international perspective and looks at all levels from professional, high-performance sport to non-profit and grassroots. With extended real-world case studies and an array of helpful features in every chapter, it addresses crucial topics such as: managing organisational performance communication and social media sponsorship and marketing the impact of sport on society future directions for sport management. Complemented by a companion website full of additional teaching and learning resources for students and instructors, this is an essential textbook for any degree-level sport management course.

Financial Management in the Sport Industry Routledge

Global Sport Business: The Community Impact of Commercial Sport involves a range of pressing issues that come with the arrival of sport as a commodity in the world economy. It can be argued that, throughout the past two centuries, sport has always been recognized as both a frivolous pursuit of spending leisure time

with friends and family, and as an activity that has substantial commercial value to be mined by entrepreneurs. However, only during the most recent wave of globalization, spurred by technological advancements that have led to achieving global reach in regard to potential customers, has sport entered a global marketplace that offers tremendous financial rewards for those who manage to control international sport organizations and events. In this book, global sport business is viewed from a number of different perspectives including a value chain approach to describing the sport industry; the ever increasing impact of the international media on sport business; how globalization influences the style of (sport) management; how social capital can be generated through sport business; and the emergence of social sport business. Overall, the different contributors to the book reflect on how sport's global (and as such commercial) attractiveness can, and often will impact locally, on communities of people and individuals. This book was published as a special issue of *Sport in Society*. This book showcases new research in sport business management around the world, offering a platform for the international exchange of ideas, best practices, and scientific inquiries in a globalized sport economy. Featuring work from leading sport management scholars from around the world – including North America, South America, Europe, Africa, and Asia – the book addresses a variety of global, regional, national, and community issues that are central to successful sport management. Combining both qualitative and quantitative studies, it explores key themes such as the emergent environment, managing change, organizational transformation, application of technology, marketing and promotion, and research protocols. New case studies cover topics such as entrepreneurship and innovation, sport broadcasting, digital technologies, youth and college sports, and the development of the sport management curriculum. *International Sport Business Management* is a fascinating reading for all students and scholars of sport management, sport business, and sport marketing, as well as for any professional working in the sport and leisure industries. For more than seven years, the incisive commentary of Burton and O'Reilly has graced the pages of *SportsBusiness Journal*, the industry's leading trade journal. Now, fifty of their most recent columns are collected in one volume, providing thoughtful and deeply knowledgeable insight into many of the industry's most contentious issues. Covering an era in sports that has experienced rapid change, the authors discuss such topics as gender equity, corporate sponsorship, collegiate athletics, diversity, and the future of sports. As two of the leading scholars in the business of sports, Burton and O'Reilly also draw upon years of experience to give both students and industry professionals a dual perspective on the role sports play in a healthy, thriving society. From a renowned group of international scholars, this new work examines how leading economic countries use sport business to drive and further economic development by raising brand awareness (country as a brand), transforming lagging communities, and enhancing travel and tourism in the country.

Developing and implementing a systematic analytics strategy can result in a sustainable competitive advantage within the sport business industry. This timely and relevant book provides practical strategies to collect data and then convert that data into meaningful, value-added information and actionable insights. Its primary objective is to help sport business organizations utilize data-driven decision-making to generate optimal revenue from such areas as ticket sales and corporate partnerships. To that end, the book includes in-depth case studies from such leading sports organizations as the Orlando Magic, Tampa Bay Buccaneers, Duke University, and the Aspire Group. The core purpose of sport business analytics is to convert raw data into information that enables sport business professionals to make strategic business decisions that result in improved company financial performance and a measurable and sustainable competitive advantage. Readers will learn about the role of big data and analytics in: Ticket pricing Season ticket member retention Fan engagement Sponsorship valuation Customer relationship management Digital marketing Market research Data visualization. This book examines changes in the ticketing marketplace and spotlights innovative ticketing strategies used in various sport organizations. It shows how to engage fans with social media and digital analytics, presents techniques to analyze engagement and marketing strategies, and explains how to utilize analytics to leverage fan engagement to enhance revenue for sport organizations. Filled with insightful case studies, this book benefits both sports business professionals and students. The concluding chapter on teaching sport analytics further enhances its value to academics.

[Copyright: acf650176bf79a0f9184c03c197a8ad5](#)