

Successful Telemarketing

Opportunities and Techniques for
Increasing Sales and Profits

A handwritten signature in white ink that reads "Bob Stone". The signature is fluid and cursive, with the first and last names clearly distinguishable.

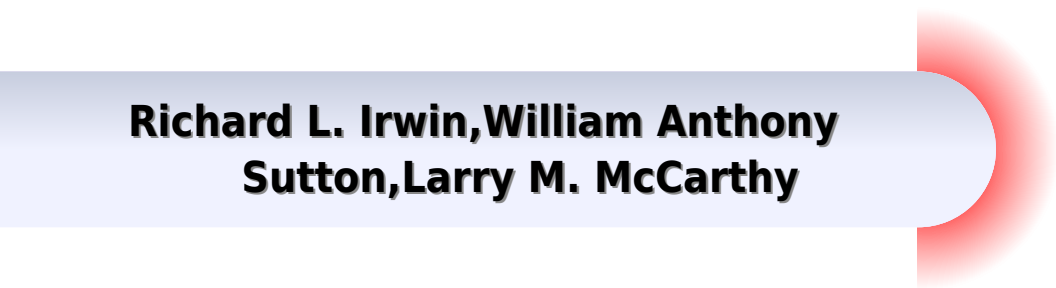
Bob Stone
Chairman Emeritus, Stone & Adler, Inc.
a Young & Rubicam company

A handwritten signature in white ink that reads "John Wyman". The signature is fluid and cursive, with the first and last names clearly distinguishable.

John Wyman
Vice President, AT&T

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**Richard L. Irwin, William Anthony
Sutton, Larry M. McCarthy**



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into applied situations Instructor ancillaries enhanced by gradable chapter quizzes that can be used with learning management systems An attractive and engaging full color interior Chapter objectives opening scenarios engaging sidebars and photos throughout the text that guide students in grasping important concepts Wrap Up Activities and Your Marketing Plan sections at the end of each chapter that offer opportunities for self assessment and review The highly respected authors have long been recognized for their ability to define this exciting field combining academic study and current research with industry experience for an unmatched learning experience for students preparing to enter the working world The content in this fourth edition of Sport Marketing has been reorganized to make it easier to use in the classroom Chapters 1 through 3 provide an overview of the field of sport marketing as an area of study and profession Chapters 4 and 5 teach students how to research and study the behaviors of sport consumers including an overview of marketing segmentation Chapters 6 through 13 provide extensive information on the nuts and bolts of the field including the five Ps of sport marketing and special sections on branding sales and service engagement and activation community relations and social media The final chapters explore legal issues integration and the future of sport marketing Instructors may also take advantage of the student web study guide and complete package of ancillaries to enhance learning and presentation of core concepts All materials including the web study guide instructor guide test package presentation package plus image bank and LMS compatible chapter quizzes are available online The world of sport marketing continues to evolve Sport Marketing Fourth Edition With Web Study Guide offers students a complete view of the expansive field of sport providing an understanding of the foundations of sport marketing and how to enhance the sport experience

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