



**CONVENTION MANAGEMENT
AND SERVICE, 9th Edition**

Convention Management And Service

Abraham Pizam



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congratulated for this new edition It is the most up to date and provides a fundamental knowledge base on sales and services in the convention business The textbook is well organized and easy to read Further the global approach the author has taken is an added dimension in this edition K S Kaye Chon Ph D Dean School of Hotel and Tourism at Hong Kong Polytechnic University *Hotel Convention Sales, Services, and Operations* Pat Golden-Romero,2007 Hotel Convention Sales Services and Operations examines the precipitating factors and emerging trends in the hospitality industry and how they have contributed to the growth of the meetings and conventions market including a look at the financial impact of this global industry in both private and public sectors of the economy This how to guide takes students through all aspects of selling and servicing a convention at a hotel or other group meeting facility The author introduces the types of groups holding meetings and conventions the planners in charge of site selection and the facilities they commonly use The basics of marketing are introduced and the role of Convention and Visitors Bureaus is considered Readers will gain understanding of the sales and negotiation process between buyers and sellers of these services Jacket *Convene*,2004-02 Human Resource Management for the Event Industry Lynn Van Der Wagen,Lauren White,2014-10-17 Human Resource Management for Events still remains the only text to introduce students to the unique application of HR principles in the context of a highly complex event environment Linking theory research and application it looks at the purpose and processes of managing such a sizable varied workforce in a highly pressured environment through the differing and various types of events from sporting to arts to business events Since the first edition there have been many important developments in this field and this second edition has been completely revised and updated in the following ways extensively updated content to reflect recent issues and trends including labour markets and industry structure impacts of IT and social media risk management volunteer motivation talent management equal opportunities and managing diversity All explored specifically within the Events Industry extended volunteer chapter including new material on ethics volunteer motivation and satisfaction a new chapter on Internal Communications looks at how an effective internal communication plan can be achieved which is a critical part of HR strategy in the unique event environment updated and new international case studies throughout to explore key issues and show real life applications of HRM in the Events Industry supported with new lecturer and students online resources including power point slides suggested answers to review questions web video links to additional resources and a student test bank Written in a user friendly style each chapter includes international examples bulleted lists guides to further reading and exercises to test knowledge International Encyclopedia of Hospitality Management Abraham Pizam,2005-04-18 The International Encyclopedia of Hospitality Management covers all of the relevant issues in the field of hospitality management from both a sectoral level Lodging Restaurants Clubs Time share Conventions As well as a functional one Accounting whether they require broad detail which takes a more cross sectional view across each subject field or more focussed information which looks closely at specific topics and issues within the hospitality industry today Section Editors Peter Harris

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