

Key Objectives

- Increase awareness of the destination
- Attract visitors to the destination
- Increase the length of stay
- Increase the number of return visits
- Increase the number of repeat visitors
- Increase the number of repeat visitors

Destination Marketing and Management

Third Edition



Destination Marketing 2nd

Steven Pike



Destination Marketing 2nd:

Destination Marketing Steven Pike, 2015-12-14 Destination Marketing offers the reader an integrated and comprehensive overview of the key challenges and constraints facing destination marketing organisations DMOs and how destination marketing can be planned implemented and evaluated to achieve successful destination competitiveness This new second edition has been revised and updated to include new slimline 15 chapter structure new chapters on Destination Competitiveness and Technology new and updated case studies throughout including emerging markets new content on social media marketing in destination marketing organisations and sustainable destination marketing additional online resources for lecturers and students including PowerPoint slides quizzes and discussion questions It is written in an engaging style and applies theory to a range of tourism destinations at the consumer business national and international level by using topical examples

Destination Marketing Steven Pike, 2008 Destination Marketing provides a clear framework for designing implementing and monitoring a competitive strategy based on integrated marketing communications

Marketing and Managing Tourism Destinations Alastair M. Morrison, 2018-09-06 Marketing and Managing Tourism Destinations is a comprehensive and integrated introductory textbook covering both destination marketing and destination management in one volume It focuses on how destination management is planned implemented and evaluated as well as the management and operations of destination management organizations DMOs how they conduct business major opportunities challenges and issues they face to compete for the global leisure and business travel markets This second edition has been updated to include A new chapter on visitor management that includes a section on crisis and disaster management New material on destination leadership and coordination New and revised content on digital marketing New and updated international case examples throughout to show the practical realities and approaches to managing different destinations around the world It is illustrated in full colour and packed with features to encourage reflection on main themes spur critical thinking and show theory in practice Written by an author with many years of industry practice university teaching and professional training experience this book is the essential guide to the subject for tourism hospitality and events students and industry practitioners alike

Destination Marketing Organisations Steven Pike, 2007-06-01 Travellers are now spoilt by choice of available holiday destinations In today s crowded tourism market place destination competitiveness demands an effective marketing organisation Two themes underpin Destination Marketing Organisations The first is the challenges associated with promoting multi attributed destinations in dynamic and heterogeneous markets and the second is the divide between tourism practitioners and academics Written by a former practitioner Destination Marketing Organisations bridges industry and theory by synthesising a wealth of academic literature of practical value to DMOs Key learning outcomes are to enhance understanding of the fundamental issues relating to The rationale for the establishment of DMOs The structure roles goals and functions of DMOs The key opportunities challenges and constraints facing DMOs The complexities of marketing

destinations as tourism brands The Author Dr Steven Pike PhD spent 17 years in the tourism industry working in destination marketing organisations before joining academia He is currently a Visiting Scholar with the School of Advertising Marketing and Public Relations at Queensland University of Technology and Senior Lecturer in the School of Marketing and Tourism at Central Queensland University

Artificial Intelligence in Tourism, Hospitality and Events: Revolutionising Experiences Roya Rahimi, Nikolaos Stylos, Eva M. Navarro-López, Prashant Pillai MBE, 2025-08-11 Provides in depth insights practical examples and best practices Explores the real world implementation of AI technologies highlighting their potential impact and benefits within the industry Explains and harnesses the power of AI in the context of tourism and hospitality

The SAGE Handbook of Tourism Studies Tazim Jamal, Mike Robinson, 2009-06-18 The strongest overview I have encountered of the scope and the current state of research across all the fields involved in advancing our understanding of tourism For its range of topics depth of analyses and distinction of its contributors nothing is comparable Professor Dean MacCannell University of California Davis The breadth of vision and sweep of accounts is remarkable and range of topics laudable a rare combination of the authoritative the challenging and stimulating Professor Mike Crang Durham University Tourism studies developed as a sub branch of older disciplines in the social sciences such as anthropology sociology and economics and newer applied fields of study in hospitality management civil rights and transport studies This Handbook is a sign of the maturity of the field It provides an essential resource for teachers and students to determine the roots key issues and agenda of tourism studies exploring The evolution and position of tourism studies The relationship of tourism to culture The ecology and economics of tourism Special events and destination management Methodologies of study Tourism and transport Tourism and heritage Tourism and postcolonialism Global tourist business operations Ranging from local to global issues and from questions of management to the ethical dilemmas of tourism this is a comprehensive critically informed constructively organized overview of the field It draws together an inter disciplinary group of contributors who are among the most celebrated names in the field and will be quickly recognized as a landmark in the new and expanding field of tourism studies

Nordic Coastal Tourism Christian Dragin-Jensen, Grzegorz Kwiatkowski, Ove Oklevik, 2024-12-18 This book explores sustainable tourism development and examines the development strategies of different coastal regions in the Nordic region In recent decades tourism research has been topical among researchers in the Nordic region and in international tourism literature Especially important in this is research on coastal tourism which is both a linear and area based activity An increased interest in coastal tourism has been determined by the fact that around 40 percent of the world's population lives on the coast or within the coastal zone and these communities are dependent on coastal tourism besides their other professions such as fisheries agriculture and commercial port activities Nordic coasts combine a rich maritime heritage and tradition with an unrivalled diversity of landscapes and natural refuges Its oceans and seas are known for their biological richness and great beauty Coastal and maritime tourism constitutes one of the Nordic countries most important

touristic thematic sub sectors With further perspectives for growth in the coming years coastal and maritime tourism s full potential is yet to be unveiled Guaranteeing the conditions for sustainable coastal and maritime tourism development may significantly contribute to Nordic s economic growth and employment It can also support the sustainable development of the more remote coastal regions bringing the Nordics closer together and endowing coastal communities with sustainable solutions for the future

The Routledge Handbook of Business Events Charles Arcodia,2022-09-08 A timely and up to date go to reference work for business events The Routledge Handbook of Business Events explores and critically evaluates the key debates and controversies inherent to this rapidly expanding subject of study and industry The volume brings together leading specialists from a range of disciplinary backgrounds and geographical regions to provide state of the art theoretical reflection and empirical research on management aspects as well as economic social and environmental impacts and external factors such as transportation The book incorporates the varied expertise of some 30 expert authors to provide a definitive collection of statements in this field accompanied by illustrative and engaging case studies embodying real life scenarios and examples on an international scale This book is an excellent resource for students researchers and academics of Events as well as those of related studies in particular Tourism Hospitality Sport Leisure Marketing Business and Development Studies

The Tourism System Robert Christie Mill,Alastair M. Morrison,2002 This undergraduate text introduces the tourism industry with sections on planning developing and controlling tourism destinations tourism marketing and promotion factors influencing the tourism market and the characteristics of travel Learning features include objectives chapter overviews and summaries plus a glossary Mill teaches in the

Hospitality Marketing Management David C. Bojanic,Robert D. Reid,2016-11-16 Hospitality Marketing Management 6th Edition explores marketing and themes unique to hospitality and tourism The 6th edition presents many new ideas along with established marketing principles exploring not only the foundations of marketing in the hospitality world but also new trends in the industry

Managing Sport Facilities and Major Events Eric C. Schwarz,Hans Westerbeek,Dongfeng Liu,Paul Emery,Paul Turner,2016-10-14 Sport events are inextricably linked to the places in which they are hosted High profile events require high quality venues and the proper management of facilities is crucial to their success Now in a fully revised and updated new edition Managing Sport Facilities and Major Events is still the only textbook to introduce the fundamentals of sport facility and event management in an international context With detailed real world case studies and insights from professional practice this book offers a systematic guide to the management issues and practical problems that sports managers must address to ensure financial sporting and ethical success It covers all the key aspects of sport facility and major event management including the bidding process facility development risk analysis budgeting marketing branding and quality assurance as well as completely new chapters on analytics impact and legacy Now supported by a companion website containing slides test banks a glossary and sample syllabus this is an invaluable resource for students and practitioners alike and is essential to any course on sport

facilities event management or sport administration

Contemporary Tourism Chris Cooper, C Michael Hall, 2018-11-13
 Now in its fourth edition it presents a new and refreshing approach to the study of tourism considering issues such as overtourism advances in AI and its impacts waste management and environmental crisis the sharing economy and Airbnb the tourist experience and product development

Tourism Destination Marketing and Management Yucheng Wang, Abraham Pizam, 2011-03-01 This book offers a comprehensive understanding of the concept and scope of the tourism industry in general and of destination marketing and management in particular Taking an integrated and comprehensive approach it focuses on both the macro and micro aspects of destination marketing and management The book consists of 27 chapters presented in seven parts with the following themes concept scope and structure of destination marketing and management destination planning and policy consumer decision making processes destination marketing research destination branding and positioning destination product development and distribution the role of emerging technologies in destination marketing destination stakeholder management destination safety disaster and crisis management destination competitiveness and sustainability and challenges and opportunities for destination marketing and management Source inconnue

Destination Management and Marketing: Breakthroughs in Research and Practice Management Association, Information Resources, 2020-03-06 The marketing of a destination necessitates strategic planning decision making and organization Effective positioning will result in a strong brand that develops an emotional and productive two way relationship Notwithstanding destination managers should possess relevant knowledge and understanding on traditional and contemporary marketing channels to better engage with prospective visitors Destination Management and Marketing Breakthroughs in Research and Practice focuses on utilizing destination branding and content marketing for sustainable growth and competitive advantage within the tourism and hospitality industry including tools and techniques for travel branding and best practices for better tourism management strategies Highlighting a range of topics such as service quality sustainable tourism and competitiveness model this publication is an ideal reference source for government officials travel agencies advertisers marketers tour directors hotel managers restaurateurs industry professionals including those within the hotel leisure transportation and theme park sectors policymakers practitioners academicians researchers and students

Managing Destination Marketing Organizations Robert Clayton Ford, William C. Peeper, 2008 [Marketing Fruits and Vegetables](#) American Institute of Agriculture, Chicago, 1922 *Marketing Fruits and Vegetables Lesson* American Institute of Agriculture, Chicago, 1922

Anatolia, 2005 **Lessons and Marketing Talks on Marketing Agricultural Products** American institute of agriculture, Chicago, 1922 **Destination Marketing Insights** Marshall E Murdaugh, 2012 Acknowledged as an important travel industry resource by the Destination Marketing Association International Destination Marketing Insights is the new groundbreaking book by leading tourism marketing expert and consultant Marshall Murdaugh It features proven processes and procedures for increasing destination business performance for both CEOs of convention

visitor bureaus and state local tourism offices and the numerous industry stakeholders they serve Thirty two chapter sections cover best business practices case studies and the author s special insights for performance marketing strategic planning sales and service management and operations and flash point opportunities for destination success Readers will be rewarded engaged challenged enlightened and entertained by Murdaugh s Insights said Michael Gehrisch DMAI President and CEO

Decoding **Destination Marketing 2nd**: Revealing the Captivating Potential of Verbal Expression

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