Tourism And Hospitality Marketing A Global Perspective | 3de97edd4f52bd66eca18c77bf0af6f

Hospitality and Tourism Management

Filling a gap in the market, this new title approaches the field through a uniquely international angle, with increased emphasis on the impact of digital technology and supported by international case-studies.

Marketing for Tourism, Hospitality & Events

Tourism is an activity that can have a truly major impact on sustainable development. In this book, similarities and differences between international tourists from China, France and the USA are investigated. Moreover, the significant role that culture holds in affecting travellers’ buying behaviour has led growing number of researchers to study differences, particularly between Western and Asian countries. This book undertakes a critical review of these and relevant issues affecting the reliability and validity of cross-cultural research (CCR). In addition, small countries’ exceptional natural beauty and unique cultural resources often look towards tourism development as an economic growth strategy. However, communities often disagree on the nature of development strategies. The authors of this book propose a standard methodology on sustainable tourism for application in tourism destinations and enterprises in all the business cycle of tourism activity. Furthermore, due to the affect of globalisation and the rapid changes that occur in global higher education during the past decade, the concept of internationalisation in higher education institutions has been widely discussed. This book reviews various aspects of internationalisation and discusses its applications/implications in relation to the hospitality education higher education. Other chapters provide an exploratory analysis of gender differences in perceptions of managerial work, investigate destination benchmarking in the context of measuring customer satisfaction as an output of performance improvement, and provides a theoretical framework that investigates the fundamentals of discounting and empirically assesses the efficacy of the discounting process in the lodging industry.

Children in Hospitality and Tourism

Grouped by general topic, this collection of the best “Sales Clinic” columns in Hotel Management written by Howard Feiertag over the course of 35 years provides an abundance of juicy nuggets of tips, tactics, and techniques for professionals and newbies alike in the hospitality sales field. Readers will take a journey down the road of the development of hospitality sales from the pre-technology era (when knowing how to use a typewriter was a must) to today’s reliance on digital technology, rediscovering that many of the old techniques that are still applicable today.
Marketing Essentials in Hospitality and Tourism: Foundations and Practices provides readers with an introduction to hospitality marketing and the basics of its many different components. With a succinct three-part format, it introduces basic marketing concepts, discusses strategic marketing and the marketplace, and ends with functional strategies that can be used to increase competitive advantage. Tourism applications, interviews with industry executives and case studies provide a glimpse at the real-world of hospitality and tourism, while contemporary examples demonstrate how marketing techniques are used to increase the chances of success.

**Advances in Social Media for Travel, Tourism and Hospitality**

With over 70 global case studies and vignettes, this textbook covers all the key marketing principles applied to tourism and hospitality, showing how these concepts work in practice and demonstrating the diverse range of tourism and hospitality products on offer. Chapters are packed with pedagogical features that will help readers consolidate their learning, including: - Chapter objectives - Key terms - Discussion questions and exercises - Links to useful websites - Profiles of successful individuals and organizations Tourism and Hospitality Marketing is accompanied by a website that offers lecturers answers to the discussion questions and exercises in the book, case study questions, a test bank, PowerPoint slides and a list of additional teaching resources.

**Managing Tourism in South Africa**

How do you gain a sustainable competitive advantage in today’s global hospitality industry? Are there ways to attract and keep a customer over the course of a lifetime? Marketing Leadership in Hospitality and Tourism, Fourth Edition addresses the marketing strategies and tactics known to be effective in the industry such as strategic pricing and revenue management, customer loyalty programs, proven communication mixes, and more! Each chapter explores how to market services and the hospitality experience from both an academic and industry point of view. Case studies, international examples, web exercises and intriguing interviews help readers learn about marketing and also about the industry itself.

**Handbook of LGBT Tourism and Hospitality**

This textbook explores the fundamental principles of marketing applied to tourism and hospitality businesses, placing special emphasis on SMES in the international tourism industry. It includes examples from a wide range of destinations, from emerging markets to high-income countries. Taking a comprehensive approach, the book covers the whole spectrum of tourism and hospitality marketing including destination marketing, marketing research, consumer behaviour, and digital and social media marketing. Practical in focus, it gives students the tools, techniques, and underlying theory required to design and implement successful tourism marketing plans. Chapters contain in-depth case studies, including companies like Marine Dynamics Shark Tours (South Africa), Reality Tours & Travel (Mumbai, India), and Makeover Tours (Turkey). Thematic case studies include ‘Halal Tourism in Southeast Asia’, and ‘Marketing and Branding Rwanda’. These illustrate key concepts and theory, with definitions, key summaries, and discussion questions providing further insights. This textbook is ideal for undergraduate and postgraduate students looking for a comprehensive text with a practical orientation.

**Hospitality Sales and Marketing**

The comprehensive hospitality and travel marketing system model contained in this book highlights the marketing functions and techniques every professional will need to understand to thrive in the 1990s and beyond. Over 200 illus.

**Handbook of Hospitality Marketing Management**

This book works to fill a serious gap in tourism and hospitality research - children as future consumers. For decades, researchers and industry practitioners alike have overlooked and undervalued the significance of children’s perspectives and their influence as decision-makers. However, the United Nations Convention on the Rights of the Child (1989) emphasizes that children have the right to participate in matters that affect them. With this in mind, the contributors to this edited collection draw attention to children as thinkers, actors and transformers of the future of the tourism and hospitality industry. Through a mix of conceptual and empirical chapters, the book collectively supports an overarching theme: the empowerment of children as present and future consumers should be a core component of any sustainable tourism initiative. Towards this goal, the chapters herein represent internationally diverse perspectives and offer a number of innovative recommendations to the industry's practitioners.

**Mktg Of Hospitality & Tourism Serv.**

This book describes ongoing developments in social media within the tourism and hospitality sector, highlighting impacts on both the demand and the supply side. It offers a combination of theory and practice, with discussion of real-life business experiences. The book is divided into three parts, the first of which provides an overview of recent trends in social media and user-generated content, clarifies concepts that are often used in an overlapping way and examines the “digitization of word of mouth” via online networks. The second part analyzes the impacts that social media can have on traveler behavior for each step in the travel process and also on suppliers, highlighting opportunities, threats and strategies. In the third part of the book, future potential trends deriving from the mobile marketing technologies are explored and possible methods for social monitoring by means of key performance indicators are examined. It is considered how engaging customers and prospects by means of social media might increase customer loyalty, foster electronic word-of-mouth communication,
and consequently have important effects on corporate sales and revenues. The discussion encompasses methods to measure company performance on each of the social media in order to understand the optimal mix that will support and improve business strategies.

**Best Practices in Hospitality and Tourism Marketing and Management**

Cross-Cultural Aspects of Tourism and Hospitality is the first textbook to offer students, lecturers, researchers and practitioners a comprehensive guide to the influence of culture on service providers as well as on customers, affecting both the supply and the demand sides of the industry – organisational behaviour, and human resource management, and marketing and consumer behaviour. Given the need for delivering superior customer value, understanding different cultures from both demand and supply sides of tourism and hospitality and the impact of culture on these international industries is an essential part of all students’ and practitioners’ learning and development. This book takes a research-based approach critically reviewing seminal cultural theories and evaluating how these influence employee and customer behaviour in service encounters, marketing, and management processes and activities. Individual chapters cover a diverse range of cultural aspects including intercultural competence and intercultural sensitivity, uncertainty and risk avoidance, context in communication, power distance, indulgence and restraint, time orientation, gender, assertiveness, individualism and collectivism, performance orientation, and humane orientation. This book integrates international case studies throughout to show the application of theory, includes self-test questions, activities, further reading, and a set of PowerPoint slides to accompany each chapter. This will be essential reading for all students, lecturers, researchers and practitioners and future managers in the fields of Tourism and Hospitality.

**Marketing Leadership in Hospitality and Tourism**

Discover the bridge between theory and applied research in the hospitality industry The success of marketing programs is dependent on the knowledge of the trends in the marketplace. Handbook of Marketing Research Methodologies for Hospitality and Tourism is a comprehensive guide that clearly explains analyzing markets, utilizing qualitative and quantitative research methodologies, applying findings to market, development, and marketing strategies for the hospitality industry. The text contains detailed outlines and case studies of research in the hospitality industry. Numerous graphic examples and presentation techniques are provided to bridge between theory and applied research with ease. Handbook of Marketing Research Methodologies for Hospitality and Tourism clearly details, all in a single volume, the application of research methodology to the real world, as well as showing how to effectively communicate findings and recommendations. This resource provides dozens of case examples and close attention to clearly explaining all facets of market analysis. Part one discusses research and methodologies, including primary and secondary data and integrative research. Part two explores market analysis and assessment, including marketing assessment for development planning and assessing focal points and intuitive techniques. The third part helps the reader apply their learned research into strategies. The final section explains market analysis planning and communications, including preparing a research-based business review and the effective presentation of research findings. The text provides appendixes of essential data, and a helpful glossary of terms. Topics in Handbook of Marketing Research Methodologies for Hospitality and Tourism include: qualitative market analysis techniques and applications quantitative market research and analysis techniques and applications approaches to organized site selection studies, market studies, and project feasibility studies identification of the processes and sources for key market data for projects, markets, and sites presentation and communication techniques and strategies for market analysis and research findings the relationship of market analysis and research to marketing and development strategy selection and more! Handbook of Marketing Research Methodologies for Hospitality and Tourism is a perfect resource for upper-level undergraduate students and graduate students in hospitality colleges and schools; hotel and restaurant development and market research personnel in hospitality corporations; and market research firms serving the hospitality industry.

**Hospitality and Travel Marketing**

The rapidly changing context of the modern tourism and hospitality industry, responding to the needs of increasingly demanding consumers, coupled with the fragmenting nature of the marketing and media environment has led to an increased emphasis on communications strategies. How can marketing communication strategies meet the changing and challenging demands of modern consumers, and maintain a company’s competitive edge? Marketing Communications in Tourism and Hospitality: concepts, strategies and cases discusses this vital discipline specifically for the tourism and hospitality industry. Using contemporary case studies such as South African Tourism, Travelocity and Virgin Trains, it explains and critiques the practice and theory in relation to this industry. Combining a critical theoretical overview with a practical guide to techniques and skills, it illustrates the role that communications play in the delivery and representation of hospitality and tourism services, whilst developing practical skills needed to understand, interpret and implement communications strategies within a management context. This systematic and cohesive text is essential reading for hospitality management students, and an invaluable resource for marketing practitioners in this growing area.

**Social Media in Travel, Tourism and Hospitality**

Social media is fundamentally changing the way travellers and tourists search, find, read and trust, as well as collaboratively produce information about tourism suppliers and tourism destinations. Presenting cutting-edge theory, research and case studies investigating Web 2.0 applications and tools that transform the role and behaviour of the new generation of travellers, this book also examines the ways in which tourism organisations reengineer and implement their business models and operations, such as new service development, marketing, networking and knowledge management. Written by an international group of researchers widely known for their expertise in the field of the Internet and tourism, chapters include applications and case studies in various travel, tourism and leisure sectors.

**Hospitality Marketing and Consumer Behavior**

The marketing landscape has changed dramatically in recent years, especially for tourism and hospitality practitioners. Marketing for these industries is now a multi-dimensional, collaborative venture driven by technological change and the growing demand for authentic co-created experiences. Marketing for Tourism and Hospitality provides students with a contemporary, accessible and useful resource as they prepare to encounter the complexities and challenges of tourism and hospitality marketing globally. A clear articulation of the changing landscape, a comprehensive introduction to the three underpinning themes of collaboration,
Marketing for Tourism, Hospitality & Events

This introductory textbook shows you how to apply the principles of marketing within the hospitality industry. Written specifically for students taking marketing modules within a hospitality course, it contains examples and case studies that show how ideas and concepts can be successfully applied to a real-life work situation. It emphasizes topical issues such as sustainable marketing, corporate social responsibility and relationship marketing. It also describes the impact that the internet has had on both marketing and hospitality, using a variety of tools including a wide range of internet learning activities. This 3rd Edition has been updated to include: Coverage of hot topics such as use of technology and social media, power of the consumer and effect on decision making, innovations in product design and packaging, ethical marketing and sustainability marketing. Updated online resources including: power point slides, test bank of questions, web links and additional case studies. New and updated international case studies looking at a broad range of hospitality settings such as restaurants, cafes and hotels. New discussion questions to consolidate student learning at the end of each chapter.

Emerging Innovative Marketing Strategies in the Tourism Industry

This is a user-friendly textbook that covers qualitative, quantitative and social media methods, providing tourism, hospitality and events students and course leaders with an accessible guide for learning and teaching marketing research. The book contains essential information on how to conduct research on visitor trends, experiences, preferences and lifestyles, shedding light on customer preferences, product changes, promotional efforts and pricing differences to ensure the destination is successful. It offers guidance on how to write, conduct and analyze the results of surveys, or use qualitative methods such as focus groups, interviews, projective techniques and observation. It also illustrates how social media can be used as a new means to determine visitor preferences by analyzing online data and conversations. Other content includes suggestions and examples on turning research data into actionable recommendations as well as advice on writing and presenting the final report. Integrated with a wide range of case studies per chapter, this short and accessible textbook is essential reading for all students wishing to gain knowledge as to what visitors want from the travel, hospitality and/or event experience.

Marketing for Hospitality and Tourism

This volume analyses the positive effects that tourism generates on resident’s quality of life, and how this influences tourists’ quality of life as they enjoy an enriching experience in the destination they visit. It provides significant theoretical and empirical contributions, as well as, case studies related to quality of life in hospitality and tourism marketing and management. This volume is the result of the effort that many researchers from all over the world have done to spread some new light on this outstanding research line and add knowledge on the relationship between tourism and quality of life of both residents and tourists. This last is highlighted as a fundamental factor to take into account for the development of new tourism practices. This volume is a true reference for researchers, students and professionals working in tourism marketing and management.

Marketing for Tourism and Hospitality

For courses in Hospitality Marketing, Tourism Marketing, Restaurant Marketing, or Hotel Marketing. Marketing for Hospitality and Tourism, 7/e is the definitive source for hospitality marketing. Taking an integrative approach, this highly visual, four-color book discusses hospitality marketing from a team perspective, examining each hospitality department and its role in the marketing mechanism. These best-selling authors are known as leading marketing educators and their book, a global phenomenon, is the leading resource on hospitality and tourism marketing. The Seventh Edition of this popular book includes new and updated coverage of social media, destination tourism and other current industry trends, authentic industry cases, and hands-on application activities.

Tourism and Hospitality Marketing

To research this book, the authors traveled to six continents, interviewed nearly a hundred industry experts, and analyzed multiple emerging trends among LGBT travelers. The Handbook of LGBT Tourism and Hospitality is an easy-to-read, practical, and relevant guidebook with a simple goal: to help marketing professionals, business owners, and allied professionals compete in the increasingly competitive global LGBT travel and hospitality industry.

Marketing in Food, Hospitality, Tourism and Events

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.

Marketing Research for the Tourism, Hospitality and Events Industries

Marketing in Food, Hospitality, Tourism and Events: A Critical Approach provides a unique and critical insight into the marketing process and begins a debate about the nature of the contemporary Food, Tourism, Events & Hospitality Industries. Targeted at final year undergraduate students and master’s level postgraduate, it takes the reader through a logical and critical examination of key marketing debates, theories and approaches and
encourages readers to explore their own thoughts, ideas and opinions. It analyses areas such as consumer behaviour, power relations, sustainability, ethics, power, and semiotics and offers a contemporary examination of these industry sectors with experiential aspects of marketing and productive consumption playing an important role throughout.

**Hospitality and Travel Marketing**


**Marketing for Tourism and Hospitality**

Completely revised and updated to include more information on Internet marketing, tourism marketing, marketing technology, and international business, Hospitality Marketing Management, Fifth Edition is a comprehensive, core marketing text. This popular textbook explores marketing and themes unique to hospitality and tourism, with a focus on the practical applications of marketing rather than marketing theory. It provides readers with the tools they need to successfully execute marketing campaigns for a hospitality business, no matter what their specialty.

**Marketing Essentials in Hospitality and Tourism**

Tourism is often a key driver of economic growth in many countries. The recent upward trends of tourism and hospitality education in higher academic institutions in Bangladesh suggests a growing tourism sector. Very little has been written on Bangladesh’s tourism industry. This is the first edited volume published from an international publisher which looks at this industry and how it has developed and flourished. The book begins by looking at tourism policy planning and provides a comprehensive overview of topics from tourism products and services in Bangladesh to how they are being marketed. It also discusses how private and public tourism institutions can address future long term trends. This book will appeal to those interested to learn more about developing tourism industry in emerging economies and may provide invaluable lessons from Bangladesh’s experience and success.

**Marketing for Hospitality and Tourism**

Marketing for Tourism and Hospitality: A Canadian Perspective is the first marketing text that deals specifically with tourism and hospitality marketing in Canada. Containing the most up-to-date examples and solid case studies as well as rich Web resources, this comprehensive and highly-readable book is suitable for both college and university Tourism and Hospitality Marketing programs.

**Hospitality Marketing**

Over generations, human society has woven a rich tapestry of culture, art, architecture, and history, personified in artifacts, monuments, and landmarks arrayed across the globe. Individual communities are looking to exploit these local treasures for the benefit of the travelers who come to see them. Hospitality, Travel, and Tourism: Concepts, Methodologies, Tools, and Applications considers the effect of cultural heritage and destinations of interest on the global economy from the viewpoints of both visitor and host. This broadly-focused, multi-volume reference will provide unique insights for travelers, business leaders, sightseers, cultural preservationists, and others interested in the unique variety of human ingenuity and innovation around the world.

**Marketing for Tourism, Hospitality & Events**

Creating memories and joyous experiences for consumers is a key dimension affecting the profitability and growth of a hospitality firm. Drawing on global experiences, this new book looks at the diverse factors that create these positive experiences and provides insight into marketing and consumer behavior in the context of hospitality and tourism. The dynamics of emerging economies has been captured, and some lessons have been drawn from best practices across the globe.

**Handbook of Marketing Research Methodologies for Hospitality and Tourism**

Hospitality Marketing is a no-nonsense, practical book which has been revised and adapted for a wider market, including European and international examples. It shifts the major emphasis of hospitality marketing onto building a business from the inside by word-of-mouth rather than relying mostly on the endeavours of outside promotion. Hospitality marketers are encouraged to build a customer base by constantly improving the customer's experiences at the point of sale. Hospitality Marketing aims to help you direct your decisions concerning marketing strategies towards what happens to and for the customers.

**Routledge Handbook of Hospitality Marketing**

This handbook consists of 19 chapters that critically review mainstream hospitality marketing research topics and set directions for future research efforts. Internationally recognized leading researchers provide thorough reviews and discussions, reviewing hospitality marketing research by topic, as well as illustrating how theories and concepts can be applied in the hospitality industry. The depth and coverage of each topic is unprecedented. A must-read for hospitality researchers and educators, students and industry practitioners.
Hospitality, Travel, and Tourism: Concepts, Methodologies, Tools, and Applications

Examines contemporary marketing theory and practice in the travel industry. This book reflects the challenges of marketing Australian tourism products and is aimed at all students studying for careers in tourism and hospitality.

Marketing Communications in Tourism and Hospitality

How has tourism evolved over the years in South Africa? What role does the government play in the tourism industry? How can you manage tourism responsibly to minimise its environmental and social impact? Managing Tourism in South Africa 2e equips students as well as practitioners with a combination of industry-specific knowledge and general managerial skills needed to succeed. It explores the fundamental business management aspects of tourism relating to large organisations and entrepreneurs. These aspects include financial planning, environmental and social impact, staging events, the opportunities of sport and niche tourism, as well as the importance of understanding future trends in the industry. This book is suitable for students taking Introduction to Tourism or Tourism Management courses as part of a B.Com, B.Com(Tourism), a National Diploma, or Certificate programme as well as industry practitioners.

Digital Marketing Strategies for Tourism, Hospitality, and Airline Industries

The growth of internet access and the entry of smartphones into everyday life has provided a revolutionary way for consumers to interact with businesses throughout the tourist industry. As a result, numerous companies are utilizing techniques and concepts designed to communicate directly with potential clientele all over the world. Digital Marketing Strategies for Tourism, Hospitality, and Airline Industries provides innovative insights into how digital marketing can influence the consumer relationship at every stage of the tourism process and features emerging tools and techniques to establish better connections with consumers. The content within this publication examines topics such as branding strategies, social media, and influencer marketing for maximum content exposure. This information is designed for marketing managers, executives, event planners, tour developers, hotel managers, airline managers, program directors, advertisers, restaurateurs, students, business professionals, and researchers.

Tourism Marketing in Bangladesh

This book brings together cutting edge research and applications of social media and related technologies, their uses by consumers and businesses in travel, tourism and hospitality. The first section addresses topical issues related to how social media influence the operations and strategies of tourism firms and help them enhance tourism experiences: open innovation, crowdsourcing, service-dominant logic, value co-creation, value co-destruction and augmented reality. The second section of the book looks at new applications of social media for marketing purposes in a variety of tourism-related sectors, addressing crowd-sourced campaigns, customer engagement and influencer marketing. The third section uses case studies and new methodologies to analyze travel review posting and consumption behaviors as well as the impact of social media on traveller perceptions and attitudes, with a focus on collaborative consumption and sharing economy accommodation. Finally, the fourth section focuses on hot topics and issues related to the analysis, interpretation and use of online information and user-generated content for deriving business intelligence and enhancing business decision-making. Written by an international body of well-known researchers, this book uses fresh theoretical lenses, perspectives and methodological approaches to look at the practical implications of social media for tourism suppliers, destinations, tourism policy makers and researchers alike. For these reasons, it will be a valuable resource for students, managers and academics with an interest in information and communication technologies, marketing for tourism and hospitality, and travel and transportation management.

Wine, Food, and Tourism Marketing

This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. For courses in Hospitality Marketing, Tourism Marketing, Restaurant Marketing, or Hotel Marketing. Marketing for Hospitality and Tourism, 7/e is the definitive source for hospitality marketing. Taking an integrative approach, this highly visual, four-color book discusses hospitality marketing from a team perspective, examining each hospitality department and its role in the marketing mechanism. These best-selling authors are known as leading marketing educators and their book, a global phenomenon, is the leading resource on hospitality and tourism marketing. The Seventh Edition of this popular book includes new and updated coverage of social media, destination tourism and other current industry trends, authentic industry cases, and hands-on application activities.

Cross-Cultural Aspects of Tourism and Hospitality

Get the advantage you need to compete in the worldwide food and wine tourism marketplace! Wine, Food, and Tourism Marketing is an overview of contemporary practices and trends in food and wine tourism marketing. International in scope, the book draws on studies from Canada, England, France, New Zealand, South Africa, and Scotland for analyses of contemporary practices and trends that help you develop, implement, and maintain strategic competitive advantages. The book looks at case studies of business operations, seasonality, destination image, and the development of business networks. Equally valuable as a professional resource for practitioners and as a textbook for upper-level and graduate students in tourism, hospitality, and wine and food studies. Wine, Food, and Tourism Marketing examines the importance of food and wine tourism to rural regional development. The book presents destination management planning and marketing initiatives for specific markets that can be easily adapted and applied to a wider range of wine tourism settings. Tourism marketing researchers and academics address vital issues such as the importance of collective marketing strategies, vitiiculture, design factors for online tourism information, and the use of food images in promotional material and positioning strategies. The book includes: a 2001 research study on French public sector management of wine tourism an examination of the cider industry in Somerset, England a look at the implications of non resident tourism markets on British Columbia's emerging wine tourism industry an analysis of the types of food images used in French regional tourism brochures a national study of seasonality issues on wine tourism in New Zealand a look at post-apartheid tourism trends on South Africa's Western Cape a survey of eight wineries on the Niagara Falls wine route with implications for marketing strategies a study of the use of local and
regional food for destination marketing of South Africa a look at how food-related tourism in the United Kingdom is being promoted using the World Wide Web Wine, Food, and Tourism Marketing is an essential read for practitioners and educators involved in tourism and hospitality, marketing, food and wine studies, and rural regional development.

**Hospitality Marketing Management**

The continuous growth and expansion of the travel sector has brought about a greater need to understand and improve its various promotional tactics. Effectively employing these methods will benefit all manner of travel destinations and attract a larger number of tourists to these locations. Emerging Innovative Marketing Strategies in the Tourism Industry is an authoritative title comprised of the latest scholarly research on effective promotional tools and practices within the tourism sector. Featuring expansive coverage on a variety of topics from the use of information technology and digital tools to tourist motivation and economic considerations, this publication is an essential reference source for students, researchers, and practitioners seeking research on the latest applications, models, and approaches for promotion in the travel industry. This publication features valuable, research-based chapters across a broad range of relevant topics including, but not limited to, consumer search behavior, customer relationship management, smart technologies, experiential tourist products, leisure services, national brand images, and employment generation.

**Tourism and Hospitality Marketing**

This handbook analyzes the main issues in the field of hospitality marketing by focusing on past, present and future challenges and trends from a multidisciplinary global perspective. The book uniquely combines both theoretical and practical approaches in debating some of the most important marketing issues faced by the hospitality industry. Parts I and II define and examine the main hospitality marketing concepts and methodologies. Part III offers a comprehensive review of the development of hospitality marketing over the years. The remaining parts (IV-IX) address key cutting-edge marketing issues such as innovation in hospitality, sustainability, social media, peer-to-peer applications, Web 3.0 etc. in a wide variety of hospitality settings. In addition, this book provides a platform for debate and critical evaluation that enables the reader to learn from the industry’s past mistakes as well as future opportunities. The handbook is international in its constitution as it attempts to examine marketing issues, challenges and trends globally, drawing on the knowledge of experts from around the world. Because of the nature of hospitality, which often makes it inseparable from other industries such as tourism, events, sports and even retail, the book has a multidisciplinary approach that will appeal to these disciplines as well as others including management, human resources, technology, consumer behavior and anthropology.

Copyright code: 3de97edd4f52bd66eca18c77bf0afbf6f