



# Marketing Destinations and Venues for Conferences, Conventions and Business Events (Events Management)

*By Rob Davidson, Tony Rogers*

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**Marketing Destinations and Venues for Conferences, Conventions and Business Events** covers key areas in marketing and promotion, such as:

- \* Trends and issues in destination and venue marketing
- \* Strategic marketing planning, ROI and strategy evaluation
- \* Destination and venue selling strategies
- \* Future challenges, opportunities and supply-side developments

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### **Editorial Review**

#### **Review**

"an excellent example of co-operation between education and industry and of knowledge transfer."

- Geoffrey Copland, Vice Chancellor, University of Westminster, UK

"It mixes an academic appreciation of the conference landscape with a practical outlook that venue and destination managers could find useful on a day-to-day basis."

- Conference & Incentive Travel, July/August 2006

#### **About the Author**

Tony Rogers is the Executive Director of two British conference industry associations: the British Association of Conference Destinations (a post he has held since 1989), and the Association of British Professional Conference Organisers (since 2000). He chairs the Research Working Group of the (UK) Business Tourism Partnership, and regularly writes articles on the conference industry for a range of industry publications.

### **Users Review**

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As people who live in the actual modest era should be up-date about what going on or details even knowledge to make all of them keep up with the era that is always change and move ahead. Some of you maybe may update themselves by reading books. It is a good choice for yourself but the problems coming to you actually is you don't know what kind you should start with. This Marketing Destinations and Venues for Conferences, Conventions and Business Events (Events Management) is our recommendation so you keep up with the world. Why, since this book serves what you want and wish in this era.

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