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Managing and Marketing Tourist Destinations: Strategies to Gain a Competitive Edge

By Metin Kozak, Seyhmus Baloglu

Routledge, 2014. Soft cover. Book Condition: New. International Edition. Destination marketing is more challenging than other goods and services. The basis of competitive advantage shifts from tourism resources only (destination marketing) to a location-based or city-wide integrated management (place marketing). In this book, tourism scholars Metin Kozak and Seyhmus Baloglu discuss and synthesize theories, models, techniques, and principles for strategic marketing and management of tourist destinations, and demonstrate ways in which to further develop the concept of destination competitiveness for application within these destinations. The authors highlight the need for managing brand equity, tourist experience, and information systems, as well as involving internal and external stakeholders in strategic planning and implementation. This book offers practical information directly related to the tourism industry, using the examples of real-world cases to bridge marketing theory with practice. With its international focus and applications for developing a competitive advantage in today's global marketplace, this research will be indispensable to students and scholars of tourism, hospitality, and leisure and recreation programs, as well as practitioners within these industries. International Edition.



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