

Airport Marketing

SECOND EDITION

Nigel Halpern and Anne Graham



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Nigel Halpern, Anne Graham



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Airport Marketing Nigel Halpern, Anne Graham, 2021-11-04 This accessible up to date comprehensive and in depth textbook introduces students and practitioners to the principles and practice of airport marketing as well as the major changes and future marketing challenges facing the airport sector It applies principles of marketing within the airport industry and examines airport marketing and its environment how to define and measure the market for airport services airport strategic marketing planning and individual elements of the airport marketing mix product price distribution and promotion The book integrates key elements of marketing theory with airport marketing in practice Each chapter contains extensive industry examples for different types of airports from around the world to build on the theoretical base of the subject and show real life applications This new second edition has been updated to include New and expanded content on branding and the passenger experience marketing partnerships engagement marketing and customer relationship management Three brand new chapters on digital marketing marketing for a more sustainable future and crisis communications and marketing in light of the Covid 19 pandemic New global case studies and examples throughout This comprehensive textbook written by two airport marketing experts will be essential reading for air transport students and future managers

Airport Marketing Nigel Halpern, Anne Graham, 2013 This book fills an important need for an up to date comprehensive and in depth textbook that introduces students and practitioners to the principles and practice of airport marketing as well as the major changes and future marketing challenges facing the airport sector This accessible book applies principles of marketing within the airport industry and examines airport marketing and its environment how to define and measure the market for airport services airport marketing planning and individual elements of the airport marketing mix The book integrates key elements of marketing theory with airport marketing in practice This is essential reading for air transport students

Air Transport Management Lucy Budd, Stephen Ison, 2016-11-10 Commercial air transport is a global multimillion dollar industry that underpins the world economy and facilitates the movement of over 3 billion passengers and 50 million tonnes of air freight worldwide each year With a clearly structured topic based approach this textbook presents readers with the key issues in air transport management including aviation law and regulation economics finance airport and airline management environmental considerations human resource management and marketing The book comprises carefully selected contributions from leading aviation scholars and industry professionals worldwide To help students in their studies the book includes case studies examples learning objectives keyword definitions and stop and think boxes to prompt reflection and to aid understanding Air Transport Management provides in depth instruction for undergraduate and postgraduate students studying aviation and business management related degrees It also offers support to industry practitioners seeking to expand their knowledge base

[The Routledge Companion to Air Transport Management](#) Nigel Halpern, Anne Graham, 2018-01-31 The Routledge Companion to Air Transport Management provides a

comprehensive up to date review of air transport management research and literature This exciting new handbook provides a unique repository of current knowledge and critical debate with an international focus considering both developed and emerging markets and covering key sectors of the air transport industry The companion consists of 25 chapters that are written by 39 leading researchers scholars and industry experts based at universities research institutes and air transport companies and organisations in 12 different countries in Africa Asia Pacific Europe and North America to provide a definitive trustworthy resource The international team of contributors have proven experience of research and publication in their specialist areas and contribute to this companion by drawing upon research published mainly in academic industry and government sources This seminal companion is a vital resource for researchers scholars and students of air transport management It is organised into three parts current state of the air transport sectors Part I application of management disciplines to airlines and airports Part II and key selected themes Part III

Airport Finance and Investment in the Global Economy Anne Graham, Peter Morrell, 2016-10-04 While there are a multitude of publications on corporate finance and financial management only a few address the complexity of air transport industry finance and scant attention has been given to airport financial management This book deals exclusively with airport issues to rectify this It does this with an analysis of the theoretical concepts relevant to the subject area combined with a detailed investigation of current practice within the industry *Airport Finance and Investment in the Global Economy* bridges the gap between much academic research on airports published in recent years lacking much managerial relevance and real world airport financial management This is achieved by featuring expert analysis of contemporary issues specific to airport finance and funding strategies illustrated by worked examples from a wide range of different countries to enhance understanding and create a global perspective The book is designed to appeal to both practitioners and academics Airport specific topics include performance measurement and benchmarking valuation tools for financial control and management alternatives of financing privatisation competition and implications of economic regulation

Strategies for Sustainable Air Services Development Chrystal Zhang, Kareem Yarde, 2024-12-02 Routes are arguably the most valuable of airline assets Although widely practised in the industry the process of developing air connectivity has drawn very limited academic research However this book fills in this knowledge gap *Strategies for Sustainable Air Services Development* unwraps the process of decision making in establishing airlinks from the airline's perspective as well as the roles of various stakeholders including airports tourism authorities tourist destination organizations local investment agencies and regional development agencies Developed from rigorous academic research and analysis of a myriad of data sources that include interviews surveys and workshops with industry practitioners it presents a framework of best practices that will serve as a toolkit and central resource point for industry professionals to initiate and establish airlinks to benefit air travellers and society at large The first book of its kind it presents the most comprehensive assessment available to date of all the intricacies involved in developing airlinks The book will equip senior

and middle managers practitioners policymakers and students with the practical skills and tools required to develop and design airlinks for the benefit of all stakeholders

Fundamentals of Airline Marketing Scott Ambrose,Blaise Waguespack,2021-05-27 Applying fundamentals of marketing to commercial passenger air transportation this textbook puts the emphasis on marketing principles and illustrative ways in which airlines can distinguish themselves within the highly competitive global marketplace Fundamentals of Airline Marketing begins with a survey of current airline business strategies and the macro forces that have shaped the airline industry in the past and will continue to do so in the future The growing importance of technology is discussed both from the perspective of better understanding customer needs and engaging more effectively with them The central role of the customer is explored through the lens of modern segmentation and branding approaches Coverage then shifts to the tactical decision areas consisting of the 4Ps product place promotion and price in which marketers shape and execute their strategies The book concludes with a focus on executing marketing initiatives internally through customer facing employee groups and externally through the measurement and management of the customer experience Fundamentals of Airline Marketing is an accessible textbook on the fundamentals of marketing for commercial passenger air transportation chronicles the marketing innovations and controversies that have been central to the historic shift in airline fortunes demonstrates how airline decisions fit within the fundamentals of marketing and how the marketplace is continuing to evolve provides a bridge between key marketing principles and their specific application to the airline industry in each chapter This textbook is written primarily for undergraduate college students enrolled in aviation business administration programs and related courses It will also serve as an accessible primer on airline marketing for industry professionals not presently working in marketing and for frontline airline employees seeking to learn more about marketing

Air Transport - A Tourism Perspective Anne Graham,Frederic Dobruszkes,2019-02-11 Air Transport A Tourism Perspective provides rigorous insights into the current complexities synergies and conflicts within air transportation and tourism presenting a balanced comprehensive contemporary and global analysis that thoroughly examines the links between theory and practice The book offers readers a multi sector global perspective on the practical implications of the link between air transport and tourism By using a novel approach it systematically explores the successive stages of a tourist s trip investigating reasons for flying the airport experience airline industry structures competition and regulation and air transportation and destination interrelationships In addition the book explores current and salient debates on such issues as the influence of traveling to visit friends and family the role of charters versus low cost carriers public subsidies to support airport development and much more Presents insights from an international team of expert contributors with proven research and publication experience in their specialty area Includes cutting edge analyses based on original research that identifies emerging research directions and policy and managerial implications Utilizes a multidisciplinary approach to fully explore theoretical and policy concepts and their effect on air transportation and tourism development Provides case studies

from around the globe in each chapter **Realising the city** Camilla Lewis, Jessica Symons, 2017-12-29 This book offers an inside view of Manchester England demonstrating the complexity of urban dynamics from a range of ethnographic vantage points including the city's football clubs the airport housing estates the Gay Village and the city's annual civic parade These perspectives help trace the multiple dynamics of a vibrant and rapidly changing post industrial city showing how people's decisions and actions co produce the city and give it shape Using the metaphor of the kaleidoscope with each turn of the wheel another aspect of the city is materialised In doing so the contributors complicate the dominant narrative of Manchester's renaissance as driven by the city administration's entrepreneurial ethos By taking up civic space and resources with council led cultural representations focused largely on generating financial income for the city three decades of command and control politics has inhibited grassroots and spontaneous forms of emergent publics **Small Airport Marketing Initiatives** Canada. Transport Canada. CATA. Airports and Construction Directorate. Airport Marketing Branch, Woods Gordon, 1981 **Airport Marketing** David Jarach, 2016-10-31 Airport Marketing examines the management vision of airport marketing in the post September 11th environment presenting in depth analysis of current airport management practices for both aviation and non aviation related activities This book is essential reading for airport managers government agencies airlines consultants contributors advisors and sub contractors to this industry as well as both undergraduate and graduate level aviation students **Airport Business Centres** Canada. Transport Canada. Airports Authority Group. Airports Marketing, D. C. McAree, 1988 Airport Marketing: Strategies to Cope with the New Millennium Environment David Jarach, 2005 **Marketing Initiatives at a Typical Small Airport** Canada. Transport Canada. CATA. Airport Marketing, Laventhol & Horwath, 1981

The Top Books of the Year Airport Marketing By Halpern Nigel Graham Anne 2013 Paperback The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous captivating novels enthralling the hearts of readers worldwide. Lets delve into the realm of popular books, exploring the captivating narratives that have enthralled audiences this year. The Must-Read : Colleen Hoover's "It Ends with Us" This touching tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can triumph. Airport Marketing By Halpern Nigel Graham Anne 2013 Paperback : Taylor Jenkins Reids "The Seven Husbands of Evelyn Hugo" This intriguing historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reids captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Airport Marketing By Halpern Nigel Graham Anne 2013 Paperback : Delia Owens "Where the Crawdads Sing" This evocative coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These popular novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of engaging stories waiting to be discovered. The novel begins with Richard Pape, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a exceptional and thrilling novel that will keep you wondering until the very end. The novel is a warning tale about the dangers of obsession and the power of evil.

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