



# Sports Sponsorship: Principles and Practices

*John A. Fortunato*

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## **Sports Sponsorship: Principles and Practices** John A. Fortunato

This book focuses on how the sponsorship of sports works: the costs, the goals, evaluation and selection of the property a sponsor chooses, how to activate a sponsorship, how to create a brand association, public relations and brand image possibilities. Anything is possible in a sponsorship, it is simply what the sponsor and the property can agree to during their negotiations. There is, for example, the opportunity for product category exclusivity--no competing brand at a particular location. With the audience being harder to reach because of technology, sponsorship continues to be a viable way to obtain brand exposure and better connect a brand with a consumer. With global sponsorship spending totaling more than \$51 billion, it is clear that many companies see this as an important promotional communication strategy.

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