



Classical Music Consumer Segmentation Study

How Americans Relate to Classical Music
and Their Local Orchestras

*Commissioned by 15 American Orchestras
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Jianjun Gao



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A Profile of the Performing Arts Industry David H. Gaylin,2015-10-07 Attending a live concert or theatrical performance can be a thrilling experience At their best the performing arts represent the height of human creativity and expression But the presentation on stage whether it is Shakespeare Beethoven or The Lion King depends on a business backstage This book provides an overview of both the product on stage and the industry that makes it possible While the industry s product is unique with unique supply and demand characteristics it is still an industry with supply inputs organization structures competitors business models value chains and customers We will examine each of the major segments Broadway regional theater orchestra opera and ballet along these business dimensions This book will give lovers of the performing arts an understanding of the business realities that make live performances possible Managers board members and performers will be better equipped to take on the strategic challenges their companies face People contemplating any of these roles will have a better idea of what to expect Business analysts and students of strategy will discover how economic frameworks apply in this unique setting where culture and commerce converge

Arts Marketing Insights Joanne Scheff Bernstein,2011-01-19 Audience behavior began to shift dramatically in the mid 1990s Since then people have become more spontaneous in purchasing tickets and increasingly prefer selecting specific programs to attend rather than buying a subscription series Arts attenders also expect more responsive customer service than ever before Because of these and other factors many audience development strategies that sustained nonprofit arts organizations in the past are no longer dependable and performing arts marketers face many new challenges in their efforts to build and retain their audiences Arts organizations must learn how to be relevant to the changing lifestyles needs interests and preferences of their current and potential audiences Arts Marketing Insights offers managers board members professors and students of

arts management the ideas and information they need to market effectively and efficiently to customers today and into the future In this book Joanne Scheff Bernstein helps readers to understand performing arts audiences conduct research and provide excellent customer service She demonstrates that arts organizations can benefit by expanding the meaning of valuable customer to include single ticket buyers She offers guidance on long range marketing planning and helps readers understand how to leverage the Internet and e mail as powerful marketing channels Bernstein presents vivid case studies and examples that illustrate her strategic principles in action from organizations large and small in the United States Great Britain Australia and other countries

Anti-Fandom Melissa A. Click, 2019-01-08 A revealing look at the pleasure we get from hating figures like politicians celebrities and TV characters showcased in approaches that explore snark hate watching and trolling The work of a fan takes many forms following a favorite celebrity on Instagram writing steamy fan fiction fantasies attending meet and greets and creating fan art as homages to adored characters While fandom that manifests as feelings of like and love are commonly understood examined less frequently are the equally intense but opposite feelings of dislike and hatred Disinterest Disgust Hate This is anti fandom It is visible in many of the same spaces where you see fandom in the long lines at ComicCon in our politics and in numerous online forums like Twitter Tumblr Reddit and the ever dreaded comments section This is where fans and fandoms debate and discipline This is where we love to hate Anti Fandom a collection of 15 original and innovative essays provides a framework for future study through theoretical and methodological exemplars that examine anti fandom in the contemporary digital environment through gender generation sexuality race taste authenticity nationality celebrity and more From hatewatching Girls and Here Comes Honey Boo Boo to trolling celebrities and their characters on Twitter these chapters ground the emerging area of anti fan studies with a productive foundation The book demonstrates the importance of constructing a complex knowledge of emotion and media in fan studies Its focus on the pleasures performances and practices that constitute anti fandom will generate new perspectives for understanding the impact of hate on our identities relationships and communities

The Oxford Handbook of Music Psychology Susan Hallam, Ian Cross, Michael Thaut, 2009 The Oxford Handbook of Music Psychology is the definitive comprehensive and authoritative text on this burgeoning field With contributions from over fifty experts in the field the range and depth of coverage is unequalled It will be an essential resource for students and researchers in psychology

A Market Segmentation Study of Single (1-person) Householders by Demographic and Life Style Characteristics José Valentim Sartarelli, 1979

Bridging the Gap Carlos Xavier Rodriguez, 2004 This book includes a discussion of the many possible definitions of popular music information on how popular musicians learn and specific examples of educational programs that incorporate popular music with suggestions on how to choose high quality repertoire From publisher s description

Symphony, 2007

Music and Human Beings Börje Stålhammar, 2006

Engaging Art Steven J. Tepper, Bill J. Ivey, 2008 Engaging Art explores the many ways that Americans participate in the arts today from museum attendance to

music downloading Commissioned by The Wallace Foundation and independently carried out by the Curb Center at Vanderbilt University this volume is an attempt to address the question of how to better understand the changing landscape of cultural participation By bringing the perspectives of multiple scholars and experts to the table the volume offers a new framework for understanding the momentous changes to impact America s cultural life over the past fifty years This volume offers suggestive glimpses into the character and consequence of a new engagement with old fashioned participation in the arts The authors in this volume hint at a bright future for art and citizen art making They argue that if we center a new commitment to arts participation in everyday art making creativity and quality of life we will not only restore the lifelong pleasure of homemade art but will likely seed a new generation of enthusiasts who will support America s signature nonprofit cultural institutions well into the future

Fundamentals of Consumer Behavior Douglas W. Mellott,1984 *Consumer Behavior for Marketing Managers* John A. Quelch,Ian Fenwick,1984 Abstract Thirty six authoritative overviews address the latest findings and current knowledge of consumer attitudes and behavior from a marketing standpoint Emphasis is placed on specific practical applications to marketing strategies as the justification for the theories and conceptual framework presented leading to improved marketing management decision making The overviews are organized under 8 central themes fundamental models of consumer behavior and marketing various key influential factors affecting consumer behavior the processes involved in consumer decision making issues and practical considerations in consumer behavior relative to market segmentation strategies factors affecting the consumer acceptability of new products the influences of pricing policies consumer perceptions derived or affected by advertising and multimedia information sources and the effective use of and pitfalls in managerial applications of consumer research findings wz *Marketing of Services* William R. George,1981

An Analysis of the Performing Arts Consumer Sung-Hee Park,2010 **Consumer Behavior** Wayne D. Hoyer,Deborah J. MacInnis,2004 Active field researchers and award winning teachers Hoyer and MacInnis provide a broad conceptual model of consumer behavior to help student to see how all chapter topics tie together The text also offers a strong marketing perspective focusing on the implications of consumer behavior research for marketers A casebook featuring approximately 16 20 consumer behavior cases can be packaged with new copies of the Third Edition providing students a chance to practice applying what they learn

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