

FOOTBALL MATCH DAY



GATE : 02

ROW : 24

SEAT : B5

SAT, 21 JUNE | START 9 PM

PRIZE \$1000 | LOREM IPSUM

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TICKET NO: 123 456 789

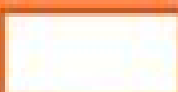


TICKET

FOOTBALL TICKET



NATIONAL PREMIER LEAGUE



PRICE

\$30

TEAM B



TEAM A

SATURDAY, 21 JUNE / START 9 PM

GATE: 02

ROW: 24

SEAT: B5

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Underpricing Von Tickets Bei Sportveranstaltungen

Marcel Heße



Underpricing Von Tickets Bei Sportveranstaltungen:

Underpricing von Tickets bei Sportveranstaltungen Marcel Heße, 2015-07 Professionelle Sportvereine haben sich in den letzten Jahren mehr und mehr zu Wirtschaftsunternehmen entwickelt. Ein wichtiger Posten auf der Seite der Einnahmen nehmen hier die Erlöse aus dem Ticketverkauf ein. Das Gut Ticket weist dabei einige Besonderheiten auf. Das Kontingent an Eintrittskarten ist für ein Spiel, welches eine gewisse Einzigartigkeit aufweist, durch die maximale Kapazität der Sportarena beschränkt. Obwohl der Ticketverkauf bereits zentral für die Einnahmen von Sportvereinen ist, liegt noch weiteres Erlöspotenzial darin verborgen. Der Sportveranstalter bringt verschiedene Erklärungsansätze vor, um Tickets zu einem Preis unterhalb des Optimums anzubieten, wodurch Möglichkeiten der Gewinnerzielung für Weiterverkäufe entstehen. Beispielsweise bei Auktionsverfahren. Dieser und weitere Vorgänge rund um das Underpricing im Sport werden in diesem Buch beleuchtet.

Underpricing im Sport Marcel Heße, 2015-04-24 Es ist wichtig, dass der Fußball für alle erschwinglich ist und niemanden ausschließt. Also müssen wir bei den Preisen sehr vorsichtig sein. Dies sagte Carsten Cramer, der Direktor für Marketing und Vertrieb von Borussia Dortmund, vor kurzem. Viele Sportvereine im Profibereich haben sich in den letzten Jahren mehr und mehr zu Wirtschaftsunternehmen entwickelt. Wenn man beispielsweise die deutsche Bundesliga im Fußball betrachtet, lassen sich klare Erlösssteigerungen erkennen. Abbildung 1 kennzeichnet die Entwicklung des Gesamterlöses sowie des Spieltagerlöses der 36 Teams der 1. 2. Fußballbundesliga. Die Abszisse beschreibt dabei die Spielzeiten der Saison 2005/2006 bis 2011/2012, wohingegen die Ordinate die Erlöse in Tausend Euro charakterisiert. Beide Erlöskurven weisen einen steigenden Verlauf auf, wobei der Spieltagerlös 20 bis 27% des Gesamterlöses ausmacht. Die Einnahmen an einem Spieltag bilden dabei neben den Erlösen aus Werbung und Medien den drittgrößten Posten der Gesamteinnahmen. Die Spieltageeinnahmen werden wiederum wesentlich von den Einnahmen aus dem Verkauf von Tickets bestimmt. Bei dem Gut Ticket handelt es sich um ein Dienstleistungs- bzw. Unterhaltungsgut, welches von den Gebrauchsgütern zu differenzieren ist. Hauptcharakteristiken von Tickets im Bereich des Sports sind dabei die Beschränkung durch eine Kapazitätsrestriktion, der Vorabverkauf zu einem festgelegten Ticketpreis und eine gewisse Art der Einzigartigkeit einer jeden Veranstaltung. Es stellt sich allerdings die Frage, ob Sportvereine die Tickets zu einem optimalen Preis anbieten oder ob dort noch Erlöspotenzial verborgen liegt. Die Existenz eines Weiterverkaufmarktes bzw. Schwarzmarktes spricht dafür, dass Tickets zu günstig angeboten werden. Die Situation, in der Eintrittskarten zu einem Preis unterhalb des marktorientierten Preises angeboten werden, wird als Underpricing bezeichnet. Für das Auftreten von Underpricing im Sport gibt es eine Vielzahl von Erklärungsansätzen. Ziel dieser Arbeit ist es, die vorherrschenden Underpricing-Theorien detailliert zu betrachten und mittels Empirie auf Evidenz zu überprüfen. Dabei werden nicht nur Theorien aus dem Sport, sondern auch von anderen Dienstleistungsgütern, z.B. Restaurant, Theater, Konzerte, betrachtet und auf Übertragbarkeit auf den Sport geprüft.

The Economics of Sport Robert Sandy, Peter Sloane, Mark Rosentraub, 2017-03-14 This text by three distinguished authors applies

the theories and techniques of economic analysis to sport and topics related to the business of sport It builds on a basis of introductory microeconomics and continues the discussion generally at an intermediate standard The text has an international perspective primarily the US Canada Europe and Australia and contains relevant and entertaining case studies The text suits both undergraduate and postgraduate students in that while it provides a clear progression of topics throughout it also incorporates optional sections in each chapters of a higher and more challenging level

Restructuring Ticket Pricing Policies by Implementing Innovative Pricing Strategies for Bundesliga Clubs Alexander Rings, 2016-09-21 Master s Thesis from the year 2016 in the subject Business economics Miscellaneous grade 1 0 Cologne Business School K In course Preispolitik language English abstract For hundreds of years people have been highly affine to any kind of sports Thousands of people regularly watch sports events online and offline and in society the topic of a team s or an individual s performance is always passionately discussed Taking a look at Europe the most popular sport is football Mughai 2016 p 13 elaborates that football or sometimes called soccer to avoid interchanging with American football is globally ranked first in terms of popularity Supporters that are very passionate about their team are visiting the huge football stadiums week by week As the capacity of a stadium is limited sometimes fans are even purchasing their entrance tickets weeks or months ahead of the event itself Especially the German Bundesliga has been facing an enormous interest growth within the last years resulting in an average of 42 609 visitors per match day making the league the most visited one in Europe DFL 2015 p 22f Similar to the ever growing popularity of sports the costs are rising This is caused by mounting player salaries increased transfer fees and other operational expenses Drayer Lee Breuer Kemper 2015 p 142 Sport clubs therefore need to steadily open up and augment their sources of revenue match day revenues advertising broadcasting transfer fees and merchandising DFL 2015 p 26f Some of these revenue streams can be actively influenced by the Bundesliga clubs whilst others are hard to affect One of the determinants that can be modified is ticket pricing The objective of this Master Thesis is to explain the prevailing pricing strategy in the German Bundesliga and to present innovative value based pricing approaches which can be tested Creating an understanding of the fans willingness to pay and factors having impact on the purchase decision making process a gap in research is supposed to be filled In this Master Thesis the author aims to find sufficient relevant reliable and empirically proven answers to the following research questions 1 Why have innovative value based pricing strategies like dynamic pricing not yet been implemented in the German Bundesliga 2 To what extent are fans willing to pay different prices depending on dynamic factors 3 What determinants need to be taken care of when changing the prevailing pricing strategies of Bundesliga clubs

The Business of Sports Scott Rosner, Kenneth Shropshire, 2011-01-07 The Business of Sports Second Edition is a comprehensive collection of readings that focus on the multibillion dollar sports industry and the dilemmas faced by today s sports business leaders It covers professional Olympic and collegiate sports and highlights the major issues that impact each of these broad areas The Second Edition provides insight from a variety of stakeholders in the industry and

covers the major business disciplines of management marketing finance information technology accounting ethics and law Each chapter features concise introductions a broad range of focused readings and targeted discussion questions and graphs and tables to convey relevant financial data and other statistics Underpricing oder Fair Value Andreas Döhrmann,2013-03-13 A Aktienerstmissionen am deutschen Kapitalmarkt Nach einem Jahrzehnte währenden Rückgang der Zahl börsen notierter Aktiengesellschaften scheint dieser Trend seit 1984 beendet zu sein Die Zahl der an deutschen Börsen im amt lichen Handel im geregelten Markt oder im geregelten Freiverkehr gehandelten Aktien steigt was besonders deutlich wird wenn man neben den Stamm auch die Vorzugsaktien berücksichtigt Tab E 1 Die Anzahl der börsennotierten AktiengesellschaftenB VermieruDgen Jahr Anzahl der AGs mit Vermie Anzahl der AGs mit Verm börsennotierten StAb I IIIgI Il nur börsenn V1J raquo c insgesamt I IIIgI Il 1965 627 1970 77 550 77 79 1975 471 79 12 1980 459 12 5 1981 456 3 6 1 2 6 6 0 6 1982 450 1983 442 8 8 2 6 1984 449 7 15 7 14 1985 451 2 21 6 8 16 25 4 20 1986 467 1987 474 7 33 8 15 1988 465 9 38 5 4 a Einbezogen sind Aktiengesellschaften die ihren juristischen Sitz in der Bundesrepublik haben deren Stamaktien oder Vorzugsaktien auf III lauten die mindestens an einer deutschen Börse im amtlichen Markt im geregelten Markt ab Mai 1987 oder im geregelten Freiverkehr bis April 1988 notiert werden b Stk Stamaktien VZ Vorzugsaktien jeweils Ide Dezember des Jahres c Angaben zur Anzahl der Aktiengesellschaften mit nur börsennotierten Vorzugsa ktien macht das Statistische Bundesamt in der IDlten angegebenen lle erst seit 1980 **Ambush Marketing & the Mega-Event Monopoly** Andre M. Louw,2012-06-06 This book undertakes a critical examination of commercial rights to sports mega events focusing on sponsorship the exclusivity of such rights and the legal implications of the modern mega event sponsorship model It examines ambush marketing of events and the law s treatment of ambushing specifically in the form of sui generis event legislation in a review of 10 major jurisdictions selected on the basis of the importance of the events they are to host in the near future or have hosted recently and the relevant domestic legislation It critically examines the legitimacy of such commercial rights protection by means of the use of laws in the context of accepted principles of intellectual property law competition law and human rights law Specifically it questions the legitimacy of the creation of statutory association rights to mega events and considers potential future developments in respect of the law s treatment of mega event commercialisation Valuable for practitioners and academics in the fields of sportslaw sponsorship marketing intellectual property law sports administrators sports governing bodies corporate sponsors of sports and other events potential mega event host governments and law makers civil rights organisations The SAGE Handbook of Sports Economics Paul Downward,Bernd Frick,Brad R. Humphreys,Tim Pawlowski,Jane E. Ruseski,Brian P. Soebbing,2019-08-26 Sports economics is a well established and dynamic area of study a key component in the fields of sport management sport science and sport studies as well as in other areas of economics finance and management Covering amateur to professional sports individual events and organised tournaments this Handbook provides an authoritative contribution to the understanding of sport in the economy The editors

of The SAGE Handbook of Sports Economics have brought together a global team of respected scholars to create this benchmark collection of insights into sports economics Each chapter includes a study of a specific context in which issues arise in sports economics a critical presentation of its main theoretical contributions an overview of current research findings and an outline of enquiry for future research PART I The Nature and Value of the Sports System and Economy PART II Amateur Sports Participation Supply and Impact PART III Professional Team Sports PART IV Professional Sports Leagues PART V Sports Events and their Impacts PART VI Individual Sports PART VII Future Research The Journal of Economic Perspectives ,2003 Sport, Public Broadcasting, and Cultural Citizenship Jay Scherer,David Rowe,2013-08-15 This book examines the political debates over the access to live telecasts of sport in the digital broadcasting era It outlines the broad theoretical debates political positions and policy calculations over the provision of live free to air telecasts of sport as a right of cultural citizenship In so doing the book provides a number of comparative case studies that explore these debates and issues in various global spaces *New Statesman Society* ,1988-06 **Economics in Context** Susan Grant,Chris Vidler,2000 This student book provides full coverage of economic theory for all AS and A level Economics syllabuses It is in line with the AS A level specifications starting September 2000 The first half of the book covers AS level Economics whilst the second half prepares students for their A level exams **Bulletin** Université catholique de Louvain (1835-1969). Centre de recherches économiques,Université catholique de Louvain (1835-1969). Institut des sciences économiques,2000

Essays in Financial Economics Francisco Jose Guedes dos Santos,2011 This dissertation consists of three essays that examine various problems in financial economics Chapter 1 fills in a gap in the IPO literature by documenting a close connection between IPO underpricing and the long term underperformance of IPOs Firms going public in periods of low underpricing do not underperform in the long run while firms going public in high underpricing periods do Furthermore IPOs in later stages of high underpricing periods underperform even relative to their offer prices which suggests that many of the most underpriced IPOs are in fact priced above fundamental value This result is unlikely to be explained by differences in risk or to be driven by a peso problem I also find that firms going public in later stages of high underpricing periods display worse operating performance and profitability lower asset growth lower investment rates and higher cash holdings Finally I provide evidence that investor sentiment is stronger in high underpricing periods These results are consistent with a setting in which low quality firms in periods in which the average underpricing in the market is high try to exploit investors sentiment by going public Chapter 2 looks at the return predictability information in Single Country Closed End Fund SCCEF discounts It is long argued that discounts in closed end funds are caused by differences in sentiment between investors that trade the fund and investors that trade the underlying assets SCCEFs provide an interesting setting given the clear market segmentation American SCCEFs are priced by American investors while underlying assets are mainly traded by investors in the respective country I argue that if cross sectional and time series variation in SCCEFs are linked to differences in

sentiment then the SCCEF discount can be used to predict future performance of SCCEFs international stock markets or both. The evidence on international stock markets return predictability using SCCEF discounts is mixed. A trading strategy designed to exploit potential differences in sentiment by buying and selling international stock indices delivers alphas of around 90bps per month in an International CAPM. Adding three extra factors: value, size and momentum in U.S. equity does not change the result. However, once we control for international value and momentum in stock markets, we no longer observe positive alphas for short horizon investments. The evidence on SCCEF return predictability from SCCEF discounts is very strong. For all three asset pricing models considered, a strategy that exploits differences in sentiment yields positive alphas with magnitudes ranging from 2% to 4% per month. In Chapter 3, I investigate how the stock market reacts to earnings surprises announced during major sport events in the U.S. In a rational and frictionless market, investors should not react differently to announcements released during sport events. However, major sport events combine two known psychological biases. First, sports can be distracting, impairing investors' judgment. Second, sports can change people's mood. Hence, through these biases, market prices could be affected. Considering the Super Bowl, World Series of Baseball and NBA finals, I find that investors immediately after sport events underreact to positive surprises and overreact to negative surprises in earnings. After this initial reaction, I find that investors undo their mistakes in the following weeks to the announcement. However, for the most negative and positive surprises, they overcompensate. In this study, I show that non-relevant financial events have an impact on market prices. Moreover, I show that the observed impact cannot be explained only by limited attention, as investor mood seems to be crucial to explain investors' reactions.

International Handbook on the Economics of Mega Sporting Events Wolfgang Maennig, Andrew S. Zimbalist, 2012. From the Olympics to the World Cup, mega sporting events are a source of enjoyment for tens of thousands but can also be a source of intense debate and controversy. This insightful new Handbook addresses a number of central questions: How are host cities selected and under what economic conditions? How are these events organized and how is local resistance overcome? Based on historical and empirical experience, what are the pitfalls for the organizers of these events? What are the potential economic benefits, including any international image effects? How can the costs be minimized and the benefits maximized for host cities and countries? How do these mega events impact the challenges of globalization and what is their environmental legacy? Compiled and edited by two internationally renowned sports economists, the expert contributions elaborate on the specific mechanisms of the bid processes, analyse the determining factors of winning bids and illustrate how to construct future bid campaigns. Underpinned by case studies from four continents and by theoretical considerations, the reasons for seemingly systemic cost overruns are explored and analysed, as are the effects on national and regional employment and income, property values, non-traditional economic variables such as psychological and marketing benefits and urban branding and transformation. The Handbook also reflects on important elements of design of the games in order to better plan, prepare and allocate resources, including for

example sustainability issues and the use of campaigns to secure positive perceptions This book provides an up to date analysis of the financing and economic impact of mega sporting events as well as a full discussion of how host cities can maximize the benefits from their experience As such it will prove a fascinating read for academics students researchers and policymakers with an interest in economics and public sector economics generally and more specifically in the economics of sport

Tourism and Recreation Arthur D. Little, Inc,1967

Sports Marketing Sean Ennis,2020-11-14 Sports are big business Most companies want to expand into global markets enhance their brand and understand varying market conditions This textbook supports sports marketing students as they learn about the challenges and opportunities that are specific to the global sports industry Written from the perspective of different stakeholders in the sports sector such as fans sports entity holders clubs sponsors and the sports media it offers a holistic view of this evolving and ever changing industry Taking a truly global approach this textbook helps students understand the current issues facing sports marketing professionals and is relevant across all regions of the world Drawing on the author s years of industry and teaching experience it blends theory and practice with case studies including the International Olympic Committee and FIFA Crucially the book provides comprehensive coverage of hot topics such as sports governance digital marketing and the globalization of the sports product Written in an accessible style and accompanied by a full suite of online resources this textbook is for ideal for anyone looking to excel as a sports marketer or progress within the wider sports industry It is a valuable resource for Sports Marketing courses at undergraduate postgraduate and MBA levels

International Review for the Sociology of Sport ,2009

Finanzierungen Horst Albach,2013-03-08 Das ZfB Erg nzungsheft befasst sich mit Fragen der Kapitalmarkt und Finanzierungstheorie Die Themen reichen von Bankenbeziehung ber Optionen DAX Futures B rseneinf hrung bis hin zur Fu ballaktie

A Research Agenda for Cultural Economics Samuel Cameron,2019 A Research Agenda for Cultural Economics explores the degree of progress and future directions for the field An international range of contributors examine thoroughly matters of data quality statistical methodology and the challenge of new developments in technology This book is ideal for both emerging researchers in cultural economics and experienced practitioners It is also relevant to workers in other fields such as cultural policy public policy media studies and digital economics

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