



# The idea of political marketing

/

O'Shaughnessy, Nicholas J. (1954-)

Henneberg, Stephan C. M.

Praeger,  
2002

**Electronic books**

Monografía

O'Shaughnessy, Henneberg, and their contributors examine how the theory and practice of marketing has been and can be applied to politics. Particular attention was paid to the theory of political marketing, with conceptual definitions developed to better facilitate communication between marketing professionals and political science researchers

<https://rebiunoda.pro.baratznet.cloud:38443/OpacDiscovery/public/catalog/detail/b2FpOmNlbGVicmF0aW9uOmVzLmJhcmF0ei5yZW4vMjMzMzk0NjA>

---

**Título:** The idea of political marketing Nicholas J. O'Shaughnessy, editor ; Stephan C.M. Henneberg, associate editor

**Editorial:** Westport, Conn. Praeger 2002

**Descripción física:** 1 online resource (xxi, 258 pages) illustrations

**Mención de serie:** Praeger series in political communication

**Bibliografía:** Includes bibliographical references (pages 221-241) and index

**Contenido:** Considerations on market analysis for political parties / Neil Collins and Patrick Butler -- Social-psychological, economic and marketing models of voting behaviour compared / John Bartle and Dylan Griffiths -- Market analogies, the marketing of labour and the origins of new labour / John Bartle -- Kirchheimer's catch-all party : a reinterpretation in marketing terms / Stephan C.M. Henneberg and Stefan Eghbalian -- Understanding political marketing / Stephan C.M. Henneberg -- Conceptualising political marketing : a framework for election-campaign analysis / Dominic Wring -- Political marketing and the aestheticisation of politics : modern politics and postmodern trends / Barrie Axford and Richard Huggins -- The marketing of political marketing / Nicholas J. O'Shaughnessy

**Copyright/Depósito Legal:** 55504513 70750352 465031515 614667539 646713394 722150124 805259131  
814390621 888595451 923558534 929145159 961689878 961963034 962696232 988500066 991979957  
992016941 1037406971 1037932974 1038603756 1045477042 1051474389 1055381231 1058309344  
1081226098 1083613845

**ISBN:** 0313012385 electronic bk.) 9780313012389 electronic bk.) 0275975959 alk. paper) 9780275975951 alk. paper) 1280422874 9781280422874 9786610422876 6610422877

**Materia:** Campaign management Marketing- Political aspects POLITICAL SCIENCE- Political Process- General. Campaign management.

**Autores:** O'Shaughnessy, Nicholas J. ( 1954-) Henneberg, Stephan C. M.

**Enlace a formato físico adicional:** Print version Idea of political marketing. Westport, Conn. : Praeger, 2002 0275975959 (DLC) 2001054594 (OCO LC)48170866

**Punto acceso adicional serie-Título:** Praeger series in political communication

---

### **Baratz Innovación Documental**

- Gran Vía, 59 28013 Madrid
- (+34) 91 456 03 60
- [informa@baratz.es](mailto:informa@baratz.es)