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**Entertainment Science** Thorsten Hennig-Thurau, Mark B. Houston, 2018-08-01

The entertainment industry has long been dominated by legendary screenwriter William Goldman's *Nobody Knows Anything* mantra, which argues that success is the result of managerial intuition and instinct. This book builds the case that combining such intuition with data analytics and rigorous scholarly knowledge provides a source of sustainable competitive advantage, the same recipe for success that is behind the rise of firms such as Netflix and Spotify but has also fueled Disney's recent success. Unlocking a large repertoire of scientific studies by business scholars and entertainment economists, the authors

identify essential factors mechanisms and methods that help a new entertainment product succeed The book thus offers a timely alternative to Nobody Knows decision making in the digital era while coupling a good idea with smart data analytics and entertainment theory cannot guarantee a hit it systematically and substantially increases the probability of success in the entertainment industry Entertainment Science is poised to inspire fresh new thinking among managers students of entertainment and scholars alike Thorsten Hennig Thurau and Mark B Houston two of our finest scholars in the area of entertainment marketing have produced a definitive research based compendium that cuts across various branches of the arts to explain the phenomena that provide consumption experiences to capture the hearts and minds of audiences Morris B Holbrook W T Dillard Professor Emeritus of Marketing Columbia University Entertainment Science is a must read for everyone working in the entertainment industry today where the impact of digital and the use of big data can't be ignored anymore Hennig Thurau and Houston are the scientific frontrunners of knowledge that the industry urgently needs Michael Klemel media entrepreneur and Honorary Professor of Media Economics at University of Leipzig Entertainment Science's winning combination of creativity theory and data analytics offers managers in the creative industries and beyond a novel compelling and comprehensive approach to support their decision making This ground breaking book marks the dawn of a new Golden Age of fruitful conversation between entertainment scholars managers and artists All are Hadida Associate Professor in Strategy University of Cambridge

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