

# **BAM2018** Exhibitor and Sponsorship Package

## **DRIVING PRODUCTIVITY IN UNCERTAIN AND CHALLENGING TIMES**

**4<sup>th</sup> – 6<sup>th</sup> September 2018**

**Bristol Business School,  
University of the West of England**

**PRICES HELD AT 2017 LEVELS**

### About BAM

The British Academy of Management (BAM) is a learned society dedicated to developing the community of management academics. To find out more about BAM, please visit our website at <http://www.bam.ac.uk/>



## TAB LE OF CONTENTS

### ABOUT THE CONFERENCE

About the British Academy of Management (BAM).....	3
BAM Annual Conference .....	3
Who attends BAM’s Annual Conference? .....	3
Why do delegates choose to attend BAM’s Annual Conference?.....	4
Opportunities for Exhibitors and Sponsors at the BAM2018 Conference.....	4

### BAM2018 EXHIB ITOR PACKAGES

BAM2018 Exhibitor Stand Package –  Stands from £1,200 .....	5
Exhibitor Space.....	5
Additional information .....	6

### BAM2018 SPONSORSHIP PACKAGES

Conference Gala Dinner – £5,500 .....	8
Best Full and Best Developmental Paper Awards – £3,500.....	9
Professional Development Workshops – £3,500 .....	10
New Members’ Welcome Breakfast – £3,500 .....	11
BAM2018 Conference Programme – £6,000.....	12
Delegate Bags – £5,500 .....	13
Note pads and Pens – £1,000 .....	14
Advertisement opportunities – four options available from £150.....	15
Tea and Coffee Breaks – £2,000 .....	15
Lunches – £5,500.....	17
<b>BAM2018 Exhibitor and Sponsorship Packages Booking Form.....</b>	<b>18</b>

## ABOUT THE CONFERENCE

### ABOUT THE BRITISH ACADEMY OF MANAGEMENT (BAM)

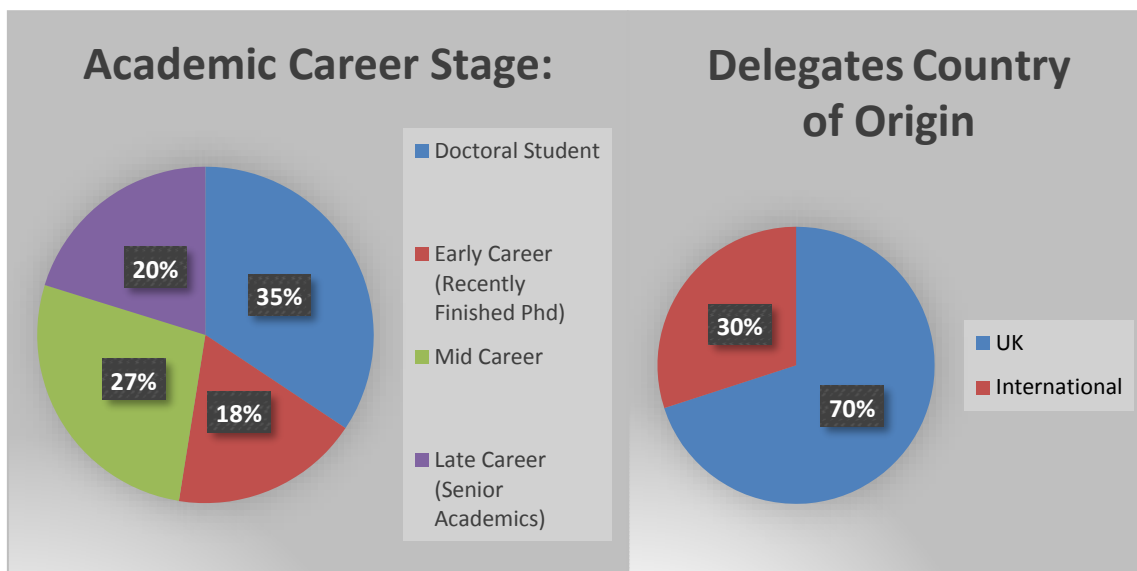
BAM is a not-for-profit organisation dedicated to developing and representing the community of management academics at every stage of their career. The Academy supports the professional development of members through specialised training events and provides opportunities to network and improve visibility in the wider academic community. BAM also plays a central role in representing the voice of the community to government and research councils and has strong links with a number of related organisations both in the UK and internationally.



### BAM ANNUAL CONFERENCE

Every year at varying locations throughout the UK, BAM holds a lively Conference in September, which is preceded by the Doctoral Symposium. The Annual Conference is the cornerstone event for the wider business and management research community and provides an excellent opportunity to network and gain valuable feedback on the full and developmental papers presented from fellow peers and more senior academics in a friendly, vibrant, supportive and intellectually stimulating environment. The BAM2018 conference is being held at Bristol Business School, University of the West of England on the 4th – 6th September 2018 and we welcome **you** to be part of this stimulating event as either one of our exhibitors and/or sponsors.

### WHO ATTENDS BAM'S ANNUAL CONFERENCE?



The BAM2017 Conference attracted over 900 delegates to the University of Warwick, England, including some of the top academic management researchers from across the UK and internationally. The delegates comprised Doctoral Students, senior academics, highly published scholars, Deans, Heads of University Business Schools and other key decision makers in the business and management fields.

## WHY DO DELEGATES CHOOSE TO ATTEND BAM'S ANNUAL CONFERENCE?

### NETWORKING

*"I gained a lot by attending BAM2017 conference where I received good feedback for my research work. I felt motivated, challenged and encouraged to complete the work I had started because I was able to meet some key researchers in my area of study. Thank you for this opportunity"*

**Anon**



### FEEDBACK



*"As an annual attendee, I found this conference maintained it's international acclaim to be one of the finest of its type in the world. The prestige of Warwick University and the excellence of the location added spice to a very enjoyable, efficiently run and scholarly experience"* **Professor David Coldwell, University of the Witwatersrand**

### COMMUNITY

*"This is the second time to BAM, and I enjoyed every moment there. I like BAM's openness and am looking forward to participating more events in the near future"*

**Dr Zheng Xu, Lancaster University**



## OPPORTUNITIES FOR EXHIBITORS AND SPONSORS AT THE BAM2018 CONFERENCE

**Exhibitors have always provided our members with the latest developments and leading edge thinking, research and information in their specific research disciplines.**



For the BAM2018 Annual Conference, the Exhibitor and Sponsorship Package has been designed to offer significant benefits to your organisation. The Exhibition area has been chosen to ensure that there are excellent networking opportunities to promote your organisation at the Conference and allow you to engage with the delegates in a friendly, supportive and intellectual environment. Exhibitors and Sponsors have always found delegates to be polite, inquisitive and ready to learn more about the organisation and the products and services they have to offer. **All of these opportunities have been considered to feature *your* organisation centrally at the BAM2018 Annual Conference in a permanent and unforgettable way.**

# BAM2018 EXHIBITOR PACKAGES

## BAM2018 EXHIBITOR STAND PACKAGE

### EXHIBITOR BOOKING FEES

Exhibitor Stand options	Standard Fee	Early Bird Discount Fee*
Stand including complimentary ¼ page advertisement in the BAM2018 Conference Programme and 2 complimentary passes for stand managers	£1,200.00	£960.00
<ul style="list-style-type: none"> <li>Upgrade to ½ page advertisement in the BAM2018 Conference Programme</li> </ul>	£1,400.00	£1,160.00
<ul style="list-style-type: none"> <li>Upgrade to 1 page advertisement in the BAM2018 Conference Programme</li> </ul>	£1,600.00	£1,360.00
<ul style="list-style-type: none"> <li>Upgrade to 2 page advertisement in the BAM2018 Conference Programme</li> </ul>	£1,800.00	£1,560.00
Two stands including ½ page advertisement in the BAM2018 Conference Programme	£2,000.00	£1,760.00
Advert ONLY	£150 (1/4 page advert) £250 (1/2 page advert) £400 (1 page advert) £600 (2 page advert)	£150 (1/4 page advert) £250 (1/2 page advert) £400 (1 page advert) £600 (2 page advert)
Additional Exhibitor Guest Pass	£100.00 (price per additional Guest Pass)	£100.00 (price per additional Guest Pass)

\*Early Bird Discount Fee applies if you book your Exhibitor Stand before **Friday 9<sup>th</sup> February 2018**

### EXHIBITOR SPACE

Every Exhibitor Booking includes the following:

- 1 six foot long covered table plus 2 chairs
- Area provided for shelving and display stands - exhibitors will need to bring their own shelving and display stands.
- 2 complimentary passes for stand managers (which includes refreshments and lunch)
- Dedicated Exhibitor webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- Pre-conference publicity as an exhibitor
- Branding at the Conference i.e. your organisation's name and logo on the signage as an exhibitor
- Complimentary advertisement in the BAM2018 Conference Programme
- Receipt of the Conference bag (one Conference bag per exhibitor stand) with the Conference Programme and additional Conference materials
- Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*

#### ADDITIONAL INFORMATION

**Venue information:** Instructions on where to send the display items will be sent to exhibitors once the booking form has been processed. Any materials exhibitors wish to be returned must be arranged by their organisation. The exhibition floor plan will also be circulated later on in 2018.

**Power and Wireless Connection:** As far as possible, the exhibitor stands will be provided with power for the duration of the Conference. University of the West of England will also be equipped with wireless internet connection.



**Allocation Process for Exhibitor space:** Exhibitors, who also sponsor a BAM2018 Package, will have priority in selecting their exhibitor space, based on the sponsorship level. The remaining spaces will then be open to all other exhibitors. The key contact for their organisation will be notified by email when the exhibitor space allocation system is open. The system will be real time and will operate on a first-come basis.

**\*\*\* Please note that the exhibition space chosen by exhibitors during the space allocation process is not guaranteed until full payment is received by BAM\*\*\***

**Exhibitor badges:** The payment for each exhibitor stand will include two complimentary passes for stand managers. Additional badges for stand managers may be purchased for £100 each. Exhibitor registration will be onsite at the main Conference Registration desk, exhibitor badges will be provided at that time. Exhibitor representatives will not be permitted to enter the Exhibition Area without a valid exhibitor badge.

**Installation and dismantling of Exhibitor Space:** Exhibitors may set up their display stands on Tuesday 4th September 2018 from 08:00am. All exhibitor stands must be dismantled on Thursday 6<sup>th</sup> September from 14:30pm onwards.

**Security and Liability:** BAM and the University of the West of England will take special precautions to safeguard each exhibitor's property during the Conference. However, BAM specifically disclaims any and all liability. Exhibitors shall assume all responsibility and liability for their property, personnel and employees. Exhibitors should insure their own exhibits and display materials.

**Purpose Clause:** BAM reserves the exclusive right to determine the relevance of the organisation's product/s and refuse a prospective exhibitor the right to exhibit. The organisation has to offer a product or service of specific value to BAM members.

**Terms of Payment:** Once exhibitors made a booking, they will be issued an invoice for the full amount. Please note that exhibitors will need to have a valid purchase order number, when completing the booking. Full payment will be required once an invoice is issued.

**Cancellation Policy:** All cancellations must be made in writing to BAM. BAM shall retain:

- 10% of the exhibitor fee if cancellation is received more than 5 months prior to the Conference
- 50% of the exhibitor fee if cancellation is received less than 5 months prior to the Conference
- 100% of the exhibitor fee, if the cancellation is received by BAM less than three months prior to the Conference.

**\*\*\*Please note any bookings made under the early bird discount rate are non-refundable\*\*\***

BAM assumes no responsibility for having included the name and information of the cancelled exhibitor in the Conference Programme or any other materials. BAM also reserves the right to amend the exhibitor stand plan if required by the host venue for logistical or safety reasons. The exhibition area will be based in the main break-out area/s where the catering is served, thus being in the centre of the Conference's socialising and networking activities and will also ensure a good level of footfall and delegate engagement throughout the event.

## BAM2018 SPONSORSHIP PACKAGES

An important part of the BAM Annual Conference proceedings are the professional development and social functions for the delegates. You can increase your organisation's brand awareness by supporting these activities. Exhibitors, who also sponsor BAM, will have priority in selecting their exhibitor space preference for the Conference. If you are interested in a Sponsorship package, would like more information or have further suggestions for other sponsorship opportunities, then please contact **Lewis Johnson** at [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk).

### CONFERENCE GALA DINNER

**Sponsorship price: £5,500**

**Discounted sponsorship price when purchasing an Exhibitor Stand Package: £5,000**

**Joint sponsorship price for one or two co-sponsors: £3,500**

**\*\*\*the sponsorship benefits listed below are for sole sponsors only. Please contact Lewis Johnson [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss sponsorship benefits available for joint sponsors\*\*\***

### OBJECTIVES OF THE SPONSORSHIP

- ✔ To give your organisation a platform to network and engage with key decision makers in Business Schools and in associated organisations.
- ✔ To increase awareness and engagement with your organisation among the business and management community.

### ABOUT THE CONFERENCE GALA DINNER

The BAM2018 Conference Gala Dinner plays a dynamic role in the social programme for the delegates. It is taking place on Wednesday 5<sup>th</sup> September.

### SPONSORSHIP OF THE CONFERENCE GALA DINNER INCLUDES:

- ✔ 1-2 complimentary tickets to the Conference Gala Dinner
- ✔ Public acknowledgment mention during Gala Dinner by BAM's Chair/ President
- ✔ Branding at the Conference Gala Dinner i.e. your organisation's name and logo on the signage
- ✔ Sponsor materials (to be supplied by the sponsor) distributed at the Dinner
- ✔ Pre-conference publicity
- ✔ Acknowledgment in the BAM2018 Conference Programme (printed and online)
- ✔ Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- ✔ Full page advertisement in the BAM2018 Conference programme
- ✔ Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*



## BEST FULL AND BEST DEVELOPMENTAL PAPER AWARDS

**Sponsorship Price: £3,500 (for both Best Paper Awards)**

**Discounted sponsorship price when purchasing an Exhibitor Stand Package: £2,900 (for both Best Paper Awards)**

**Sponsorship price for Best Full Paper Awards only: £2,250**

**Sponsorship price for Best Developmental Paper Awards only: £2,250**

**\*\*\*The sponsorship benefits listed below are for organisations sponsoring both Best Paper Awards only. Please contact Lewis Johnson – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss sponsorship benefits available for joint sponsors\*\*\***

### OBJECTIVES OF THE SPONSORSHIP

- To provide an excellent networking opportunity to promote your organisation at the Conference and provides maximum visibility among the business and management research community.
- To connect your organisation to high-quality research at the BAM Conference and to provide a strong foundation on which to build relationships with skilled researchers.

### ABOUT THE BEST FULL AND BEST DEVELOPMENTAL PAPER AWARDS

Each year most of the Conference Tracks present one Best Full and one Best Developmental Paper Award. This is BAM's way of identifying and honouring the best research submitted to the conference that year. The winners are publicised widely among the business and management community during and after the conference. All the Award Winners also receive a plaque, which is presented to them by the Track or SIG Chair.



### SPONSORSHIP OF THE BEST FULL AND BEST DEVELOPMENTAL PAPER AWARDS INCLUDES:

- Prominent branding on all Best Full and Developmental Paper Awards plaques and on the PowerPoint Presentation which will be on display during the Gala Dinner.
- Public acknowledgment during the Track or SIG Chair's address at the beginning and end of the session or at the SIG AGM as well as the announcement of winners on BAM's website after the conference.
- Pre-conference publicity
- Acknowledgment in the BAM2018 Conference Programme (printed and online)
- Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- Half page advertisement in the BAM2018 Conference programme
- Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*

## PROFESSIONAL DEVELOPMENT WORKSHOPS

**Sponsorship Price: £3,500**

**Discounted sponsorship price when purchasing an Exhibitor Stand Package: £2,500**

**Joint sponsorship price for one or two co-sponsors: £2,000**

**\*\*\*The sponsorship benefits listed below are for sole sponsors only. Please contact Lewis Johnson – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss sponsorship benefits available for joint sponsors\*\*\***

### OBJECTIVES OF THE SPONSORSHIP

- ✔ To connect your organisation to high-quality research at the BAM Conference and to provide a strong foundation on which to build relationships with skilled researchers.
- ✔ To publicise your organisation's products and services among key decision makers in Business Schools and in associated organisations.



### ABOUT THE PROFESSIONAL DEVELOPMENT WORKS HOPS

The Professional Development Workshops (PDWs) were introduced at the BAM2012 Conference and following the success at the previous BAM Conferences, the PDWs have now become a permanent feature at the Conference. The PDWs emphasise the teaching and learning element of the Conference and will take place in the morning of Tuesday 5<sup>th</sup> September. The PDWs cover any aspect of the business and management scholarship, including research, teaching and engagement with the practice. The PDWs are generic, thus allowing members from different disciplines to attend.

### SPONSORSHIP OF THE PROFESSIONAL DEVELOPMENT WORKSHOPS INCLUDES:

- ✔ Branding at the Conference i.e. your organisation's name and logo on the signage
- ✔ Materials distributed at the Conference
- ✔ Pre-conference publicity
- ✔ Acknowledgment in the BAM2018 Conference Programme (printed and online)
- ✔ Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- ✔ Half page advertisement in the BAM2018 Conference programme
- ✔ Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*

## NEW MEMBERS' WELCOME BREAKFAST

**Sponsorship Price: £3,500**

**Discounted sponsorship price when purchasing an Exhibitor Stand Package: £3,000**

**Joint sponsorship price for one or two co-sponsors: £1,750**

**\*\*\*The sponsorship benefits listed below are for sole sponsors only. Please contact Lewis Johnson – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss sponsorship benefits available for joint sponsors\*\*\***

### OBJECTIVES OF THE SPONSORSHIP

- ✔ To provide an excellent networking opportunity for your organisation to meet new BAM members, and senior representatives from BAM Executive and Council, together with Special Interest Groups and Track Chairs, over breakfast.
- ✔ To deliver maximum visibility for your organisation and to provide a solid foundation on which to build relationships with skilled researchers.

### ABOUT THE NEW MEMBERS' WELCOME BREAKFAST

The New Members' Welcome Breakfast takes place on Tuesday 4<sup>th</sup> September and is open to all new BAM Members who have recently joined the Academy. The event provides an opportunity for new BAM members to meet other new members, learn more about BAM and most importantly to welcome them to the community.

### SPONSORSHIP OF THE NEW MEMBERS' WELCOME BREAKFAST INCLUDES:

- ✔ Branding at the New Members' Welcome Breakfast i.e. your organisation's name and logo on the signage
- ✔ Public acknowledgment during the lunch opening address
- ✔ Materials distributed at the event
- ✔ Pre-conference publicity
- ✔ Acknowledgment in the BAM2018 Conference Programme (printed and online)
- ✔ Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- ✔ Half page advertisement in the BAM2018 Conference programme
- ✔ Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*

## BAM2018 CONFERENCE PROGRAMME

**Sponsorship Price: £6,000**

**Discounted sponsorship price when purchasing an Exhibitor Stand Package: £5,500**

**Joint sponsorship price for one or two co-sponsors: £3,000**

**\*\*\*The sponsorship benefits listed below are for sole sponsors only. Please contact Lewis Johnson – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss sponsorship benefits available for joint sponsors\*\*\***

### OBJECTIVES OF THE SPONSORSHIP

- ✔ To provide maximum visibility for your organisation and to provide a strong foundation on which to build relationships with skilled researchers.
- ✔ To connect your organisation to high-quality research at the BAM Conference.
- ✔ To publicise your organisation's products and services among key decision makers in Business Schools and in associated organisations.



### ABOUT THE BAM2018 CONFERENCE PROGRAMME

An official Conference programme will be printed and distributed to all delegates and sponsors. The programme is a valuable reference tool and contains all the information for delegates and management academics on the BAM2018 Conference. Every delegate will receive the Conference Programme inserted in the delegate bags, upon registration.

### SPONSORSHIP OF THE **BAM2018 FINAL CONFERENCE PROGRAMME** INCLUDES:

- ✔ Branding at the Conference i.e. your organisation's name and logo on the signage
- ✔ Materials distributed at the Conference
- ✔ Pre-conference publicity
- ✔ Acknowledgment in the BAM2018 Conference Programme (printed and online)
- ✔ Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- ✔ Full page advertisement in the BAM2018 Conference programme
- ✔ Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*

## DELEGATE BAGS

**Sponsorship price: £5,500**

**Discounted sponsorship price when purchasing an Exhibitor Stand Package: £5,000**

**Joint sponsorship price for one or two co-sponsors: £3,000**

**\*\*\*The sponsorship benefits listed below are for sole sponsors only. Please contact Lewis Johnson – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss sponsorship benefits available for joint sponsors\*\*\***

## OBJECTIVES OF THE SPONSORSHIP

- To publicise your organisation's products and services among key decision makers in Business Schools and in associated organisations
- To provide maximum visibility for your organisation and to provide a strong foundation on which to build relationships with skilled researchers.
- To increase awareness and engagement of your organisation among the business and management community.

## ABOUT THE DELEGATE BAGS

All registered attendees will receive a Conference Bag upon registration. It will contain the BAM2018 Conference Programme, related literature and tourist information. Both BAM and the sponsor will work together to design and order the delegate bags. In an effort to be more eco-friendly, BAM is encouraging the use of recycled materials for the delegate bags.

## SPONSORSHIP OF THE DELEGATE BAGS INCLUDES:

- Branding at the Conference i.e. your organisation's name and logo on the signage
- Materials distributed at the Conference
- Pre-conference publicity
- Acknowledgment in the BAM2018 Conference Programme (printed and online)
- Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- Half page advertisement in the BAM2018 Conference Programme
- Both BAM's and the sponsor's name and logo will be printed on the Delegate Bags
- Receipt of the BAM2018 delegate list for your organisation \*\*\*Does not include email addresses\*\*\*

## ADDITIONAL NOTE PADS AND PENS

**Sponsorship Price: £1,000**

**Alternatively, sponsors can also provide their own note pads and pens, provided it is made from recycled materials to be more environmentally friendly.**

## OBJECTIVES OF THE SPONSORSHIP:

- To provide maximum visibility for your organisation and to provide a strong foundation on which to build relationships with skilled researchers.
- To publicise your organisation's products and services among key decision makers in Business Schools and in associated organisations.

## ABOUT THE NOTE PADS AND PENCILS:

In order to deliver an optimum benefit for a sponsor, your organisation will get the opportunity to support these items. A note pad and pencil will be inserted in every delegate bag and both BAM and the sponsor will work together to design and order the note pads and pencils. These items will also be located at the Registration desk, providing optimum visibility. In an effort to be more eco-friendly, BAM is encouraging the use of recycled materials for both items.



## SPONSORSHIP OF THE NOTE PADS AND PENCILS INCLUDES:

- Branding at the Conference i.e. your organisation's name and logo on the signage
- Pre-conference publicity
- Acknowledgment in the BAM2018 Conference Programme (printed and online)
- Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- Quarter page advertisement in the BAM2018 Conference Programme
- Both BAM's and the sponsor's name and logo will be printed on the note pads
- The sponsor's name and logo will be printed on the pencils

## ADVERTISEMENT OPPORTUNITIES

**Advertisement ¼ Page: £150.00**

**Advertisement ½ Page: £250.00**

**Advertisement 1 Page: £400.00**

**Advertisement 2 Page: £600.00**

## OBJECTIVES OF ADVERTISING AT THE BAM2018 ANNUAL CONFERENCE:

- To connect your organisation to high-quality research at the BAM Conference and to provide a strong foundation on which to build relationships with skilled researchers.
- To publicise your organisation's products and services among key decision makers in Business Schools and in associated organisations.
- To provide maximum visibility for your organisation and to provide a strong foundation on which to build relationships with skilled researchers.

## ABOUT THE ADVERTISEMENT OPPORTUNITIES:

The advertisement options available at the BAM2018 Annual Conference have been designed to offer significant benefits to your organisation. Advertising at the BAM2018 Annual Conference provides your organisation excellent networking opportunities to promote your organisation and allow you to engage with the delegates in a friendly, supportive and intellectual environment.

## ADVERTISING OPPORTUNITIES INCLUDE:

- Branding at the Conference i.e. your organisation's name and logo on the signage
- Pre-conference publicity
- Advertisement in the BAM2018 Conference Programme (printed and online)
- Dedicated Exhibitor/Sponsorship webpage on BAM2018 Conference website with your organisation's name ,logo and any information you wish to use enabling you to target your communication to delegates

## TEA AND COFFEE BREAKS

**Sponsorship Price: £2,000**

**\*\*\*Please contact Lewis Johnson –[ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss availability\*\*\***

## OBJECTIVES OF THE SPONSORSHIP

- An excellent networking opportunity to promote your organisation at the Conference and provides maximum visibility among the business and management research community.
- To connect your organisation to high-quality research at the BAM Conference and to provide a strong foundation on which to build relationships with skilled researchers.

## ABOUT THE TEA AND COFFEE BREAKS

Throughout the Conference, there will be refreshments breaks for the delegates. The tea and coffee breaks can be sponsored on a single day. The rate stated above covers all breaks on one day.

## SPONSORSHIP OF THE TEA AND COFFEE BREAKS INCLUDES:

- Branding in the refreshments room i.e. your organisation's name and logo on the signage
- Pre-conference publicity
- Acknowledgment in the BAM2018 Conference Programme as a major sponsor (printed and online)
- Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- Quarter page advertisement in the BAM2018 Conference Programme





## LUNCHES

**Sponsorship Price: £5,500**

\*\*\*Please contact Lewis Johnson – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk) to discuss availability\*\*\*

## OBJECTIVES OF THE SPONSORSHIP

- To provide maximum visibility for your organisation and to provide a strong foundation on which to build relationships with skilled researchers.
- To publicise your organisation's products and services among key decision makers in Business Schools and in associated organisations.

## ABOUT THE LUNCHES

Throughout the Conference there will be lunch breaks for the delegates. The lunches can be sponsored on a single day. The rate stated above is for 1 days' worth of lunches.

## SPONSORSHIP OF THE LUNCHES INCLUDES:

- Branding in the room where lunch is served i.e. your organisation's name and logo on the signage
- Pre-conference publicity
- Acknowledgment in the BAM2018 Conference Programme (printed and online)
- Dedicated Sponsorship webpage on BAM2018 Conference website with your organisation's name and logo, enabling you to target your communication to delegates
- Half page advertisement in the BAM2018 Conference Programme



## BAM2018 EXHIBITOR AND SPONSORSHIP PACKAGES BOOKING FORM

For more information on the exhibition and sponsorship opportunities at the BAM2018 Conference or for any other enquiries, please contact **Lewis Johnson** – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk)

<b>Company Name:</b>	
<b>Contact Name:</b>	
<b>Position</b>	
<b>Address:</b>	
<b>Telephone:</b>	
<b>Fax:</b>	
<b>Email:</b>	
<b>SIGNATURE:</b>	

### EXHIBITOR AND SPONSORSHIP PACKAGES (PLEASE COMPLETE AS APPROPRIATE)

Package	Packages Required	Cost £
Exhibitor Stand including complimentary advertisement ¼ page		£
Upgrade to advertisement ½ page		£
Upgrade to advertisement 1 page		£
Upgrade to advertisement 2 page		£
Two stands including advertisement ½ page		£
Additional Exhibitor Guest Pass		£
Advert ONLY		£
Conference Gala Dinner		£
Best Full and Developmental Paper Awards		£
Professional Development Workshops		£
New Members' Welcome Breakfast		£
BAM2018 Conference Programme		£
Delegate Bags		£
Note pads and pens		£
Advertisements		£
Tea and Coffee breaks		£
Lunches		£
<b>TOTAL COST</b>		£
<b>Valid Purchase Order Number</b>		

Once you have made a booking, you will be issued an invoice for the full amount. Full payment will be required once an invoice is issued. **\*\*\*Please note any bookings made under the early bird discount rate are non-refundable\*\*\***

Please complete the BAM2018 Exhibitor and Sponsorship Package Booking Form and email the form to **Lewis Johnson** – [ljohnson@bam.ac.uk](mailto:ljohnson@bam.ac.uk)

