



Integrated Marketing Communications

Robyn Blakeman



Integrated Marketing Communications:

Integrated Marketing Communications Philip J. Kitchen, Marwa E. Tourky, 2022-01-03 Integrated Marketing Communications A Global Brand Driven Approach 2nd edition presents an integrated and global framework to marketing communications delivered in a highly readable cohesive and succinct manner Co written by the internationally acclaimed leading experts in the field Philip Kitchen Marwa Tourky this core text explores the best ways to communicate effectively both in the present and in the future Taking a rigorous approach the textbook provides a critical overview to the modern communications issues found in industry and society today It offers a concise stimulating approach in its coverage of IMC and combines insightful knowledge of trends in the global marketplace consumer and stakeholder issues with wider adoption of a consumer driven perspective as well as a roadmap through the bewildering maze of marketing communications Comprehensively updated and revised throughout to take into account recent industry developments this new edition also offers a plan for brand building post pandemic This textbook is ideal for upper level undergraduates and post graduate students who would benefit from insightful knowledge of key trends and sharp insights into the important theories and considerations around marketing communications and IMC

Integrated Marketing Communications with Online Study Tools 12 Months Bill Chitty, William Chitty, Edwina Luck, Nigel Barker, Anne-Marie Sassenberg, Terence A. Shimp, J. Craig Andrews, 2017-11-16 Organisations continually use integrated marketing communications to achieve a competitive advantage and meet their marketing objectives This 5th edition of Integrated Marketing Communications emphasises digital and interactive marketing the most dynamic and crucial components to a successful IMC campaign today Incorporating the most up to date theories and practice this text clearly explains and demonstrates how to best select and co ordinate all of a brand s marketing communications elements to effectively engage the target market Chapters adopt an integrative approach to examine marketing communications from both a consumer s and marketer s perspective With a new chapter on digital and social marketing addressing the development of interactive media in IMC and new IMC profiles featuring Australian marketer s along with a wide range of local and global examples including Spotify Pandora Snapchat Palace Cinemas Woolworths KFC Old Spice Telstra Colgate and QANTAS this text has never been so relevant for students studying IMC today Unique to the text is a series of new student and instructor IMC videos showing students how key objectives in IMC theory are applied by real businesses

Integrated Marketing Communications James R. Ogden, Denise T. Ogden, 2014

Integrated Marketing Communications in Advertising and Promotion Terence A. Shimp, J. Craig Andrews, 2013 Market leading INTEGRATED MARKETING COMMUNICATION IN ADVERTISING AND PROMOTION 9E International Edition discusses all aspects of marketing communications from time honored methods to the newest developments in the field Delivering the fundamentals you need the text focuses on advertising and promotion including planning branding media buying sales public relations and much more Emerging topics get special attention in this edition such as the enormous

popularity of social media outlets online and digital practices viral communications and personal selling along with all of their effects on traditional marketing Revised to make INTEGRATED MARKETING COMMUNICATION IN ADVERTISING AND PROMOTION 9E International Edition the most current I M C book on the market chapters address must know changes to environmental regulatory and ethical issues as well as Marcom insights place based applications privacy global marketing and of course memorable advertising campaigns

Advertising, Promotion & Supplemental Aspects of Integrated Marketing Communications Terence A. Shimp, 2000 Alberta Authorized Resource 2003 2009

Strategic Integrated Marketing Communications Larry Percy, 2023-03-03 This book provides a disciplined systematic look at what is necessary to the planning and implementation of an effective Integrated Marketing Communications IMC programme Throughout attention is paid to balancing theory with practical application how to successfully implement theory for effective communication Step by step knowledge and understanding builds through the book starting by laying a foundation to provide context looking at the role of IMC in building brands and strengthening companies The book then considers what goes into developing and executing effective messages and how to ensure that they are consistent and consistently delivered regardless of media A detailed practical overview of the strategic planning process is provided illustrated by numerous examples and cases along with desktop tools and worksheets for developing and implementing an IMC plan The 4th edition of this classic textbook has been fully updated throughout and includes Updated and expanded coverage of digital media including issues relating to privacy and media strategy New sections on setting campaign budgets brand architecture target audience action objectives social marketing communication and such practices as gamification and experiential marketing Extended content on international advertising and shared cultural values The introduction of a channels based typology of marketing communication Updated international examples and case studies throughout A comprehensive and accessible guide to the steps of planning and developing an effective IMC campaign this book should be core reading for students studying Integrated Marketing Communications Strategic Communications Principles of Advertising Media Planning and Brand Management

Integrated Marketing Communications Philip J. Kitchen, Patrick de Pelsmacker, 2004 This textbook is the first introductory primer on integrated marketing communications It combines theory and practice to show students of marketing how different aspects of integrated marketing communications IMC work together Setting the scene in which IMC has emerged the authors explain each component of the promotional mix and go on to explain the process of functional integration The text includes key case studies on companies including Proctor and Gamble NSPCC and Ardi illustrating the practical side of IMC in addition to an introduction to the main theories at work Including an additional Study Guide at the back this book will be a valuable resource for students of marketing and marketing communications

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Integrated Marketing Communications Tony Yeshin,2012-05-23 Integrated Marketing Communications is a new text which will answer the key questions of what marketing communications is how it works and why it is such a vital contemporary marketing function It is a comprehensive and authoritative overview of this complex and rapidly evolving area The author s long experience in the industry and as a senior academic ensures that the book is able to show how the communications process really works and how it can best be managed in a strategically and tactically cost effective manner Throughout the book the framework of analysis planning implementation and control is used to help the student organize their approach to the complex decision making in the present communications environment This is both an essential text and an indispensable reference resource and has been rigorously developed for undergraduates and postgraduates in Marketing and Business and for the new CIM Certificate and Diploma exams in Business Communication Promotional Practice and Marketing Communications *Integrated Marketing Communication* Jerry Kliatchko,2019-10-29 This volume represents a valuable resource for students academics teachers and researchers and practitioners in the field of integrated marketing communication IMC It provides a foundation detailing the principles tenets and practices of IMC before presenting a step by step process of preparing and executing the process for any given brand

The Evolution of Integrated Marketing Communications Don Schultz,Charles Patti,Philip Kitchen,2013-12-16 This book reviews updates and enhances the basic concepts surrounding the academic theory and practice of Integrated Marketing Communication IMC Since the introduction of IMC in the late 1980s the concept has spread around the world In that expansion many authors have written about IMC practitioners have adopted and adapted the concept to fit their own market situations Further dramatic changes have occurred in the technologies used in marketing communications which consumers have accepted and employed in their consumption of marketers messages and incentives Thus there have been dramatic changes in how IMC was initially envisioned and how it has developed over time This book identifies and discusses these changes how they have occurred and what they mean going forward for all types of marketers around the world Thus IMC and indeed integration of communications at all organisational levels is an essential in the 21st century organisations This book was published as a special issue of the Journal of Marketing Communications

Communicating Globally Don E Schultz,Philip J. Kitchen,2000-06-01 How can a company effectively communicate its message to customers and prospects all over the world How can it ensure that its branding messages travel Designed to help executives position and leverage marketing

communication in the global arena and use it to their ongoing strategic advantage Communicating Globally shows how to successfully strategize select appropriate communication tactics and then execute a global communication plan that encompasses all sources of communication both internal and external Based on the strong theoretical foundations of integrated marketing communication IMC Communicating Globally offers a practitioner s perspective on integrated global marketing communication IGMIC in action through vignettes four complete case studies of well recognized multinational brands and one study case Praise for Communicating Globally In the 21st century the ability of ad agencies to provide worldwide integrated marketing services for their clients will become essential Only those marketers and agencies with the ability to brand products and services globally will thrive Communicating Globally provides a roadmap on how to do it right O Butch Drake president CEO American Association of Advertising Agencies No one can provide a guaranteed formula for future success but Communicating Globally comes awfully close By combining an astute knowledge of the global marketplace emerging trends and technologies and good old common sense Don Schultz and Philip Kitchen illuminate the path for successful brand building in the 21st century Ed Faruolo vice president corporate marketing communications CIGNA Corporation Don Schultz has done it again His unique and highly readable approach is a must for companies looking to market globally in the new century Communicating Globally offers an important road map through the maze of global marketing communications James R Gregory CEO Corporate Branding LLC This book is important because it brings the concept of integrated marketing communications IMC into full international focus for the first time This focus is maintained throughout the whole structure and it makes the book a truly conceptual work The case studies that illustrate the practical ramification of international IMC yield significant general as well as specific lessons John Philip Jones Syracuse University The 1990 s introduced integrated marketing understanding and communicating relevantly with customers by using information Communicating Globally now takes the same principles and adapts them to today s dynamic global marketplace Even better it is written in a style that makes it easy for a non marketer to fully understand the importance of managing a brand John R Wallis vice president of marketing Hyatt International Corporation

Promotion and Integrated

Marketing Communications Semenik,Cram101 Textbook Reviews,2006-10 Never HIGHLIGHT a Book Again Virtually all of the testable terms concepts persons places and events from the textbook are included Cram101 Just the FACTS101 studyguides give all of the outlines highlights notes and quizzes for your textbook with optional online comprehensive practice tests Only Cram101 is Textbook Specific Accompanys 9780324062533

Advertising and Promotion

George Edward Belch,Michael A. Belch,1998

Introduction to Advertising and Promotion

George Edward Belch,Michael A. Belch,1995 Advertising and Promotion: An Integrated Marketing Communications Perspective Michael A Belch,George E Belch,2014-01-16 In this 10th edition Belch Belch introduces students to the fast changing field of advertising and promotion While advertising is its primary focus it is more than just an introductory advertising text because there is more to most

organisations promotional programs than just advertising The changes happening in the world of advertising are leading marketers and their agencies to approach advertising and promotion from an integrated marketing communications IMC perspective which calls for a big picture approach to planning marketing and promotion programs and coordinating the various communication functions To understand the role of advertising and promotion in today s business world one must recognise how a firm can use all the promotional tools to communicate with its customers This 10th edition with its integrated marketing communications perspective the theme of the text catapults the reader into the business practices of the 21st century

Integrated Marketing Communication Robyn Blakeman, 2014-07-10 Now in its second edition this comprehensive text offers a classroom tested step by step approach to the creative processes and strategies for effective IMC It also details changes in traditional advertising and marketing principles Blakeman covers key areas from marketing plans branding positioning and creative briefs to copywriting design and considerations for each major media format Throughout she explores visual and verbal tactics along with the use of business theory and practices and how these affect the development of the creative message This user friendly introduction walks students through the varied strands of IMC including advertising PR direct marketing and sales promotion in a concise and logical fashion Several new chapters address the latest additions to the mix Internet social mobile and alternative media plus guerrilla marketing The text builds students skills in developing a creative idea employing the correct message and placing it appropriately and will continue to serve as a handy reference to using the most effective communications approaches throughout their careers

Integrated Advertising, Promotion, and Marketing Communications Kenneth E. Clow, Donald Baack, 2016 NOTE You are purchasing a standalone product MyMarketingLab does not come packaged with this content If you would like to purchase both the physical text and MyMarketingLab search for ISBN 10 0133973115 ISBN 13 9780133973112 That package includes ISBN 10 0133866335 ISBN 13 9780133866339 and ISBN 10 0133866971 ISBN 13 9780133866971 A Modern Guide to Integrated Marketing Communications Integrated Advertising Promotion and Marketing Communications speaks to an evolved definition of integrated marketing and teaches students of marketing or otherwise how to effectively communicate in the business world This text covers advertising and promotions but also the role of social media blogs mobile messaging and other marketing tactics As marketing has evolved to include more stealth approaches so has the text To help students retain ideas each chapter includes tools that allow them to apply concepts to real life situations The new Seventh Edition includes end of chapter blog exercises links to articles videos and social media and new interviews with advertising professionals Plus with MyMarketingLab students have access to interactive tools to help guide them through the entire promotional process Also available with MyMarketingLab MyMarketingLab is an online homework tutorial and assessment program designed to work with this text to engage students and improve results Within its structured environment students practice what they learn test their understanding and pursue a personalized study plan that helps them better absorb course material and

understand difficult concepts **A Primer for Integrated Marketing Communications** Philip Kitchen, Patrick de Pelsmacker, 2004-08-02 This textbook is the first introductory primer on integrated marketing communications. It combines theory and practice to show students of marketing how different aspects of integrated marketing communications (IMC) work together. Setting the scene in which IMC has emerged, the authors explain each component of the promotional mix and go on to explain the process of functional integration. The text includes key case studies on companies including Procter and Gamble, NSPCC and Ardi, illustrating the practical side of IMC in addition to an introduction to the main theories at work. Including an additional Study Guide at the back, this book will be a valuable resource for students of marketing and marketing communications.

Strategic Integrated Marketing Communication Vanessa Kemme, 2018-05-18 Research Paper undergraduate from the year 2017 in the subject Communications Public Relations Advertising Marketing Social Media grade 1-3 International Business School Nürnberg language English abstract In every area of science, economy, and industry, communication is used to create a significant message and to build relationships between sender and receiver. Especially when it comes to the science of marketing, communication is used in various forms that are managed and channelled consistently by strategic integrated marketing communications (IMC). Primarily introduced in the 1980s as a marketing strategy, IMC today plays a major role in many organisations' corporate strategy, including the German company Lufthansa. The following essay will outline this marketing strategy by its theory and will apply it to the strategy of Lufthansa in three parts. Thereby, the first part will illustrate the theoretical background of IMC regarding its role and concept and its relations to other areas of marketing and business management. These findings will primarily be based on secondary research of literature from Kotler, Percy, and Fill, which will be sustained by the work of other authors. The second part of the essay will enlarge this theory by the approach of the communication mix and will transmit it to the practise of the German company Lufthansa. As the company is constituted as the Lufthansa Group and various sub companies, the author will concern the business segment of passenger transport that is carried out by Lufthansa Passenger Airlines in the following named Lufthansa. This business segment will be analysed for its integrated marketing communication strategy. Nonstop you as part of the 7 to 2 our way forward marketing program of Lufthansa Group. This analysis of the current strategy will lead over to recommendation within the third part of the essay by providing an additional concept that will be described by the SOSTAC model. Within six elements, the author will illustrate a communication strategy for a new target group that creates a message and builds relationship between Lufthansa and the Generation Y.

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