

- E** What are the advantages and disadvantages for a company of using celebrity endorsement in its advertising?
- F** The article mentions an attention-grabbing advertisement. This type of phrase is common in advertising. Match the words 1 to 6 to the words a) to f) to make word partnerships.
- |          |              |
|----------|--------------|
| 1 energy | a) teasing   |
| 2 eye    | b) saving    |
| 3 thirst | c) watering  |
| 4 money  | d) catching  |
| 5 mouth  | e) quenching |
| 6 brain  | f) saving    |
- G** Which of the word partnerships in Exercise F would you use to describe these products?
- |                                 |                                                      |
|---------------------------------|------------------------------------------------------|
| 1 a soft drink <u>3</u>         | 4 a low-power light bulb <u>1</u>                    |
| 2 a fruit bar <u>5</u>          | 5 a range of smart clothing <u>4</u>                 |
| 3 a computer quiz game <u>2</u> | 6 a range of supermarket own-brand products <u>6</u> |

### Listening Planning advertising campaigns



- A** **6.1** Jeremy Thorpe Woods, Head of Planning at Saatchi and Saatchi, a leading advertising agency based in London, talks about advertising campaigns. Listen to the first part of the interview and answer these questions.
- What does Jeremy say is the most important thing about advertising nowadays? To gain the consumer's attention
  - What are the key elements of a good advertising campaign, according to Jeremy? Single-minded in what you need to say
- B** **6.2** Listen to the second part of the interview and complete the flow chart.

#### Planning and launch stages of an advertising campaign

- Stage 1** Discussion with clients, business objectives and brands.  
Talk about their business objectives and brands.  
Develop a marketing strategy.
- Stage 2** Research stage  
Observe the target audience, get to know them through qualitative research.
- Stage 3** Develop a creative brief  
Talk to your creative partners about target generation.  
Discuss the communication idea with your client.  
Go back to your target audience.
- Stage 4** Make the communication campaign.  
Use further research to track how it is working.

# Market Leader 3rd Edition Answer Unit

**Rachel Sandford**



**Market Leader 3rd Edition Answer Unit:**

## Unveiling the Magic of Words: A Report on "**Market Leader 3rd Edition Answer Unit**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is truly awe-inspiring. Enter the realm of "**Market Leader 3rd Edition Answer Unit**," a mesmerizing literary masterpiece penned with a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve in to the book is central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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