

- 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.

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Lei Shi



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Business Vocabulary in Use Intermediate with Answers Bill Mascull, 2010-02-25 Business Vocabulary in Use includes 66 easy to use units with vocabulary items presented and explained on the left hand pages and a range of practice exercises on the right hand pages It also includes a comprehensive answer key The book covers a huge range of business topics including jobs people and organisations production marketing finance and the economy and business culture Learners will develop essential business communication skills focusing on the language used for meetings negotiations and presentations

Business Benchmark Pre-intermediate to Intermediate BULATS and Business Preliminary Personal Study Book Norman Whitby, 2013-01-31 Business Benchmark Second edition is the official Cambridge English preparation course for Cambridge English Business Preliminary Vantage and Higher also known as BEC and BULATS The Personal Study Book is intended as reinforcement of the material studied in the Business Benchmark Student's Book It contains extra vocabulary grammar and writing skills activities based on the Student's Book units and a full answer key to all its exercises This pocket sized book is compatible with either the BULATS or Business Preliminary version of the course

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English for Bussines Communication (2nd Revision) Andy Yunus Firmansyah. S.S., M.Pd., Dra. Wiwiek Srikandi Shabrie, M.M., English for Business Communication It is a practical teaching and learning handbook for STIESIA students who take English Laboratory course in the third semester The materials in this handbook are designed to concentrate on English language used in workplace and business All of these materials are devided into six units and two review sections on structure and listening where each unit is presented through various and blended tasks that involve these following activities

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Английский язык для таможенников / English For Customs Officers Ольга Веремейчик, 2019-04-16 *Business Advantage Upper-intermediate Student's Book*

with DVD Michael Handford, Martin Lisboa, Almut Koester, Angela Pitt, 2011-10-27 An innovative new multi level course for the university and in company sector Business Advantage is the course for tomorrow's business leaders Based on a unique syllabus that combines current business theory business in practice and business skills all presented using authentic expert input the course contains specific business related outcomes that make the material highly relevant and engaging The Business Advantage Upper intermediate level books include input from the following leading institutions and organisations the Cambridge Judge Business School the Boston Consulting Group Nokia Dell and Havaianas to name but a few The Student's Book comes with a free DVD of video case studies

Market Leader John Rogers, 2010 Exercises and activities that complement the Market Leader course book Includes answer key and audio CD

Teaching and Learning in Further Education Prue Huddleston, Lorna Unwin, 2003-12-16 First Published in 1997 Routledge is an imprint of Taylor Francis an informa company

Leadership Team Coaching Peter Hawkins, 2021-06-03 FINALIST Goody Business Book Awards Leadership Team Building Organizations are most effective when the teams responsible for their success work together collectively and in a dynamic relationship with the rest of the company For those involved in developing leadership teams understanding coaching practices and techniques is essential for enabling the best performance Leadership Team Coaching provides a comprehensive roadmap for team coaching explaining all the key elements alongside practical tools and techniques for developing international and virtual teams executive and non executive boards and project and account teams in all types of organizations Featuring case studies and insights from organizations including Deloitte and General Electric GE it also contains guidance on choosing the best team coach creating a team based culture and common pitfalls to avoid This fully updated fourth edition of Leadership Team Coaching contains new material on agile teaming using digital team coaching apps and AI and training team leaders to coach their own team It remains an indispensable resource for coaches and senior leaders as well as for those studying coaching as part of a degree or coaching qualification

Resources in Education, 2001

Startup Navigator Dietmar Grichnik, Manuel Hess, 2020-09-27 This core text and practical handbook presents a dynamic start up framework with building blocks and steps to help readers to increase the success rate of their new venture Taking a data driven iterative and evidential approach it guides readers to collect their own data at every stage helping them to make strong business decisions based on empirical facts and develop their venture in a systematic way Throughout the learning and venture creation process users will be supported by a multitude of handy tools and techniques Cutting edge research is applied to practice to help users maximise their chances of entrepreneurial success and gain a critical understanding of the issues at hand Drawing on the latest industry trends and tools Start Up Navigator offers a state of the art guide to new venture creation It will be the ideal text for aspiring entrepreneurs keen to boost the success of their venture It is also highly suitable for university students studying courses on entrepreneurship new venture creation and start up management at undergraduate postgraduate and MBA level Accompanying online resources for this title can be found at

bloomsburyonlineresources.com startup navigator These resources are designed to support teaching and learning when using this textbook and are available at no extra cost

New York Magazine, 1970-11-02 New York magazine was born in 1968 after a run as an insert of the New York Herald Tribune and quickly made a place for itself as the trusted resource for readers across the country With award winning writing and photography covering everything from politics and food to theater and fashion the magazine's consistent mission has been to reflect back to its audience the energy and excitement of the city itself while celebrating New York as both a place and an idea

Prentice Hall's Accounting Faculty Directory '91 James R. Hasselback, 1990-12

Business Advantage Intermediate Personal Study Book with Audio CD Marjorie Rosenberg, 2012-01-26 An innovative new multi level course for the university and in company sector Business Advantage is the course for tomorrow's business leaders Based on a unique syllabus combining current business theory business in practice and business skills presented using authentic expert input the course contains specific business related outcomes making the material highly relevant and engaging The Business Advantage Intermediate level includes input from the Cambridge Judge Business School IKEA Emirates NBD Isuzu and Unilever to name but a few The Personal Study Book provides further practice and lesson consolidation and comes with an Audio CD with recordings from the Student's Book skills lessons plus additional audio

Trusted Guardian Damon V. Coletta, 2008 Clearly distinguishing the role of information in winning wars versus managing crises this book extends existing models for how breakdowns occur in international bargaining It incorporates case studies that range from Cold War Berlin to the War in Iraq and offers powerful arguments for a new direction in defence transformation

Vulcans, Earthlings and Marketing ROI David Rutherford, Jonathan Knowles, 2007-12-14 Co published with the Institute of Communication Agencies Every few years business is galvanized by a new concept Accountability is the latest idea in the spotlight It's a huge topic and in the broadest sense embraces ethics corporate governance and all the issues spawned by the recent spate of business scandals Vulcans Earthlings and Marketing ROI deals with a more pragmatic aspect the accountability behind the question Are our investments in marketing and advertising sensible and successful short and long term from a business point of view In Part 1 the authors establish that finance marketing and advertising share common ground in the value of brands Part 2 reviews the evidence for the business impact of marketing and advertising summarizing key research and practical experience Part 3 outlines what it takes to build an accountability culture and profiles some techniques that are useful for framing and measuring the business impact of marketing and advertising investment The book is intended for anyone with an interest in accountability as it applies to short and long term marketing effort

Department of the Interior and Related Agencies Appropriations, Fiscal Year 1998 United States. Congress. Senate. Committee on Appropriations. Subcommittee on the Department of the Interior and Related Agencies, 1998

Sources of Industrial Leadership David C. Mowery, Richard R. Nelson, 1999-10-13 This book describes and analyzes how seven major high tech industries evolved in the United States Japan

and Western Europe The industries covered are machine tools organic chemical products pharmaceuticals medical devices computers semiconductors and software In each of these industries firms located in one or a very few countries became the clear technological and commercial leaders In a number of cases the locus of leadership changed sometimes more than once over the course of the histories studied The focus of the book is on the key factors that supported the emergence of national leadership in each industry and the reasons behind the shifts when they occurred Special attention is given to the national policies that helped to create or sustain industrial leadership **Annual Report** Electric Bond and Share Company,1951

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