

- 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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S Ben Porath



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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

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