

Fables, Fashions, and Facts About Advertising

A Study of 28 Enduring Myths



John Philip Jones

Fables Fashions And Facts About Advertising A Study Of 28 Enduring Myths

J Spring



Fables Fashions And Facts About Advertising A Study Of 28 Enduring Myths:

Fables, Fashions, and Facts about Advertising John Philip Jones, 2004 *Fables, Fashions, and Facts About Advertising* John Philip Jones, 2003-11-20 The book makes an interesting and substantive contribution to the field of advertising directly and also to the entire field of marketing communications or promotion John Philip Jones presents a new and informed perspective that supports and underpins the need for advertising that works rather than emotive rhetoric that obscures its purpose and function Philip J Kitchen University of Hull U K This is a much needed text that puts misinformation to rest with strong evidence to disprove it Most texts simply show how ads are developed media plans are implemented and lots of beautiful advertisements This book shows how advertising can be and should be effective Jan S Slater Ph D Ohio University The workings of advertising have always remained a bit of a mystery until about 1960 virtually nothing of the effectiveness of advertising was known There was even some doubt about whether advertising worked at all In the absence of facts theories were developed up to fill the vacuum These were soon developed into doctrines which became widely followed fables that became fashions Not many of these theories were ever subjected to harsh scrutiny based on factual knowledge mainly because there was not much factual knowledge available until recently John Philip Jones bestselling author and internationally known advertising scholar has written a textbook to help evaluate these advertising fables and fashions and also to study the facts He uses the patterns and trends revealed by the accumulations of data from cutting edge research to illustrate the occasional incompleteness inadequacy and in some cases total wrongheadedness of these fables and fashions Each chapter then attempts to describe one aspect of how advertising really works Unlike most other advertising textbooks *Fables Fashions and Facts About Advertising* is not written as a how to text or as a vehicle for war stories or as a sales pitch Instead it is a book that concentrates solely on describing how advertising works Written to be accessible to the general public with little or no experience studying advertising it makes the scholarship of an internationally renowned figure accessible to students taking beginning advertising courses *Fables Fashions and Facts About Advertising* is ideal as a core or supplemental text for courses in marketing communication journalism and related disciplines This volume should also be useful to the tens of thousands of business people whose careers are directly or indirectly concerned with advertising

Marketing Communications John Egan, 2022-11-23 *Marketing Communications* is a highly popular textbook which introduces students to the different marketing communications tools theories and strategies in an easy to read way This fourth edition Includes updates on how the Covid 19 pandemic has affected the marketing advertising industries Features new case studies from companies and brands such as Amazon Burger King Facebook and John Lewis Covers timely topics such as online retailers social media networks e g TikTok social media influencers and marketing ethics This textbook is essential reading for students studying marketing communications or a related topic John Egan is Professor of Marketing at Regent s University London **Creativity and Advertising** Andrew McStay, 2013-06-19 *Creativity and Advertising* develops

novel ways to theorise advertising and creativity Arguing that combinatory accounts of advertising based on representation textualism and reductionism are of limited value Andrew McStay suggests that advertising and creativity are better recognised in terms of the event Drawing on a diverse set of philosophical influences including Scotus Spinoza Vico Kant Schiller James Dewey Schopenhauer Whitehead Bataille Heidegger and Deleuze the book posits a sensational process based transgressive lived and embodied approach to thinking about media aesthetics creativity and our interaction with advertising Elaborating an affective account of creativity McStay assesses creative advertising from Coke Evian Google Sony Uniqlo and Volkswagen among others and articulates the ways in which award winning creative advertising may increasingly be read in terms of co production playfulness ecological conceptions of media improvisation and immersion in fields and processes of corporeal affect Philosophically wide ranging yet grounded in robust understanding of industry practices the book will also be of use to scholars with an interest in aesthetics art design media performance philosophy and those with a general interest in creativity Andrew McStay lectures at Bangor University and is author of Digital Advertising and The Mood of Information A Critique of Online Behavioural Advertising and Deconstructing Privacy the latter forthcoming in 2014

Digital Advertising Andrew McStay, 2017-09-16 This core textbook addresses structural change in the advertising industry its legal and political environment and the ways in which people engage with advertising Providing an assessment of the contemporary and emergent advertising techniques that drive the world's largest media companies this second edition charts the scope of recent change at both analytical and creative levels Accounting for a re shaped advertising industry this key text introduces the reader both to the practical make up of digital advertising and the theory needed to understand its history and future direction Succinct and accessible this is an ideal text for undergraduate courses in advertising media studies communications and marketing This timely and engaging book is also an essential resource for academics and anyone interested in advertising and what funds modern media New to this Edition Fully updated to account for the re shaped advertising industry and transformed media landscape since the publication of the first edition Added coverage of topics including the creative uses of technology novel modes of storytelling ad blocking the pre eminence of analytics and big data privacy growing interest in data about emotional life and alarm about the role of artificial intelligence and automation in advertising Increased number of case studies and analyses of campaigns

Media Literacy W. James Potter, 2013 This book offers a detailed approach to studying media influences and presents a vision of what it means to operate at a higher level of media literacy The author argues that media have a profound influence on the way we perceive the world shaping our beliefs and expectations By becoming more media literate we can avoid the potentially negative effects of those media messages as well as amplify the potentially positive effects Topics covered include content audience media industries media ownership privacy violence sports social media and piracy of media messages

When Ads Work David M Jones, 2015-03-26 The accepted wisdom in advertising is that ad campaigns are good for building brand recognition and good

will but not for immediate sales impact When Ads Work argues the opposite that well planned and well executed advertising campaigns can and should have an immediate impact on sales Featuring numerous examples from recent ad campaigns the new edition of this popular book is a model for any successful advertising research program With a device he calls STAS Short Term Advertising Strength a measure of the immediate effect of advertising on sales the author demonstrates that the strongest ad campaigns can triple sales while the weakest campaigns can actually cause sales to fall by more than 50 percent He exposes sales promotions as wasteful especially when they are unsupported by advertising and also demonstrates the strong synergy that can operate between advertising and promotion when they are planned and executed in an integrated fashion When Ads Work offers eye opening research and practical information that no one who studies advertising or spends advertising dollars can afford to ignore

We Are What We Sell Danielle Sarver Coombs,Bob Batchelor,2014-01-15 For the last 150 years advertising has created a consumer culture in the United States shaping every facet of American life from what we eat and drink to the clothes we wear and the cars we drive In the United States advertising has carved out an essential place in American culture and advertising messages undoubtedly play a significant role in determining how people interpret the world around them This three volume set examines the myriad ways that advertising has influenced many aspects of 20th century American society such as popular culture politics and the economy Advertising not only played a critical role in selling goods to an eager public but it also served to establish the now world renowned consumer culture of our country and fuel the notion of the American dream The collection spotlights the most important advertising campaigns brands and companies in American history from the late 1800s to modern day Each fact driven essay provides insight and in depth analysis that general readers will find fascinating as well as historical details and contextual nuance students and researchers will greatly appreciate These volumes demonstrate why advertising is absolutely necessary not only for companies behind the messaging but also in defining what it means to be an American

Introduction to Media Literacy W. James Potter,2015-07-23 Introduction to Media Literacy builds students media literacy step by step to make them more knowledgeable about all facets of the media and more strategic users of media messages In nine streamlined chapters all of the essential media topics are covered from understanding media audiences industries and effects to confronting controversies like media ownership privacy and violence in a concise format that keeps students focused on improving their media literacy skills as effectively and efficiently as possible

Business India ,2004-03 *Foundations of Effective Influence Operations* Eric Victor Larson,2009 The authors aim to assist the U S Army in understanding influence operations capabilities that may allow the United States to effectively influence the attitudes and behavior of particular foreign audiences while minimizing or avoiding combat The book identifies approaches methodologies and tools that may be useful in planning executing and assessing influence operations

Book Review Index Cumulation Dana Ferguson,2005-09 Book Review Index provides quick access to reviews of books periodicals books on tape and electronic media representing a wide

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