<<广告学--原理与实践(第四版)>>

图书基本信息

书名:<<广告学--原理与实践(第四版)>>

13位ISBN编号: 9787302033325

10位ISBN编号:7302033323

出版时间:1999-04-01

出版时间:清华大学出版社

作者: William Wells

版权说明:本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。

更多资源请访问:http://www.tushu007.com

<<广告学--原理与实践(第四版)>>

内容概要

广告

(第四版)

本书作者WilliamWells是美国明尼苏达大学新闻与传媒学院广告学教授,工业界中市场学理论朗权威之一。

John Burnett是美国佛大学市

场学教授,致力于广告效应和市场战略的研究工作,并担任多家著名企业的顾问,曾多次获得优秀教学奖。

SandraMoriarty是美国科罗拉多州博

尔德大学市场学教授,致力于市场变化的分析研究和市场信息交流理论 的创立工作。

广告学是一门新兴学科。

本书从广告的基础和环境、广告的背景、

规划和战略、广告的媒体、广告的制作、广告的操作等六方面将现实生活中五彩缤纷的广告世界归纳提炼,阐述了广告学的基本原理,同时介绍了最新或正在发展中的理论,并涉及到一些相关学科的基本内容(如市场学、心理学、人口统计学等)。

书中列举了大量实例,包括许多著

名企业的经营战略,帮助读者加深对基本理论的理解。

本书在内容上有几个显著特点:(1)把大量广告工作者的实际经验归纳总结,溶合到广告学理论中去;(2)重点介绍市场和信息的相互关系;(3)强调先进通讯技术对广告效应和形式的影响,着眼于21世纪的发展战略等。

全书深入浅出,力求严密性和可读性的统一,每章结尾都附有思 考题、小组讨论题、推荐参考书以及实例分析。

本书是一本很好的供丁

商管理学院师生学习的教材,同时也是企业经营决策阶层、广告部门的 参考书籍。

<<广告学--原理与实践(第四版)>>

书籍目录

	1	1	F	R	١/	П	Ε١	٨	I
•	,	v		\mathbf{r}	v		_ 1	, v	,

Preface xvii

About the Authors xxi

PART I APVERTISING FOUNDATIONS AND ENVIRONMENT

- 1 Introduction to Advertising
- 2 Advertising and Society: Ethics and Regulation
- 3 Advertising and the Marketing Process
- 4 Advertising Agencies

PART II APVEPTISINC BACKGROUND. PLANNING. ANO STRATEGY

- 5 The Conswmer Audience
- 6 Strategic Research
- 7 Strategy and Planning
- 8 How Advertising Works

PART 111 APVERTISING MEDIA

- 9 Meaw Strategy and Planning
- 10 PrintMedia
- 11 Broadcast Media
- 12 Media Bvying

PART IV CREATING ADVERTISING

- 13 The Creative Side of Advertising
- 14 Creating Print Advertising
- 15 Creating Broadcast Advertising
- 16 Creating Direct-Response Advertising
- 17 Creating Directory and Out-of-Home Advertising

PART V APVEPTISIIMG OPERATIONS

- 18 Sales Promotion
- 19 Public Relations
- 20 Tbe Advertising Campaign
- 21 Evaluative Research

PART VI MISCELLANEOUS APVERTISING

- 22 Business-to-Business and Retail Advertising
- 23 Intennational Advertising

Appendix: Careers in Advertising

Glossary

Credits

Index

CONTENTS

Preface xvii

About the Authors xxi

PART 1 ADVERTISING FOUNDATIONS AND ENVI RONMENT

CHAPTER1 Introduction to Advertising

Refurbishing the Golden Arches

What Makes an Ad Great?

Classics, Characteristics of Great Ads

The World of Advertising

<<广告学--原理与实践(第四版)>>

Defining Advertismg

Types of Advertising Roles of Advertising

Functiow of Advertising

The Four Players

The Advertiser

The Advertising Agency

The Media

Vendors

The Evolution of Advertising

The Ancient Periad

The Age of Print

The Formattve Years

Modern Advertising

Summary

VIDEO CASE: Can the Ban: Uproar wer LiquorAds

CHAPTER2 Advertising and Society: Ethics and Regulation

Has Volvo Done It Again?

Advertising Ethics

Ethical Criteria

The Problem ofBeing Ethical

Ethical Issues in Adverdsing

Puffery

Jaite and Advertmng

Stereotyping m Advertismg

Advertising to Children

Advertising Controverswl Products

Subliminal Advertising

Advertismg and the Law

Advertising and the First Amendment

The Federal Trade Commission

The FTC and Advertisers

FTC Concems with Advertising

Deception

Reasonable Basisfor Making a Claim

RICO Suits

Comparaive Advertising

Endorsements

Demowtrations

Remedies for Decepdve and Unfair Adverasing

Cansent Decrees

Cease-and-Desut Orders

Corrective Advertismg

FTCHints

Tbe Legal Responsibility of the Agency

Substantiating Advertising Claims

CoRedress

Food and Drug Administration

<<广告学--原理与实践(第四版)>>

Federal Commumcattons Cymmissim

Other Federal Agencies

Self-Regulation

Self-Disdpline

National Agenms

Local Regulation: BBB

Media Regttla Aduertising

A Final Consideration

Summary

VIDEO CASE: You Can't Fudge a Book by Its Cover CHARPER3 Advertising and the Marketing Process

Paring Down at P&G Tht Idea afa Market

Types of Markets

The Marketing Concept

The 4Ps of Marketing

Product

Place (Channel of Distribution)

Pricing

Promition

Advertising and the Marketing Mix

Summary

VIDEO CASE: Slotting Fees: New Front in the Great Space War 100

CHARPER4 Advertising Agencies Managing a Lasting Relationship

Essence of the Business: Value-Adding Ideas

Why Hire an Agency?

Expertise, Objectivity and Dedication

Staffing and Management

The Agency World

Full-Service Agency

Specialized Agencies

Virtual Agencies

Igency

Philosophies

Trends in Advertisting and Marketing Communication

Integrated Marketing Communication,

How Agencies Are Organized

Accwnt Management

Creative Development and Production

Media Plann

Buying

Research Department

Internal Seruices

How Agencies Are Paid

The Commission System

<<广告学--原理与实践(第四版)>>

The Fee System

The Future: Efficiency

Effectiveness

and Accountability

Summary

CASE STUDY: The Honda Way

VIDEO CASE: Chiat/Day

PART 11 AnVFBTISIMG R ACKG OUND PI ANNING AND STRATEGY

CHARPER5 The Consumer Audience

Settling Kids' Tummies Consumer Behavior The Comumer Audience

Market Segmentation/Target Marketing,

Influences on You as a Consumer

Cultural and Social Influences

Reference Groups

Personal Influences

Demographics

Geographic Location

Psycbographics

Buying Behavior

The Key to Effective Advertising: Understanding the Audience

Summary

VIDEO CASE: How Healthy is Health Food?

APPENDIx: Studying Consumer Trends Using Social Trends for Advertuing

Decisiom

Strategic Research

Understanding Europe's Generation X Research: The Quest for Intelligence

Strategic Research versus Evaluative Research

Exploratory Research Who Organizes the Facts?

The Strategy Document

Marketing Obyective The Product The Target Audimce Promise and

Support Brand Personality Strategy Statment

Message Development Research

Diagnostic Research and Early Feedback Commtunicatim Tests

The Future of Advertising Research

Trend 1: Right Sizing Trend 2: Globalization Trend 3: New Media Technology,

Trend 4: Integrated Marketing Communication Trend 5: Increased Government

Activism Summary

VIDEO CASE: Christmas Toys

Strategy and Planning

RadioShack Has the Answers

Strategy and Planning

Strategic Planning: Making Intelligent Decisions, The Business Plan,

<<广告学--原理与实践(第四版)>>

The Marketing Plan

Marketing Objectives Marketing Problems and Opportunities, Selecting Target

Markets Marketing Strategies Executing Plans Evaluating Plans

The Advertising Plan

Situation Analysis Advertising Strategy Decisions Implementation and

Evaluation The Advertising Budget The Creative Plan and Copy Strategy

Message Strategies, Sellmg Premises, Execution Details,

Summary

CASE STUDY: GM Goes Electric

VIDEO CASE: A Microbrew by Any Other Name

How Advertising Works

Zapping the Ads Advertising Impact

The Advertising Environment The Audience Breakthrough Advertismg

The Psychology of Advertising

Perception: Creating Stopping Power Awareness: Making an Impression

* Understanding: Making It Clear Persuasim: Making Mming Messages Locking

Power: Making It Memorable How Brand Images Work Brand Image, Building a B

Summary

CASE STUDY: Do Spnkescharacters and Celebrities Pay Out in Saies?

VIDEO CASE: Tootbpaste Adwertising: More than Kype?

PART 111 ADVEHTISING MEDIA CHAPTER 9 Media Strategy and Planning

Where Are Those College Studenrs?

The Function of Media Planning in Advertising The Aperture Concept in Media Planning

Media Planning Operations: Information Sources and Analysis

Marketing Sources Creatiue Swrces Media Sources

Media Planning Operations: Setting Objectives Finding Target Audiences in Media Opportunittes

Sales Geography: Wtere toAdvertise?

Timing: When to Advertise?

Duration: How Long to Advertise?

Media Planning Operadons: Developing Strategies

Target Audience Strategies: New Technolcay of Msasurement

Geographic

Strategies: Allocating Medic Weight

Timing/Duration Strategies: Cmtinuity Pattens

Media Planning Operations: Media Selection Procedures

Audience Measvres Used in Msdia Planning

Reach and Media Planning Frequencyand Media Planning

<<广告学--原理与实践(第四版)>>

Combining Reach and Frequewy Goals: Effective Frequency

Cast Effideency as a Planning Dimmsion Seiecting Acceptable Media Environments

Media Planning Operations: Staging a Media Plan

Background/Situation Analysis

Media Objectives/AferWft Opportunities

Stratecy:Selectim ofMedia

The Flow Chart: Scheduling and Budgeting Allocation

Summary

VIDEO CASE: Call Waiting CHAPTER10 PrintMedia Spimning toward Generation X

Print Media Newspapers

The Structure of Newspapers The Readers of Newspapers Measuring the Newspaper

Audience Adverttsing m Newspapers The Advantagts of Newspapers The

Disadvantages of Newspapers The Future of NeTV spapers

Magazines

The Structure of Magazines The Readers of Magazines Msasuring Magazine Readership Advertising in Magszines The Advantages of Magaztnes The

Disedvantages of Magazines The Future of Magazmes

SSummary

VIDEO CASE: Infromnercials CHAPTER11 Broadcast Media

MTV in Europe: One Country at a Time

The Structure of Television

JVired Network Television Uvwied Network Televisim, Public Televuion: The Fifth

Network Cable and Subscription Television Local Television Specialty

Telnision Interactive Television Television Syndication

Television Advertising

Forms of Televmm Advertising

The Television Audience

How People Watch Television Measuring the Televiswn Audience

Advantages and Disadvantages of Television

Advantages Disadvantages Inflexibility

The Structure of Radio

AMSadio FMSadio Cable and DAB Kadio

Radio Advertising

Network Radio Spot Radic

The Radio Audience

Measuring the Radiu Audience

Advancages and Disadvantages of Radio

Aduantages Disadvantages

Summary

VIDEO CASE: Informercials in the 1990s: More than Slicing and Dicing

CHAPTER12 Media Buying Ads May Show Up Anywhere

<<广告学--原理与实践(第四版)>>

Media-Buying Functions

Providing Inside Information to the Media Planner Mcdia Vehicle

Selection Negntiating Media Prices Monitoring Vehicle Performance

Postcampaign Analysis

Special Skills: Expert Knowledge of Media Opportumries Media Cmtent Audience Habits Research Evaluation

Special Skills: Knowledge of Media Pricing

Media Cost Responsibilities

Special Skills: Media Vehicle Selection and Negotiation

The Boundaries: Working Wtthin Plan Requirements Negotiatioii: The Art of a Buyer,

Spedal Skills: Maintaming Plan Performance

Mwitoring Audience Research Schedule and Technical Problems

Summary

VIDEO CASE: Look' Up in the Sky' It's a Bird! It's a Plane! It's an -

Advertisement'

CHAPTER13 The Creative Side of Advertising How Ideas Evolve: The "Got Milk?" Campaign

The Creative Concept

What Makes an Idea Creattue? ROI Strategy and Creatwity

Creadve Thinlking

Tbs Creative Person Creative Roles

The Creative Process

Manegmg the Creative Process

Creadve Strategy

TyftS of Messages Hard and Saft Sell

Crearive Execudons

Aduertising Formats Tone Words and Pictures

Effective Creativity

Summary

VIDEO CASE: Garbage

CHAPTER14 Creating Print Advertising

Slow Down and Dream

Print Advertising

Newspaper Advertisements Magazine Advertuements

Wriring for Print

Headlines Other Display Copy BodyCopy

Designing for Print

Layout Styles Design Principles Coior

Print Production

Typegraply The A Color Reprodution Printing Process Vew

Jecbnology

Summary

CASE STUDY: Bastball Needs a Hame Run

VIDEO CASE: The Gap: Creating Prmt Advertismgfar a Changing Market

CHAPTER15 Creating Broadcast Advertising Promoting the Big Screen on the Litde Screen

The Video Environment

<<广告学--原理与实践(第四版)>>

Characteristics of lelevision Commercials

Message Strategy Elements Filming and Taping Planning and

Producing Commercials Scripts and Storyboards The Team

Producing a Television Commercial

Preproduction The Sboot Postproduction Rules of Tbumb for

Producing Television Commercials

The Radio Commercial

Characteristics of the Radio Environment Message Strategy Writing for Audio,

Tools Scriptmg

Producing a Radio Commercial

Taptd Cymmercials Jve Spots

Message Trends

Zapping Image Manipulation Interactive Media

Summary

VIDEO CASE: Man vs. Machines: The Digital Revolution in Mwic

CHAPTER16 Creating Direct-ResPmnse Advertising

They Keep Coming Back

Direct Marketing

Types of Direct Marketmg

The Direct-Response Industry

Reasansfwr Growth

Integrated Direct Marketing

Prvblems with Direct Marketing Direct-Rtsponse Adoertising Database

Marketing

Managing Direct Marketing

The Advertisers The Agencies The Consumers

Managing the Database

Designing a Dtrect-Marketing Piece

The Media of Direct Response

DirectMail The Catang Markttplace PrintMedia Broadcast

Media

Telemarketing

Costs Characteristics The Message

Online Marketing

The Future of Direct Markedng

Summary

VIDEO CASE: We've Seen the Future and, It's Home Shopping 503 CHAPTER17 Creating Directory and Out-of-Home Advertising 505

Delivering the Goods

Out-of-Home Advertising

Outdoor Aduertising Message Design Production of Outdow Advertising

Byymg Outdoor Space The Audience

Transit Advertising

The Transit Audience Message Design Other Posters

Directory Advertising

Yellow Pages Advertising ThtAudience Creating the Yellow Pages

Ad Trends m Directories

<<广告学--原理与实践(第四版)>>

Other Innovadve Advertising Media

Movie Advertismg Other Altennauve Media Reminder Messages Actian

Messages Summary

VIDEO CASE: Cadillac Style

PART V ADVERTISING OPRATLQNS

CHAPTER18 Sales Promotion

Happy Meals--Happy Opportunities

Defining Sales Promotion

The Size of Sales Promotion

Reasonsfor the Growth of Sales Prymotion,

The Role of Sales Promotion in Markering

The Relationship Between Sales Promodon and Advertising

Dtffermces and Similarities Introducing a New Product Can Sales

Promotion Build Brands?

Types of Sales Promotion

Consumer Sales Promotion Reseller (Trade) Sales Promotion

The Future of Sales Promotion

Summarv

VIDEO CASE: TelemarkIting and Sales Pramotion

CHAPTER19 Public Relations

Food Lion Roars Back

The Challenge of Public Relations

Comparing Public Relations and Advertising

Media Use Cmtrol Credibility

The Components of Public Relations

Trackmg Public Opmion

Public Relations Tools and Techniques

Public Relations and Controlled Media Media Relations Crisis Management

Ekctronic Communication

Nonprofit Public Relations

Nonprofit Organizattow

Evaluating Public Relations

Summary

CASE STUDY: Hey Baby Want to Play Office?

VIDEO CASE: "Whose Side Are You On?" Creating a Public Service Ad Campaign

CHAPTER20 The Campaign Plan

Where's Your Mustache?

The Structure of a Campaign Plan

Situadon Analysis

SWOTAnalysis

Campaign Strategy

Objectives Targeting Pasitioning The

Appropriation

Marketing Communication Activities

Creative Theme Creative Strategy and Tactics Media Plan

Other Marketing Communicatim Activities

<<广告学--原理与实践(第四版)>>

Phases of a Campaign

The Next Phase

Evaluation

Summary

CHAPTER21 Evaluative Research

Everyone Is the Same at GM

Evaluative Research Suppliers and Methods

Memory Tests

Recall Tests Recognition Tests

Persuasion Tests

Types of Persuasion Tests Assessing Persuasion Tests

Direct-Response Counts

Communcation Tests

Focus Groups

Physiological Tests

Assessmg Physiologual Tests

Frame-by-Frame Tests

AAssessing Frame--by-Frame Tests

In-Market Tests

Simvlated Test Markets Single-Source Data

Implications of Evaluative Research

Summary

VIDEO CASE: "Perfect" Navy by Cwer Girl PART VI MISCELLANEOUS ADVEJBTISNG

CHAPTER22 Rstail and Btusiness-to-Business Advertising

A Store Without a Store

Retail Advertising

Retail Advertising versw Netional Advertising Cooferative Advertising

Types of Rctau Advertising Trends in Retailing Creating the Rerail

Ad

Buying and Selling Local Media

Retail Media Strategy Media Alternatives Retail Markel ResMrch

Business-to-Business Advertising

Types of Business-to-Bwmess Advertising Busmess vsrsus Consumer Marketing

Bwiness-to-Bwiness Advertising Objectives Creuting Business-to-Bysiness Ads

Business-to-Busmess Advertising Media

General Business and Trade Publications Directyry Adverttsing Direct

Mprketing Consumer Media Recent Trends in Medie Services Does Busimss

Advertising Siill?

Smmary

CAE STUDY: SadioShack Has the Ansisen

VIDEO CASE; Price Chopper: "Best Fwds/Best Price"

CHAPTER23 International Advertising

Internadonal Marketmg

Evelution of Global Marketing

The Global Perspective

GlobalBrands The Global Debats and Advertising Open Market: and

<<广告学--原理与实践(第四版)>>

Regulations

Internadonal Managemenc

LingM Franca Strategic Plan Budget Control

Structure of International Advertising

Organizingfor Inunnational Advertising,

International Advertising Campaigns

Centrally Controlled Campaigns Hvw Well Does Advertising Cross

Borders? Mediafor Imemational Campaigns Execution of International

Campaigns

Special International Considerations

Customs and Culture Time Inertia Resistance Rejection and Politics

Summary

INTERNATIONAL CASE STUDY: The Train That Runs Through It

VIDEO CASE: Golden Arches in Moscow

Appendix: Careers in Advertising

Glossary Credits Index

<<广告学--原理与实践(第四版)>>

版权说明

本站所提供下载的PDF图书仅提供预览和简介,请支持正版图书。

更多资源请访问:http://www.tushu007.com