

- 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 3 | 4 a low-power light bulb f |
| 2 a fruit bar 5 | 5 a range of smart clothing a |
| 3 a computer quiz game 2 | 6 a range of supermarket own-brand products 6 |

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 do 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* + *intro* 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 *idea 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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Andy Yunus Firmansyah ,STIESIA

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Table of Contents New Edition Market Leader Intermediate Answer Key

1. Understanding the eBook New Edition Market Leader Intermediate Answer Key
 - The Rise of Digital Reading New Edition Market Leader Intermediate Answer Key
 - Advantages of eBooks Over Traditional Books
2. Identifying New Edition Market Leader Intermediate Answer Key
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an New Edition Market Leader Intermediate Answer Key
 - User-Friendly Interface

4. Exploring eBook Recommendations from New Edition Market Leader Intermediate Answer Key
 - Personalized Recommendations
 - New Edition Market Leader Intermediate Answer Key User Reviews and Ratings
 - New Edition Market Leader Intermediate Answer Key and Bestseller Lists
5. Accessing New Edition Market Leader Intermediate Answer Key Free and Paid eBooks
 - New Edition Market Leader Intermediate Answer Key Public Domain eBooks
 - New Edition Market Leader Intermediate Answer Key eBook Subscription Services
 - New Edition Market Leader Intermediate Answer Key Budget-Friendly Options
6. Navigating New Edition Market Leader Intermediate Answer Key eBook Formats
 - ePub, PDF, MOBI, and More
 - New Edition Market Leader Intermediate Answer Key Compatibility with Devices
 - New Edition Market Leader Intermediate Answer Key Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of New Edition Market Leader Intermediate Answer Key
 - Highlighting and Note-Taking New Edition Market Leader Intermediate Answer Key
 - Interactive Elements New Edition Market Leader Intermediate Answer Key
8. Staying Engaged with New Edition Market Leader Intermediate Answer Key
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers New Edition Market Leader Intermediate Answer Key
9. Balancing eBooks and Physical Books New Edition Market Leader Intermediate Answer Key
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection New Edition Market Leader Intermediate Answer Key
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine New Edition Market Leader Intermediate Answer Key
 - Setting Reading Goals New Edition Market Leader Intermediate Answer Key
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of New Edition Market Leader Intermediate Answer Key
 - Fact-Checking eBook Content of New Edition Market Leader Intermediate Answer Key
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
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