

- 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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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 Market Leader John Rogers, 2010 Exercises and activities that complement the Market Leader course book Includes answer key and audio CD Английский язык для таможенников / English For Customs Officers Ольга Веремейчик, 2019-04-16 Prentice Hall's Accounting Faculty Directory ' 91 James R. Hasselback, 1990-12 **News for Farmer Cooperatives**, 1965 Market leader. Intermediate business English : Practice file : Business English practice file John Rogers (język angielski), David Cotton, 2010 Exercises and activities that complement the Market Leader course book Includes answer key and audio CD **United States-China Relations** United States. Congress. Senate. Committee on Foreign Relations, 1984 **Department of Homeland Security Appropriations for 2007** United States. Congress. House. Committee on Appropriations. Subcommittee on Homeland Security, 2006 **Речі першої професійної необхідності** Тарнопольський О. Б., Корнева З. М., Авсюкевич Ю. С., Жевага В. А., 2016-07-28 1 2 General English

Competitive Strategies for Academic Entrepreneurship: Commercialization of Research-Based Products Szopa, Anna, 2015-09-21 In recent years the pace of technological growth from the very first stages of research and development to full scale industrial implementation has quickened at an exponential rate To better keep pace with rapidly changing market demands the gap between university research incubators and public sector start up companies has undergone a marked contraction Competitive Strategies for Academic Entrepreneurship Commercialization of Research Based Products seeks to fill the gap in research between universities and the public and offers cutting edge insight into the current state of the field Charting a course that moves from discussions of academic resistance and implications for knowledge transfer theory to current case studies of academic industrial launch pads like COTEC s Technology Commercialization Accelerator and the Maryland Industrial Partnerships program this publication targets an audience of academicians administrators researchers entrepreneurs and established professionals and seeks to provide insight into the mechanisms by which the research of today becomes the household names of tomorrow *The British National Bibliography* Arthur James Wells, 2003 Beyond Politics William Mitchell, 2021 Traditional public policy and welfare economics have held that market failures are common requiring the intervention of government in order to serve and protect the public good In Beyond Politics William C Mitchell and Randy T Simmons carefully scrutinize this traditional view through the modern theory of public choice The authors enlighten the relationship of government and markets by emphasizing the actual rather than the ideal workings of

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