

Advertising The Uneasy Persuasion Re Advertising Its Dubious Impact On American Society

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Zuzims ISpy Ethics in Human Communication The Ad Men and Women Occasional
Thoughts of an Astronomer on Nature & Revelation Mass Media American
Journalism Making Sales A Content Analysis of the Visual and Verbal Elements in
Magazine Advertisements Communism and Communication The Interplay of
Influence Text and Context in the Communication of a Social Movement's Charisma,
Ideology, and Consciousness Business and Industry: Accounting and bookkeeping to
breakeven point Companion to Emblem Studies The Media of Mass Communication
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what does advertising do is it the faith of a secular society if so why does it inspire so little devotion advertising the uneasy persuasion is a clear eyed account of advertising as both business and social institution instead of fuelling the moral indignation surrounding the industry or feeding fantasies of powerful manipulators michael schudson presents a clear assessment of advertising in its wider sociological and historical framework persuasively concluding that advertising is not nearly as important effective or scientifically founded as either its advocates or its critics imagine dispassionate open minded and balanced he conveys better than any other recent author a sense of advertising as its practitioners understand it stephen fox new york times book review first published in 1984

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a chilling account of the tradeoff we are willing to make between interactive media technologies and the power of others to watch over and control us this brave new world of electronic marketing and consumption actually lulls consumers into blissful ignorance of how that usage can be and is being monitored

johannesen has given readers a fourth edition rich with traditional contemporary perspectives on ethics its role in human interaction

this reference provides extended biographical profiles of 54 men and women who have shaped advertising from the 19th century to the present the profiles provide basic biographical information and discuss their careers and contributions in detail each entry

concludes with a bibliography of works by and about the subject and a list of major clients and advertising campaigns the volume closes with a selected bibliography of works for further reading included are copywriters key business people from major agencies and people who contributed to advertising theory and psychology

politicians sociologists and journalists discuss media bias government regulation advertising and politics

making sales an ethnographic enquiry uses interview observation and participant observation materials to portray sales work as it is experienced by the people involved the author depicts the dilemmas strategies practical limitations frustrations and excitement experienced by vendors in their dealings with their customers prus also demonstrates how people draw upon and manipulate human communication symbolic meanings relationships and the norms of moral order to accomplish their goals

introduces and defines mass communication then moves to discussing news its persuasive qualities and how the news media is influenced a discussion of media audiences precedes chapters on advertising how advertising persuades and how advertisers are influenced the final section offers a guide to influencing the media and two chapters on political campaigns and political advertising

scholars in multiple disciplines now recognize the emblem as a significant expression of the cultural life of the renaissance and the baroque reflecting a panoply of interests ranging from war to love from religion to philosophy to politics from the sciences to the occult from social mores to encyclopedic knowledge and from serious speculation to entertainment following andrea alciato s publication of the first emblem book in 1531 the form enjoyed its heyday in the seventeenth century appearing in speeches sermons and printed texts but also in wall and ceiling decorations jewelry carvings paintings and other material expressions beyond this early boom the emblem was again present in eighteenth century title pages and frontispieces and experienced twentieth century manifestations during the ideological battles of both world wars and quebec s attempt at secession from canada the companion to emblem studies introduces the multiple forms that the emblem has taken through nearly five centuries of production and offers an interdisciplinary and international assessment of the long history of this pervasive symbolic device use those vernacular languages on alciato the father and prince of emblems on bibliography and theory on the jesuit and neo latin

emblems which cut across national groupings on flags and tournaments and on emblems in recent material culture logos and advertisements the companion features 130 illustrations and concludes with a selective bibliography for further reading which includes works written in western european languages and expands the volume s usefulness for researchers and students in the field

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