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Advertising and Promotion: An Integrated Marketing Communications Perspective. Today, we are experiencing the most dynamic and revolutionary changes of any era in the history of marketing communications! As such, this comprehensive, latest edition reflects these changes and their implications for the marketer.

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The course utilises an integrated marketing communications approach as a means of planning, integrating and delivering marketing communications that build equity for brands. Although the course covers the full range of marketing communications tools, a substantial component focuses on advertising.

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Advertising and promotion : an integrated marketing communications perspective by Belch, George E. (George Edward), 1951- author. Publication date 2007 Topics Advertising, Sales promotion, Communication in marketing, Reclame, Promotie (public relations), Marketing, Werbung, Marknadsf ö ring, Reklam, Publicidad, Promoci ó n de ventas

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Integrated marketing turns your marketing campaigns into multi-channel movements. In today ' s omni-channel world — with consumers encountering your brand online, on social media, and on their daily commutes — integrated marketing is more important than ever to capture new customers and build brand recognition and loyalty.

The Ultimate Guide to Integrated Marketing

Promotion is a combination of all forms of communication to the customer, including advertising and public relations. The marketer must choose which is the best form of promotion for the target audience, so he or she will develop a marketing plan.

Marketing Strategies: Promotion, Advertising, and Public ...

Belch/Belch's Advertising and Promotion: An Integrated Marketing Communications Perspective draws from the authors' extensive research in advertising, consumer behavior, communications, marketing, sales promotion, and other fields to give students a basis for understanding the marketing communications process, how it influences consumer decision making, and how to develop promotional strategies.

Advertising and Promotion: An Integrated Marketing ...

For undergraduate Advertising and Integrated Marketing Communication courses. Clow and Baack examine advertising and promotions through the lens of integrated marketing communications. The carefully integrated approach of this text blends advertising, promotions and marketing communications together, providing students with the information they need to understand the process and benefits of successful IMC campaigns.

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