



Advertising Principles & Practices

Sandra E.; Mitchell, Nancy; Wells, William Moriarty

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For introductory courses in advertising. An accessible, well-written, and student-friendly approach to advertising. Advertising tracks the changes in today's dynamic world of media and marketing communication--as well as the implications of these changes to traditional practice--and presents them to students through an accessible, well-written approach. The ninth edition highlights the increasing importance of consumers as the driving force in today's advertising strategies, social media, and the Internet evolution/revolution. It also includes an increased IMC and brand focus.

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