



# PERSUASIVE IMAGERY

*A Consumer Response  
Perspective*

Edited by  
Linda M. Scott • Rajeev Batra



# Persuasive Imagery A Consumer Response Perspective

**Garth S. Jowett, Victoria O'Donnell**



## **Persuasive Imagery A Consumer Response Perspective:**

Persuasive Imagery Linda M. Scott, Rajeev Batra, 2003-04-02 This volume synthesizes and advances existing knowledge of consumer response to visuals Representing an interdisciplinary perspective contributors include scholars from the disciplines of communication psychology and marketing The book begins with an overview section intended to situate the reader in the discourse The overview describes the state of knowledge in both academic research and actual practice and provides concrete sources for scholars to pursue Written in a non technical language this volume is divided into four sections Image and Response illustrates the difficulty encountered even in investigating the basic influences processes and effects of mere exposure to imagery Image and Word presents instances in which the line between words and pictures is blurred such as the corporate logo which is often pictorial in nature but communicates on an abstract level usually attributed to words Image and the Ad contributes to our appreciation for the exquisite variations among advertising texts and the resultant variability in response not only to different ads but among different viewers of the same ad Image and Object carries the inquiry of visual response over the bridge toward object interaction Having traveled a path that has gone from the precise working of the brain in processing visual stimuli all the way to the history of classical architecture readers of this volume will have a new respect for the complexity of human visual response and the research that is trying to explain it It will be of interest to those involved in consumer behavior consumer psychology advertising marketing and visual communication *Go Figure! New Directions in Advertising Rhetoric* Edward F. McQuarrie, Barbara J. Phillips, 2008 Rhetorical scholarship has found rich source material in the disciplines of advertising communications research and consumer behavior Advertising considered as a kind of communication is distinguished by its focus on causing action Its goal is not simply to communicate ideas educate or persuade but to move a prospect closer to a purchase The editors of *Go Figure New Directions in Advertising Rhetoric* have been involved in developing the scholarship of advertising rhetoric for many years In this volume they have assembled the most current and authoritative new perspectives on this topic The chapter authors all present previously unpublished concepts that represent advances beyond what is already known about advertising rhetoric In the opening and closing chapters editors Ed McQuarrie and Barbara Phillips provide an integrative view of the current state of the art in advertising rhetoric *Visual Marketing* Michel Wedel, Rik Pieters, 2007-09-19 This comprehensive volume aims to further research and theory development in visual marketing By bringing together leading researchers in the field it strives to contribute to the establishment of visual marketing as a coherent discipline The chapters represent an array of issues in visual marketing They address three areas in theory attention Towards a semiotics of brand equity: Brand coherence and communicative consistency through structuralist operations and rhetorical transformations , **Using Corpora in Contrastive and Translation Studies** Richard Xiao, 2020-06-12 The corpus based approach has developed into a well established paradigm in translation studies and has been recognised as a principal reason for the revival of contrastive linguistics since the 1990s

while corpus based contrastive and translation studies have in turn significantly expanded the scope of corpus linguistics This book features a selection of twenty three papers from the 2008 meeting of Using Corpora in Contrastive and Translation Studies UCCTS an international conference series launched to provide an international forum for the exploration of theoretical and practical issues pertaining to the creation and use of corpora in contrastive and translation studies The papers in this collection represent the latest developments in corpus based translation studies corpus based contrastive studies parallel corpus development and bilingual lexicography They are useful resources for researchers as well as postgraduates and their supervisors in translation studies comparative and contrastive linguistics corpus linguistics and computational linguistics Semiotics and Visual Communication IV Evripides Zantides, Sonia Andreou, 2024-06-25

The chapters in this book consist of selected papers which investigate the theme of Myths Today paying homage to the notion of myth as defined by Roland Barthes in the late 1950 s which provided a theoretical framework under which daily habits as well as consumer practices can be examined as socially constructed signs idealized through verbal narratives While myth is a type of speech it is also a type of image typeface cinema photography sports online networks politics TV shows sound and fashion can all serve as groundwork for mythical discourses Under this framework the book explores myths today in the context of global networks globalisation visuals and mass communication The interdisciplinary nature of the book provides a platform for discussion and research broadens the scope of semiotic and visual communication thinking and challenges the boundaries of various disciplines **Visual and Multimodal Research in Organization and Management Studies**

Markus Höllerer, Theo van Leeuwen, Dennis Jancsary, Renate Meyer, Thomas Hestbaek Andersen, Eero Vaara, 2019-02-21 This volume brings together two hitherto disparate domains of scholarly inquiry organization and management studies on the one hand and the study of visual and multimodal communication on the other Within organization and management studies it has been recognized that organizational reality and communication are becoming increasingly visual and more generally multimodal whether in digital form or otherwise Within multimodality studies it has been noted that many forms of contemporary communication are deeply influenced by organizational and managerial communication as formerly formal and bureaucratic types of communication increasingly adopt promotional language and multimodal document presentation Visual and Multimodal Research in Organization and Management Studies integrates these two domains of research in a way that will benefit both In particular it conceptually and empirically connects recent insights from visual and multimodality studies to ongoing discussions in organization and management theory Throughout the book shows how a visual multimodal lens enriches and extends what we already know about organization organizations and practices of organizing but also how concepts from organization and management studies can be highly productive in further developing insights on visual and multimodal communication Due to its essentially interdisciplinary objectives the book will prove inspiring for academics and scholars of management the sociology of organizations as well as related disciplines such as applied linguistics and visual

studies     **Analyzing the Cultural Diversity of Consumers in the Global Marketplace** Alcántara-Pilar, Juan Miguel, 2015-04-30 The key to any marketing strategy is finding a way to reach and appeal to the consumer In the case of a diverse consumer pool marketers must strive to direct their promotional efforts to appeal to a global customer base Analyzing the Cultural Diversity of Consumers in the Global Marketplace explores the strategies associated with promoting products and services to a culturally diverse target market Providing innovative solutions for global brands this publication is ideally designed for use by marketing professionals executives students as well as researchers     *The Dynamics of Persuasion* Richard M. Perloff, 2010-05-26 The Dynamics of Persuasion provides a comprehensive and up to date introduction to persuasive communication and attitude change Offering a thorough discussion of classic and contemporary theories of persuasion this text explores the structure and functions of attitudes consistency between attitude and behavior and issues in attitude measurement     Accounting, Accountability and Society Mara Del Baldo, Jesse Dillard, Maria-Gabriella Baldarelli, Massimo Ciambotti, 2020-03-31 This book addresses the growing interest among policymakers practitioners and academics in the evolution and the future implications of social environmental and sustainability accounting To do so it examines the conceptual and practical application of accountability at multiple levels and contexts and presents a range of case studies focusing on salient issues perspectives and the potential of multidimensional accounting and reporting regimes Intended for a diverse audience the book allows readers to gain a better understanding of the topics encourages dialogue and debate and stimulates innovation in scholarship policy and practice     Envisioning Collaboration Geoffrey Cross, Charles Sides, 2017-03-02 The dissemination of desktop publishing and web authoring software has allowed nearly everyone in industrialized countries to combine verbal and visual symbols into text Serious multimodal projects often demand extensive teamwork especially in the workplace But how can collaboration engaging such different traditions of expression be conducted effectively To address this question Envisioning Collaboration traces the composing processes of expert graphic artists and writers preparing advertising campaigns to retain a vital national account It examines the influences on individual and dyadic composing processes of what Csikszentmihalyi terms the domain in this case the disciplinary knowledge of advertising and the field in this case the surrounding economic conditions and client vendor customer and agency executive gatekeepers Based on a 460 hour participant observation and intensive computerized data analysis Envisioning Collaboration is the first book to meticulously examine collaborative creative processes at an award winning advertising agency including audience analysis branding collaborative moves power and conflict management uses of humor degree of mindfulness and effectiveness The findings indicate the role of concepts in generating common texts by artists and writers the role of the visual in individuals composing verbal visual rhetorical elements in processes and products and which verbal visual techniques were most generative Findings are related to pertinent research in technical and business writing rhetoric and composition and some key research in visual design communication advertising neurolinguistics management and psychology

The book concludes with a pedagogical training unit incorporating gateway activities for effective verbal visual composition and collaboration

***Elusive Consumption*** Karin M. Ekström, Helene Brembeck, 2020-05-27 In the context of rising consumerism and globalization books on consumption are numerous These tend to be firmly rooted in particular disciplines however sociology anthropology business or cultural studies and as a result often present a blinkered view Charged with the mission of unravelling what consumption means and how it operates the worlds leading experts were flown to a secluded location in Sweden to battle it out This pioneering book represents the outcome Ranging from the little black dress to on line communities *Elusive Consumption* challenges our very understanding of consumerism How successful is the advertising world in manipulating our buying patterns Does the global marketplace promote cultural homogeneity or heterogeneity Is the West really more of a consumerist civilization than other countries Does the advertising of certain products influence a voters choice of political party How are products associated and marketed to different genders These controversial topics and many more are discussed Covering virtually every aspect of the word consumerism *Elusive Consumption* provides a state of the art view of the highly commercialized society we inhabit today Some might have it that consumers are unwitting pawns completely lacking in agency Others might argue that consumer choices are empowering and subtly shape production Richard Wilk Colin Campbell John F Sherry Richard Elliott Russell Belk and Daniel Miller who offers the most persuasive argument in this battle royal

***Psycholinguistic Phenomena in Marketing Communications*** Tina M. Lowrey, 2020-07-24 The field of psycholinguistics and the application of psycholinguistic theory to advertising and marketing communication has become a topic of great prominence in the field of consumer behavior *Psycholinguistic Phenomena in Marketing Communications* is the first book to address the growing research in this area This timely volume combines research conducted by current scholars as it demonstrates diversity of the field in terms of relevant topics and methodological approaches It examines brand names and their semantic and sound based impact sentence structure and research in marketing communication advertising narratives evoking emotional responses the effects of empathy response on advertising and the role of language and images in creation of advertising The book includes authors from a variety of fields including mass communication marketing social psychology linguistics and neuropsychology A range of perspectives is discussed from qualitative text analysis to controlled psychological experimentation *Psycholinguistic Phenomena in Marketing Communications* is intended for students and scholars in numerous disciplines such as advertising marketing social psychology sociology and linguistics It is also suitable for graduate courses in these disciplines

***Visual Political Communication*** Anastasia Veneti, Daniel Jackson, Darren G. Lilleker, 2019-06-20 This book offers a theoretically driven empirically grounded survey of the role visual communication plays in political culture enabling a better understanding of the significance and impact visuals can have as tools of political communication The advent of new media technologies have created new ways of producing disseminating and consuming visual communication the book hence explores the theoretical

and methodological underpinnings of visual political communication in the digital age and how visual communication is employed in a number of key settings The book is intended as a specialist reading and teaching resource for courses on media politics citizenship activism social movements public policy and communication     **Multimodal Metaphor** Charles Forceville, Eduardo Urios-Aparisi, 2009 Metaphor pervades discourse and may govern how we think and act But most studies only discuss its verbal varieties This book examines metaphors drawing on combinations of visuals language gestures sound and music Investigated texts include ad     Readings in Propaganda and Persuasion Garth S. Jowett, Victoria O'Donnell, 2006 This collection of readings in propaganda and persuasion is designed to serve as either a companion to Jowett and O'Donnell's text *Propaganda and Persuasion* or as a single class resource The contents range from seminal essays by Jacques Ellul Kenneth Burke and Paul M A Linebarger to articles by well known writers on propaganda such as Philip Taylor and David Culbert to new essays about responses to 9/11 the treatment of Afghan women persuasion in the built environment and public diplomacy as propaganda Also included are analyses of the relationship between rhetoric and propaganda essays about the definition of propaganda propaganda in the Boston Massacre of the American Revolution the Bolshevik Revolution and American British and German propaganda during World War II and brainwashing in the Korean War Publisher

*Advertising and Chinese Society* Hong Cheng, Kara K. W. Chan, 2009 This book examines the social psychological legal and ethical impact perceived or proven that may result from advertising in the booming Chinese market The book provides readers with an understanding of the two way relationship between advertising and Chinese society Major issues addressed include rising consumerism consumers attitudes towards advertising and reactions to advertising appeals cultural messages conveyed in advertisements gender representations sex appeal offensive advertising advertising law and regulation advertising to children and adolescents symbolic meanings of advertisements public service advertising and new media advertising and its social impact Advertising and Chinese Society resorts to a variety of research techniques including content analysis survey experiment semiotic analysis and secondary data analysis The book will enhance the sensitivity of scholars and practitioners interested in Chinese advertising and its social ramifications     **Brands** Jonathan E. Schroeder, 2014-11-27 Branding has emerged as a cornerstone of marketing practice and corporate strategy as well as a central cultural practice In this book Jonathan Schroeder brings together a curated selection of the most influential and thought provoking papers on brands and branding from *Consumption Markets and Culture* accompanied by new contributions from leading brand scholars Giana Eckhardt John F Sherry Jr Sidney Levy and Morris Holbrook Organised into four perspectives cultural corporate consumer critical these papers are chosen to highlight the complexities of contemporary branding through leading consumer brands such as Disney eBay Guinness McDonalds Nike and Starbucks They address key topics such as celebrity branding corporate branding place branding and retail branding and critique the complexities of contemporary brands to provide a rich trove of interdisciplinary research insights into the function of brands as ethical

ideological and political objects This thought provoking collection will be of interest to all scholars of marketing consumer behaviour anthropology and sociology and anyone interested in the powerful roles brands play in consumer s lives and cultural discourse Multimodal Metaphor and Metonymy in Advertising Paula Pérez Sobrino,2017-12-15 Metaphor and metonymy appeal to us because they evoke mental images in unique but still recognisable ways The potential for figurative thought exists in everyone and it pervades our everyday social interactions In particular advertising offers countless opportunities to explore the way in which people think creatively through metaphor and metonymy The thorough analysis of a corpus of 210 authentic printed advertisements shows the central role of multimodal metaphor metonymy and their patterns of interaction at the heart of advertising campaigns This book is the first in depth research monograph to bring together qualitative and quantitative evidence of metaphor metonymy combinations in real multimodal discourse It combines detailed case study analyses with corpus based analysis and psycholinguistic enquiry to provide the reader with a prismatic approach to the topic of figurative language in multimodal advertising Besides its theoretical contribution to the field of multimodal figurative language this monograph has a wide number of practical applications due to its focus on advertising and the communicative impact of creative messages on consumers This book will pave the way for further qualitative and quantitative research on the ways in which figurative language shapes multimodal discourse and how it relates to our everyday creative thinking *Feminist Perspectives on Advertising* Kim Golombisky,2018-11-29 This volume edited by Kim Golombisky applies an intersectional lens to advertising focusing on gender race ethnicity sexuality disability age class and nationality Intersectional feminist perspectives on advertising are rare in the advertising industry even as it faces pressure to reform This anthology focuses on advertising messaging to follow up the professional practices covered in *Feminists Feminisms and Advertising* edited by Kim Golombisky and Peggy Kreshel In this new collection contributors write from a variety of perspectives including Black African lesbian transnational poststructuralist material commodity and environmental feminisms The authors also discuss the reproductive justice framework feminist disability studies feminist ethnography feminist discourse analysis and feminist visual rhetoric Together these scholars introduce big ideas for feminist advertising studies The first section titled *Historicize* This includes work dealing with historicized analyses of advertising ranging from more than a century of stereotypes about black women to early twentieth century white women purchasing automobiles all contextualized with women s complex relations with technologies from cars to Twitter The second section *Advertising Body Politics* groups work on topics related to body politics in advertising including lesbians disabled women aging women and Chinese promotion girls The third section *Media Reps* revisits advertising representation in novel ways from operational definitions of race and advertising news about gay men to advertising twenty first century masculinities in Ghana and the United States The last section *Reproduction and Postfeminist Empowerment* ends the book with a selection of case studies on the advertising industry s cooptation and commodification of feminism particularly in regressive postfeminist ideologies



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