



# SEX SELLS

A comedy about love.  
And gigolos.

LAS PRODUCTIONS PRESENTS SEX SELLS WRITTEN AND DIRECTED BY JOSHUA NELSON  
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# Sex Sells

**Katherine Sender**

A red circular graphic with a gradient, appearing as a partial circle or a stylized arrow pointing to the right, located to the right of the author's name.

## **Sex Sells:**

*Sex Sells!* Rodger Streitmatter, 2004-09-22 In 1953 when Lucille Ball became pregnant the censors required the characters on I Love Lucy to say only that the wacky redhead was in the family way they feared the word pregnant might conjure up in the minds of viewers images of a man and woman having sexual intercourse Now some fifty years later from giant billboards featuring nearly nude models in Times Square to Bill Clinton's creative definition of sex to Madonna and Britney's prime time kiss sex pervades virtually every aspect of public life including the films and television programs we watch the music we listen to and the racy ads that bombard us What happened Through lively prose and engaging examples *Sex Sells* illuminates this arc from repression to obsession vis vis changing sexual mores during the last five decades Not only does the author examine how a broad range of media genres have reflected this libidinous journey but he also shows how the media have played a leading role in propelling the Sexual Revolution Whether it was the decision by Cosmo editor Helen Gurley Brown to run a photo of a nude Burt Reynolds in 1972 or the recent success of Showtime's sexually explicit *Queer as Folk* the media have led the charge in bringing sex into the mainstream Along the way what the author terms sexual literacy has become vital especially for young media consumers For Rodger Streitmatter unlike many critics believes that much of the media's sexual content is beneficial as it gives parents and educators a jumping off point from which to discuss such matters as AIDS sexual identity and sexual mores In this age of continuing sexual liberation such a viewpoint seems especially important and timely

*Sex in Advertising* Tom Reichert, Jacqueline Lambiase, 2014-04-04 *Sex in Advertising Perspectives* on the Erotic Appeal is the first book to thoroughly tackle important issues about sex in advertising What is it Does it work How does it affect individuals and society Well respected scholars and popular writers answer these questions as they address the following issues associated with sex in today's advertising environment gender differences and representation unintended social effects subliminal embeds appeals to the homosexual community and new media The book contains a blend of perspectives including original experimental studies interpretive and historical analyses and cultural critiques The definitive source on sex in advertising this book is centralized around a singular theme Understanding how sex in advertising appeals work and why they are so prevalent includes multiple perspectives to capture the richness of sexual appeals brings together viewpoints from both well known scholars and writers provides a wealth of ideas and research questions for those interested in the topic and contains discussions of sex in advertising from its roots in the 1700s to online advertising today and beyond The book is must reading for advertising and gender researchers scholars and students Anyone interested in mass media consumer psychology and popular culture will find this book an essential resource

*Learning to Sell Sex(ism)* Aileen O'Driscoll, 2018-10-29 This book presents the first in depth exploration into the gendered attitudes and worldviews of advertising students Offering a significant contribution to other cultural sociological works concerning the cultural and creative industries *Learning to Sell Sex(ism)* adds further weight to the argument that it is imperative that we look closely at

the people who create media texts in order to better account for and challenge sexist media content In this study such media creators are the advertising industry s next generation of practitioners and creatives Involving a mix of in depth questionnaires qualitative surveys interviews with students observational data as well as an examination of the components comprising advertising modules O Driscoll documents the dominant gendered discourses articulated by advertising students and offers an opportunity for the advertising educational sector to reflect on how it might play its part in reducing stereotypical and sexist content emanating from the industry Learning to Sell Sexism will be of interest to students and scholars across a range of disciplines including media studies gender studies sociology cultural studies and marketing

Sexuality in America Robert T. Francoeur, Patricia Koch, David Weis, 1999-08-01 Now available in a new paperback edition this survey is different in both breadth and scope from all other reports on sexuality in the United States It covers every topic imaginable from a multicultural point of view in order to reflect fully the complex society in which we live the biological psychological social and spiritual aspects of our sexual lives Forever Young Marcel Danesi, Director of the Program in Semiotics and Communication Theory Marcel Danesi, PH.D., 2003-01-01 The excessive worship of adolescence and its social empowerment by adult institutions is the deeply rooted cause of a serious cultural malaise So argues semiotician Marcel Danesi in *Forever Young* an unforgiving and controversial look at modern culture s incessant drive to create a teen aging of adult life Written for the general reader and based on five years worth of interviews with over 200 adolescents and their parents Danesi begins by asserting that one of the early causes of this crystallization of adolescence as an age category can be traced back to theories of psychology at the turn of the twentieth century Since then the psychological view of adolescence as a stressful period of adjustment has become a self fulfilling prophecy This in tandem with the devaluation of the family by the media and society at large has led to a maturity gap a fissure in family dynamics that is eagerly and ably exploited by the mass media Unlike many academic digressions into the malaise of modern culture *Forever Young* provides concrete answers on how the forever young syndrome can be addressed One solution is to dispel the myth that experts and professionals are the people best equipped to give advice on raising children The second is to recognize the value of family in all its different combinations as the primary institution of child rearing The third is to challenge the pervasive notion that teen culture is a sophisticated endeavour that for example pop music can claim to have produced some of the best musical art in the world surpassing Mozart or Bach By laying bare the misguided tenets that have brought about and continue to promote a forever young mentality Marcel Danesi demonstrates that the teen aging of culture has come about because it is simply put good for business Teen tastes have achieved cultural supremacy because the western economic system requires a conformist and easily manipulated market and has thus joined forces with the media entertainment oligarchy to promote a deterministic forever young market Sexuality in Marketing and Consumption Athanasia Daskalopoulou, Daniela Pirani, Jacob Ostberg, 2024-08-09 This volume provides an in depth examination of the role of sexuality in consumers life

course and in the marketing of products and services. Leading scholars in the field define the most up to date picture of theories of sexuality in marketing and consumer research mapping the topic through diverse theoretical lenses addressing queer and feminist research and putting sexuality and consumption in context. The book brings together leading international marketing scholars to build on the growing interest in theories of sexuality, queer theory and intersectionality which are gaining more interest among institutions and researchers interested in equality and diversity. While this book builds on existing expertise in consumer culture scholarship it is the first time a marketing book focuses on sexuality adding value to the existing repertoire in gender and feminist literature. The chapters are organised into three key sections. Part 1 maps the marketing and consumer research field discussing how sexuality can be studied through different lenses. Part 2 focuses on queer and feminist theorising drawing on LGBTQIA theory, queer theory and theories of intersectionality to analyse how overlapping social categories interact to influence consumer behaviour, identity and experiences in the marketplace and Part 3 explores the personal and social aspects of sexuality offering a broad overview of issues of gender and sexuality, digitalisation and the sexual body. This text will be of direct interest to scholars and researchers within the fields of marketing, consumer research, sociology and media studies. The aim of this book is to help scholars and students to develop a broader understanding about the interplay between sexuality, society and the market.

**Superactually** Chuk Moran, 2013-02-08 To speak ironically is to speak just for the effect. To speak superactually is to do something with words and take responsibility for that action. This is a book of short provocative essays. Some are on fun topics in pop culture: hackers, dubstep, cat memes, thinking green, parkour and the girl next door. Others are takes on technical topics in social theory: sensation, hype, discrimination, imagination and the typical. This is a book to help smart people feel hip and hip people feel smart.

**Made Up** Martha Laham, 2020-10-10 Made Up exposes the multibillion dollar beauty industry that promotes unrealistic beauty standards through a market basket of advertising tricks, techniques and technologies. Cosmetics magnate Charles Revson, a founder of Revlon, was quoted as saying: 'In the factory we make cosmetics. In the store we sell hope.' This pioneering entrepreneur who built an empire on the foundation of nail polish captured the unvarnished truth about the beauty business in a single metaphor: hope in a jar. Made Up: How the Beauty Industry Manipulates Consumers, Preys on Women's Insecurities and Promotes Unattainable Beauty Standards is a thorough examination of innovative and often controversial advertising practices used by beauty companies to persuade consumers, mainly women, to buy discretionary goods like cosmetics and scents. These approaches are clearly working: the average American woman will spend around 300,000 on facial products alone during her lifetime. This revealing book traces the evolution of the global beauty industry, discovers what makes beauty consumers tick, explores the persistence and pervasiveness of the feminine beauty ideal and investigates the myth-making power of beauty advertising. It also examines stereotypical portrayals of women in beauty ads, looks at celebrity beauty endorsements and dissects the looks industry. Made Up uncovers the reality behind an Elysian world of fantasy and romance.

created by beauty brands that won't tell women the truth about beauty      Imposed Morality Dr Alena Rada, PhD, 2021-06-01 The book *Imposed Morality* is written from a multidisciplinary perspective and in this sense is totally different from other books dealing with human sexuality and particularly homosexuality      **Gendered Power Dynamics and Exotic Dance** Tina Deshotels, Craig Forsyth, 2021-09-15 *Gendered Power Dynamics and Exotic Dance* examines the social phenomenon of exotic dancing Presenting a compelling multilevel analysis of dancer interactions organizational practices and institutional forces this book challenges our understanding of sexuality and power Centering the voices and experiences of exotic dancers this book explores the relationship between exotic dancing and power at the micro interactional meso organizational and macro institutional levels informing a feminist theory of power that seeks out systems of domination in order to challenge and change them Through direct interviews and observations collected between 1993 and 2021 from 40 different clubs in the United States Deshotels and Forsyth demystify the seemingly contrary findings about exotic dancing and power They show how and why individual dancers can be simultaneously empowered and exploited beyond individual traits interactions or settings in the nexus of gender and power in exotic dancing The book will be useful for scholarly readers in the subject areas of sociology cultural studies gender sexualities studies sex work and organizations theory Written in a clear accessible manner this book will also appeal to a general audience interested in understanding the complex interactions of gender power feminism and exotic dance      **Business, Not Politics** Katherine Sender, 2005-01-05 In a hard hitting book that refutes conventional wisdom Katherine Sender explores the connection between the business of marketing to gay consumers and the politics of gay rights and identity She disputes some marketers claims that marketing appeals to gay and lesbian consumers are a matter of business not politics and that the business of gay marketing can be considered independently of the politics of gay rights identity and visibility She contends that the gay community is not a preexisting entity that marketers simply tap into rather it is a construction an imagined community formed not only through political activism but also through a commercially supported media She argues that marketing has not only been formative in the constitution of a GLBT community and identity but also has had significant impact on the visibility of gays and lesbians      **Young Sisters** Anna Leung, 2008-04-01 Started by a fourteen year old in search of the true meaning of womanhood *Young Sisters* is a collection of photographs and experiences celebrating teenage girls Not the teenage experience promoted by Hollywood but the true stories and experiences of teen girls around the world Five years and numerous interviews later this one of a kind documentary creatively combines handwritten testimonies photographs by Anna Leung and transcripts of recorded interviews of the subjects It is both a celebration of budding womanhood and a lament of the loss of innocence This documentary is truly a book by a teenager for teens and the people who influence their lives such as parents teachers and mentors      **Hard Sell** Jamie Reidy, 2010-09-14 Jamie Reidy is the guy who's been there done that and walked away with the insider stories Inside *Hard Sell* Now a Major Motion Picture LOVE and OTHER DRUGS you'll find yourself rooting for Reidy

and shocked by the realities of the world that paid his salary This comedic expose traces Reidy's experiences from Pfizer training to life as the V Man when Reidy became Pfizer's number one drug rep during the Viagra craze With equal parts self confidence and self mockery Reidy takes the reader on a hilarious romp through pharma culture while revealing the controversial side of the drug industry From viewing a circumcision to gaining a doctor's rapport to providing insight on why doctors choose to prescribe Drug X over Drug Y and from how to bargain signs and scripts to why the Viagra pill is shaped as a diamond Reidy discloses everything A witty behind the scenes look at an industry that touches everyone in America with a prescription *Hard Sell* uncovers truths about the pharmaceutical industry you'd rather not know and practices you'd like to believe weren't employed *Hard Sell* has been adapted into a major motion picture starring Jake Gyllenhaal and Anne Hathaway

*Cross-Cultural Journalism and Strategic Communication* Maria E Len-Rios, Earnest L Perry, 2019-11-01 Built using the hands on and pioneering Missouri Method this textbook prepares readers to write about and communicate with people of different backgrounds offering real world examples of how to practice excellent journalism and strategic communication that takes culture into account No matter the communication purpose this book will help readers engage with difference and the concept of fault lines and to identify and mitigate bias It provides guidance on communicating the complexity inherent in issues such as crime immigration and sports and understanding census data gathering methods and terms to craft stories or strategic campaigns Above all the book encourages readers to reconsider assumptions about race class gender identity sexual orientation immigration status religion disability and age and recognize communicators responsibilities in shaping national discussions This new edition addresses the ever changing political and social climate differentiates excellent journalism from punditry and shows the business value of understanding diverse perspectives A fantastic introduction to this complex but important field this book is perfect for students teachers and early career communicators The combination of a hands on approach and pull out boxes with the diverse voices curated by editors Maria Len-Rios and Earnest Perry make this an ideal text for the classroom and beyond

**Hypersexual City** Nicole Kalms, 2017-03-31 Much of feminist architectural scholarship focuses on the enormous task of instating women's experience of space into spatial praxis *Hypersexual City: The Provocation of Soft Core Urbanism* suggests this attention to women's invisibility in sociocultural space has overlooked the complex ways in which women already occupy space albeit mostly as an image or object to be consumed even purchased It examines the occupation of urban space through the mediated representation of women's hypersexualized bodies A complex transaction proliferates in the commercial urban space of cities this book seeks to address the cause and consequence of the increasing dominance of gendered representation It uses architectural case studies and analysis to make visible the sexual politics of architecture and urbanism and in doing so reveal the ways that heterosexist culture shapes the spaces behaviour and relationships formed in neoliberal cities *Hypersexual City* announces how examining urbanism that operates through and is framed by sexual culture can demonstrate that architecture

does not merely find itself adrift in the hypersexualized landscape of contemporary cities but is actively producing and contributing to the sexual regulation of urban life      **Wandering Poet** Donald Klepper,2014-03-24 These are selected original works of poetry from love poems for the romantics emotional ones ranging from deep despair to joy Also you will find spiritual poems for the religious side of you and some political satire for radical in you Life is a series of experiences to be embrace and enjoy with a full measure      *Sports Marketing* Matthew D. Shank,Mark R. Lyberger,2014-10-03 Now in a fully revised and updated 5th edition *Sports Marketing A Strategic Perspective* is the most authoritative comprehensive and engaging introduction to sports marketing currently available It is the only introductory textbook to adopt a strategic approach explaining clearly how every element of the marketing process should be designed and managed from goal setting and planning to implementation and control Covering all the key topics in the sports marketing curriculum including consumer behavior market research promotions products pricing sponsorship business ethics technology and e marketing the book introduces core theory and concepts explains best practice and surveys the rapidly changing international sports business environment Every chapter contains extensive real world case studies and biographies of key industry figures and challenging review exercises which encourage the reader to reflect critically on their own knowledge and professional practice The book s companion website offers additional resources for instructors and students including an instructors guide test bank presentation slides and useful weblinks *Sports Marketing A Strategic Perspective* is an essential foundation for any sports marketing or sports business course and an invaluable reference for any sports marketing practitioner looking to improve their professional practice      **ADVERTISING AND THE SPREAD OF BUSINESS, DEMOCRACY AND KNOWLEDGE** STEVE Dr. ESOMBA,2012-06-06 The culture of advertising our needs desires interests and products is deeply embedded in human nature It is also a universal natural tendency We advertise ourselves our activities and products for a wider audience to evoke interest entertain educate impart knowledge and spread corporate interests democratic ideals competitiveness and world knowledge **ADVERTISING AND THE SPREAD OF BUSINESS DEMOCRACY AND KNOWLEDGE** demonstrates that advertisements do not only benefit industry and corporations as taken for granted but they also benefit the public in spreading cultivating and practising democracy and free speech and inculcating knowledge Think of this every time you see an advertisement      *Strategic Communications in Africa* Hugh Mangeya,Isaac Mhute,Ernest Jakaza,2021-12-24 Strategic communication is a pre requisite for the achievement of organisational goals and an effective strategic communication plan is vital for organisational success However systems and models dominant in the West may not necessarily be best suited for the sub Saharan Africa reality where many organisations lack adequate financial resources to develop and implement an effective strategic communication plan This book examines current practices in sub Saharan Africa as well as the challenges faced and the intersection with culture It packages inspiring debates experiences and insights relating to strategic communication in all types of institutions including private and public sector organisations



governmental organisations and NGOs political parties as well as social movements in the sub Saharan context It explores how culture is integral to the attainment of strategic communication goals and diverse case studies across socio economic contexts offer insights into the successes of organisations across Africa including Zimbabwe Tanzania Lesotho and Nigeria This unique edited collection is a valuable resource for worldwide scholars researchers and students of strategic communication and organisational studies as well as related fields including public relations advertising political and health communication and international studies

**How to Sell to Men Without Wearing a Low-Cut Dress** Deborah Gardner, 2012-09 SEX SELLS That s How You Have to Compete in a Man s World Or is it As a sales woman in business today you might find the sales process cruel and frustrating when pitching products or services to men You do have options when pressured to do whatever it takes to impress them Blunt discussions and tell it straight tactics in How to Sell to Men Without Wearing a Low Cut Dress reveal how you can subtract the sexual sizzle and still advance your sales career You will discover Common mistakes women make selling to male buyers Tactics for selling to men that will not ever involve baring skin Basic motivators men require when purchasing from a woman Safe not sexy ways to communicate with men in sales situations The essential role of confidence do not leave home without it Drop the worn out strategies and learn how to conduct business that will enhance both your self esteem and your bank account This book bares it all

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