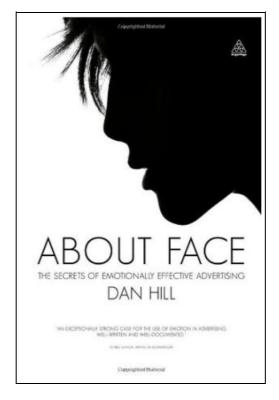
# **About Face: The Secrets of Emotionally Effective Advertising**



Filesize: 7.88 MB

## Reviews

This book may be worth purchasing. I am quite late in start reading this one, but better then never. Once you begin to read the book, it is extremely difficult to leave it before concluding. (Esta Price)

# ABOUT FACE: THE SECRETS OF EMOTIONALLY EFFECTIVE ADVERTISING



Kogan Page. Hardcover. Book Condition: New. Hardcover. 212 pages. Once advertising was all about being on-message and getting talking points right. But breakthroughs in brain science have confirmed what we all know but dont often admit to in business: people are primarily emotional decision-makers. About Face shows how 21st-century advertising can realize success by being on-emotion first and foremost. Using data from eye-tracking and facial coding to analyze consumer responses, it demonstrates exactly which advertising strategies are successful and why. Moving beyond the old Ps of product, place, and promotion, Dan Hill outlines ten rules for emotionally effective advertising, including: Keep it simple Make it relevant Be memorable Focus on faces Always sell hope Dont lead with price Emotions rule decision making. About Face shows that by focusing on the three new Ps of passion, purpose, and personality, ad campaigns can become more effective and emotionally engaging, taking brands closers to the customer. This item ships from multiple locations. Your book may arrive from Roseburg, OR, La Vergne, TN. Hardcover.



## **Related PDFs**



#### DK Readers Invaders From Outer Space Level 3 Reading Alone

DK CHILDREN. Paperback. Book Condition: New. Paperback. 48 pages. Dimensions: 8.9in. x 5.9in. x 0.1in.Are aliens from other planets visiting Earth Read these amazing stories of alien encounters -- and make up your own mind!...

**Download Document** 

»



## Absolutely Lucy #4 Lucy on the Ball A Stepping Stone BookTM

Random House Books for Young Readers. Paperback. Book Condition: New. David Merrell (illustrator). Paperback. 112 pages. Dimensions: 7.4in. x 5.1in. x 0.4in.llene Coopers fourth story of a boy and his beagle takes Bobby and Lucy...

**Download Document** 

»



## Dont Line Their Pockets With Gold Line Your Own A Small How To Book on Living Large

Madelyn D R Books. Paperback. Book Condition: New. Paperback. 106 pages. Dimensions: 9.0in. x 6.0in. x 0.3in. This book is about my cousin, Billy a guy who taught me a lot over the years and who...

**Download Document** 

»



## Molly on the Shore, BFMS 1 Study score

Petrucci Library Press. Paperback. Book Condition: New. Paperback. 26 pages. Dimensions: 9.7in. x 6.9in. x 0.3in.Percy Grainger, like his contemporary Bela Bartok, was intensely interested in folk music and became a member of the English...

**Download Document** 

..



#### DK Readers Disasters at Sea Level 3 Reading Alone

DK CHILDREN. Paperback. Book Condition: New. Paperback. 32 pages. Dimensions: 8.8in. x 5.7in. x 0.2in.From fog, ice, and rocks to cannon fire and torpedo attacks--read the story of five doomed sea voyages and the fate...

Download Document

»



# Good Night, Zombie Scary Tales

Feiwel & Friends. Paperback. Book Condition: New. Iacopo Bruno (illustrator). Paperback. 112 pages. Dimensions: 8.2in. x 5.4in. x 0.2in.Welcome. Have a seat. Ignore the shambling undead outside. Let us tell you a story. But be Save PDF

»



## The Birds Christmas Carol

Digireads.com. Paperback. Book Condition: New. Paperback. 34 pages. Dimensions: 7.8in. x 4.8in. x 0.3in.Kate Douglas Wiggin (1856-1923) was an important reformer of childrens education at the turn of the century. During a period when childrens

Save PDF

\*



## The Stories Julian Tells A Stepping Stone BookTM

Random House Books for Young Readers. Paperback. Book Condition: New. Ann Strugnell (illustrator). Paperback. 80 pages. Dimensions: 7.6in. x 5.0in. x 0.4in. Julian is a quick fibber and a wishful thinker. And he is great at

Save PDF

...



## Viking Ships At Sunrise Magic Tree House, No. 15

Random House Books for Young Readers. Paperback. Book Condition: New. Sal Murdocca (illustrator). Paperback. 96 pages. Dimensions: 7.4in. x 4.9in. x 0.2in. Jack and Annie are ready for their next fantasy adventure in the bestselling middle-grade

>>



## **Eagle Song Puffin Chapters**

Puffin. Paperback. Book Condition: New. Dan Andreasen (illustrator). Paperback. 80 pages. Dimensions: 7.6in. x 4.9in. x 0.3in.A contemporary middle grade story about confronting bullying and prejudice Danny Bigtrees family has moved to Brooklyn, New York, Save PDF

»