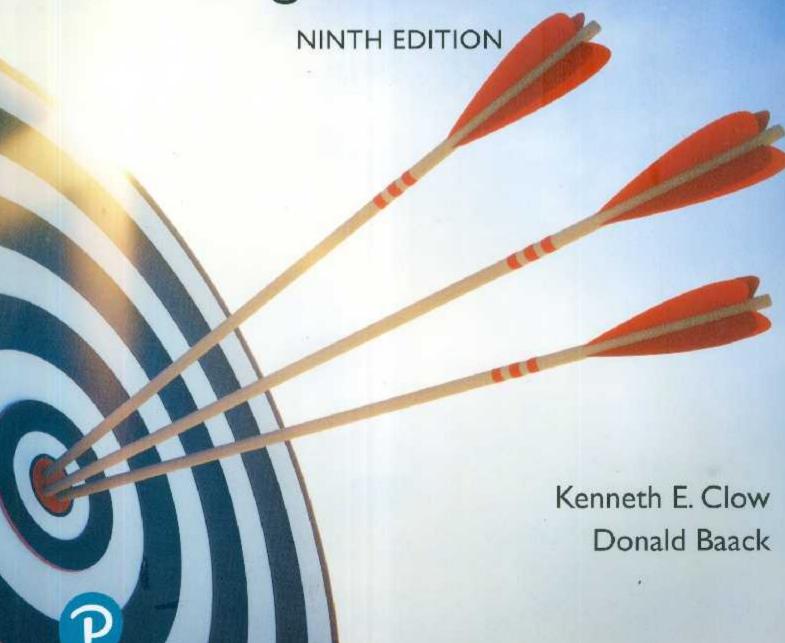


# Integrated Advertising, Promotion, and Marketing Communications



# **Brief Contents**

### PART 1 | THE IMC FOUNDATION 21

- 1 Integrated Marketing Communications 21
- 2 Brand Management 42
- 3 Buyer Behaviors 71
- 4 The IMC Planning Process 102

### PART 2 | IMC ADVERTISING TOOLS 129

- 5 Advertising Campaign Management 129
- 6 Advertising Design 159
- 7 Traditional Media Channels 195

### PART 3 | DIGITAL, MOBILE, AND ALTERNATIVE MARKETING 227

- 8 Digital and Mobile Marketing 227
- 9 Social Media 253
- 10 Alternative Marketing 278

### PART 4 | IMC PROMOTIONAL TOOLS 303

- 11 Database and Direct Response Marketing and Personal Selling 303
- 12 Sales Promotions 331
- 13 Public Relations and Sponsorship Programs 357

## PART 5 | IMC ETHICS, REGULATION, AND EVALUATION 381

- 14 Regulations and Ethical Concerns 381
- 15 Evaluating an Integrated Marketing Program 408