Cases in Advertising Management

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The cases collected together in this book are all about

br>managing some aspect of advertising. They involve the

br>kinds of decisions that have to be made by people work-

work-

br>ing in the advertising business--that is to sayi'/4 decisions

br>that arise during the planning and implementation of

advertising campaigns. In some cases

these are the kind

of decisibns you would probably expect to be makingi¼E

such as defining target audiencesi¼E making creative and

on. In businessi¼E howeveri¾E and par-

things rarely go according to

br>plani¼E and the manager therefore has to make decisions

br>in possibly unfavorable circumstances about problems

br>that probably could not have been foreseen. No book

covering all the types of prob-

br>lems you might ever encounteri¼E but those collected here

br>offer you a wide selection. If you can cope with them suc-

cessfullyi¼E you will certainly have demonstrated your po-

br>tential as a manager.

manager.

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