



Persuasive Communication Campaigns

**Michael Pfau
Roxanne Parrott**

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**Don E. Schultz, Stanley I.
Tannenbaum, Robert F. Lauterborn**

Persuasive Communication Campaigns:

Persuasive Communication Campaigns Michael Pfau, Roxanne Parrott, 1992 *Persuasive Communication* James Brian Stiff, Paul A. Mongeau, 2002-10-18 This popular text provides a comprehensive introduction to the study of persuasive messages and their effects Concepts and methods from communication and social psychology are seamlessly integrated to give students a solid grasp of foundational issues in persuasion research the core features of persuasive transactions and major models of persuasive communication Distinguished by its clear organization and wealth of concrete examples this is an ideal text for advanced undergraduate and graduate level courses for students with a basic understanding of quantitative research methods Public Communication Campaigns Ronald E. Rice, Charles K. Atkin, 2001 This edition provides readers with a comprehensive up to date look into the field of public communication campaigns It includes a variety of recent campaign dimensions such as community orientated and entertainment education campaigns **Persuasive Communication** James B. Stiff, Paul A. Mongeau, 2016-08-26 Providing an accessible integration of theory and research methods this text prepares students to critically analyze persuasive appeals and to design effective messages and campaigns The book draws on key ideas from both communication and social psychology to explore the mutual influence of cognitive and affective processes and the characteristics and production of messages It gives the reader a solid grasp of foundational issues in persuasion research the core components of persuasive transactions and major theoretical models Instructive concrete examples illustrate applications of the concepts in such settings as health promotion political campaigns the courtroom and advertising New to This Edition Engaging topic boxes on college drinking attitudes about same sex marriage the birther movement and other timely issues New or expanded discussions of the integrative model of behavioral prediction the use of guilt appeals social media individualized tailoring of political messages and numerous other topics The latest data and theoretical perspectives Epilogue on current and future trends in the field Persuasive Communication Campaigns Pfau, Parrot, 2001-02-01 Persuasion in Advertising John O'Shaughnessy, Nicholas J. O'Shaughnessy, 2004 A practical and in depth guide to the art of advertising persuasion this book draws on research concepts and case examples from the US and Europe to explain advertising theories and set out strategies for adoption Persuasion in Advertising John O'Shaughnessy, Nicholas O'Shaughnessy, 2003-11-20 A practical and in depth guide to the art of advertising persuasion this book draws on research concepts and case examples from the US and Europe to explain advertising theories and set out strategies for adoption Promotion: Persuasive Communication in Marketing Rollie Tillman, Charles Atkinson Kirkpatrick, 1972 Promotion: Persuasive Communication in Marketing Rollie Tillman, Charles Atkinson Kirkpatrick, 1968 Persuasive Communication Erwin Paul Bettinghaus, Michael J. Cody, 1987 This classic cogent analysis of the major theories of persuasive communication includes many examples from advertising the legal profession and social sciences research **Strategic Advertising Campaigns** Don E. Schultz, Beth E. Barnes, 1995 This revised text provides the

fundamentals of formulating and implementing comprehensive and contemporary communications campaigns Topics include consumer research methods media planning and measuring campaign effectiveness Annotation copyright Book News Inc Portland Or Designs for Persuasive Communication Otto Lerbinger,1972 Public Communication Campaigns Ronald E. Rice,Charles K. Atkin,2012-03-06 In this new fully revised and expanded fourth edition of Public Communication Campaigns Rice and Atkin provide readers with a comprehensive up to date look into the field of public communication campaigns The subject of campaigns has become increasingly high profile in the academic world in the decade since the last edition and hundreds of new studies on campaign theory and practice have been published since 2001 Largely rewritten to reflect the latest theories and research this text continues in the tradition of ongoing improvement and expansion into new areas

The Language of Persuasion in Advertising. A Corpus-based Critical Discourse Analysis Seda Evirgen,2021-05-04 Master s Thesis from the year 2020 in the subject English Language and Literature Studies Linguistics grade 1 0 Justus Liebig University Giessen language English abstract The thesis at hand puts a special emphasis on the use of persuasive language in online native advertisements from The New York Times After careful examination the corpus will be compiled of three native advertisements from the field of technology by the sponsors Intel Dropbox and Slack The limitation to these native advertisements and persuasive linguistic devices and techniques was necessary with regard to the scope of this thesis As no linguistic analysis of native advertisements could be found there also was no reference to follow Therefore the thesis at hand lays the foundation for further research in this area The aim is to conduct a corpus based Critical Discourse Analysis in order to investigate and answer two main questions 1 Do online native advertisements make use of the same persuasion methods as previously researched for other advertising types 2 What are the most prominent persuasive linguistic devices and techniques in the online native advertisements from The New York Times In addition to the CDA the corpus based approach is expected to provide quantitative evidence of the existence of discourse and to identify repetitive linguistic patterns of persuasive language use in native advertising The thesis will be structured as follows First the theoretical framework provides general information about the functions and characteristics of advertising while further focusing on native advertisement and the language of advertising It continues with explaining the concept of persuasive language on the basis of ethos logos and pathos and introduces some powerful persuasive techniques in advertisement Further linguistic devices of persuasive language on the phonetic lexical morphological and syntactic level will be defined Additionally the concept of Critical Discourse Analysis will be explained in detail as the thesis at hand follows the CDA framework of Fairclough The data collection method and data analysis procedure will be outlined in Chapter 3 This is followed by an analysis of three online native advertisements from the publisher The New York Times After the analysis the results will be presented and evaluated in order to assess the hypothesis Finally the conclusion provides a summary of the findings and suggests further research opportunities Integrated Marketing Communications Don E. Schultz,Stanley I. Tannenbaum,Robert F. Lauterborn,1993

How can companies resolve turf battles and combat fears of budget loss How should the different players agencies and suppliers be compensated And most importantly how can the impact of an integrated strategy be measured and made accountable Extensive examples and two in depth success stories detail how top organizations are sharpening their competitive edge through integrated communications programs Handbook of Modern Marketing Victor P. Buell,1970

Persuasion in Public Communication Campaigns Fabienne Bünzli,2021 Public communication campaigns have become one of the most important tools of strategic communication to achieve social change and to change behaviors However despite their recognized potential to contribute to a better world their effectiveness often remains below expectation By examining message strategies and their effects on individuals the present dissertation aims for a more nuanced understanding of persuasion in public communication campaigns This research is guided by two theoretical perspectives The first theoretical perspective considers the influence of audience characteristics on the effects of persuasive message strategies Paper 1 Paper 2 The second theoretical perspective looks at the role of proximal of the moment responses in the persuasion process Paper 3 Paper 1 identifies four basic message approaches used in public communication campaigns and delineates what message approach is most effective for target audiences depending on their stage of readiness to change Paper 2 focuses on one particular target audience namely those people who are usually not inclined to support a public communication campaign The aim is to find out how to persuade these people through variations in visual and verbal message features The results of an experimental study indicate that less empathic individuals are more supportive of a prosocial advertising campaign when exposed to sad images and anecdotal evidence Paper 3 explores the interplay between visual and verbal message features The goal is to better understand what kind of momentary responses explain the persuasive effects of different image text combinations A repeated measures experiment identifies perceived interpretational guidance that is as an effort to steer recipients toward one interpretation of the message and away from others as the key explanatory mechanism Overall the findings suggest that recipients are particularly responsive to messages that are matched to their motivational orientation and to simple and clear messages **The Dynamics of Persuasion** Richard M.

Perloff,1993 Persuasion is one of the oldest fields of academic study it dates back thousands of years In our own era persuasion has been studied primarily by means of the theories and methods of social science research Numerous scholars have made contributions to our knowledge of persuasion and the field has generated a wealth of intriguing concepts and an impressive body of knowledge on persuasion processes and effects Persuasion is not simply a science however it is also an art Today there is a burgeoning persuasion industry that includes advertising sales public relations political consulting firms and a host of private and public companies that seek to change attitudes and influence social behaviors USE SECOND PARAGRAPH ONLY FOR GENERAL CATALOGS Written to enhance students understanding of persuasion theory and its applications to everyday situations this book presents an up to date review of persuasion theory and research Attempting to

show students how these theories can deepen our understanding of how persuasion is practiced in a variety of real life situations it is designed as a text for undergraduate students who wish to know more about concepts of attitude and persuasion as well as introducing graduate students to theory and research in the field of persuasion With a broad look at persuasion research this volume examines psychological approaches to persuasion interpersonal communication theories and the interface between persuasion and mass communication in particular mass media information campaigns It examines research on cognitive processing of persuasive messages compliance gaining in interpersonal contexts and the effects of large scale health communication campaigns

The Dynamics of Persuasion Richard M. Perloff, 2016-12-19 The Dynamics of Persuasion has been a staple resource for teaching persuasion for nearly two decades Author Richard M Perloff speaks to students in a style that is engaging and informational explaining key theories and research as well as providing timely and relevant examples The companion website includes materials for both students and instructors and expanding the pedagogical utilities The sixth edition includes updated theoretical and applied research in a variety of areas including framing inoculation and self affirmation new studies of health campaigns expanded coverage of social media marketing enhanced discussion of the Elaboration Likelihood Model in light of continued research and new applications to everyday persuasion The fundamentals of the book emphasis on theory clear cut explanation of findings in depth discussion of persuasion processes and effects and easy to follow real world applications continue in the sixth edition *Communication Campaign Management* Robert E. Simmons, 1990

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