

Advertising 9th Edition Moriarty

For introductory courses in advertising. This title is a Pearson Global Edition. The Editorial team at Pearson has worked closely with educators around the world to include content which is especially relevant to students outside the United States. An accessible, well-written, and student-friendly approach to advertising. Advertising tracks the changes in today's dynamic world of media and marketing communication as well as the implications of these changes to traditional practice and presents them to students through an accessible, well-written approach. The ninth edition highlights the increasing importance of consumers as the driving force in today's advertising strategies, social media, and the Internet evolution/revolution. It also includes an increased IMC and brand focus.

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The Internet Encyclopedia in a 3-volume reference work on the internet as a business tool, IT platform, and communications and commerce medium.

*Sebuah buku teks yang harus dibaca untuk mempelajari bagaimana menjalankan profesi advertising secara efektif dan efisien, baik di level akademik maupun praktis. Setiap bab dari buku ini diawali dengan contoh kasus advertising yang memenangkan penghargaan internasional. Keistimewaan buku ini menyajikan prinsip pokok dan praktik advertising yang efektif beserta contoh kampanye advertising yang dibuat oleh para profesional periklanan kelas dunia—bahkan para profesional itu sendiri ikut menyumbangkan tulisan yang menjelaskan ide-ide kreatif di balik karya advertising mereka.*** Persembahkan penerbit Kencaana (PranadaMedia)*

Cumulative Book Index

Principles of Integrated Marketing Communications

Business to Business Marketing Management

The Con Game: A Failure of Trust

Advertising: Principles and Practice

World List of Books in English

The Routledge Handbook of Strategic Communication provides a comprehensive review of research in the strategic communication domain and offers educators and graduate-level students a compilation of approaches to and studies of varying aspects of the field. The volume provides insights into ongoing discussions that build an emerging body of knowledge. Focusing on the metatheoretical, philosophical, and applied aspects of strategic communication, the parts of the volume cover: • Conceptual Foundations, • Institutional and organizational dimensions, • Implementing strategic communication, and • Domains of practice. An international set of authors contributes to this volume, illustrating the broad arena in which this work is taking place. A timely volume surveying the current state of scholarship, this Handbook is essential reading for scholars in strategic communication at all levels of experience.

Written in clear, non-technical language, this book explains how employees and employers can maximize internal and external organizational communication—for both personal benefit and to the entity as a whole.

For introductory courses in advertising Advertising tracks the changes in today's dynamic world of media and marketing communication—as well as the implications of these changes to traditional practice—and presents them to students through an accessible, well-written approach. The Tenth edition highlights the increasing importance of consumers as the driving force in today's advertising strategies, social media, and the Internet evolution/revolution. It also includes an increased IMC and brand focus. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital eBook products whilst you have your Bookshelf installed.

The 3rd edition of Advertising: Principles and Practice is the only practical, applied guide to the real world of advertising in Australasia using award-winning examples of how and why great advertising is achieved. It features new coverage of advertising's role within the integrated marketing communications (IMC). Moriarty explores the ever-changing media landscape and encourages readers to think about the ways in which advertising operates as part of a broader communication strategy. How do you define great advertising? How do you encourage creativity in advertising? How can interactive and digital media add value to advertising? These questions, and many more are comprehensively answered inside this Australian adaptation of the US text, Advertising & IMC: Principles and Practice by Moriarty, Mitchell and Wells.

Apples Never Fall

The Art and Science of Building Brands

Principles and Practice

Visualizing Marketing

Review of Marketing 1990

Advertising and Promotion

When initially published in 2005, the two-volume Encyclopedia of Public Relations was the first and most authoritative compilation of the subject. It remains the sole reference source for any library serving patrons in business, communication, and journalism as it explores the evolution of the field with examples describing the events, changing practices, and key figures who developed and expanded the profession. Reader 's Guide topics include Crisis Communications & Management, Cyberspace, Ethics, Global Public Relations, Groups, History, Jargon, Management, Media, News, Organizations, Relations, Reports, Research, and Theories & Models. Led by renowned editor Robert L. Heath, with advisory editors and contributors from around the world, the set is designed to reach a wide array of student readers who will go on to serve as opinion leaders for improving the image and ethics of the practice. The Second Edition continues to explore key challenges facing the profession, such as earning the trust and respect of critics and the general public. Much greater emphasis and space will be placed on a theme that was just emerging when the First Edition appeared: the Internet and social media as public relations tools. International coverage and representation has been greatly expanded, as well. Finally, biographies (which are now widely available on the Web) have been deleted to give room to areas of enhanced coverage, and biographical material are included where appropriate within the context of topical entries. However, a long entry on women pioneers in public relations has been included as an appendix.

Marketing in the digital age poses major challenges for traditional and established practices of communication. To help readers meet these challenges Principles of Integrated Marketing Communications: An Evidence-based Approach provides a comprehensive foundation to the principles and practices of integrated marketing communications (IMC). It examines a variety of traditional and digital channels used by professionals to create wide-reaching and effective campaigns that are adapted for the aims of their organisations. This edition has been thoroughly revised and each chapter includes: case studies of significant and award-winning campaigns from both Australian and international brands that illustrate the application of explored concepts; discussion and case study questions that enable readers to critically evaluate concepts and campaigns; a managerial application section that illustrates how concepts can be applied effectively in a real situation; a 'further thinking' section that expands knowledge of advanced concepts and challenges readers to think more broadly about IMC.

A practical step-by-step guide to the art and science of building brands without the fluffy nonsense and BS. As one of the author's clients put it, "Forget the touchy-feely stuff. This is the real deal."This book describes in detail the breakthrough BrandMechanics(tm) proprietary FBE(tm) methodology based on a simple step-by-step process for creating a powerful brand strategy and includes many examples, across dozens of market categories, of how to get it right and avoid getting it wrong.For the first time in print, the author reveals the secrets behind the remarkable process that has generated hundreds of thousands of dollars in revenue from clients in the U.S., U.K., Europe, Asia and Canada, including Disney, Toyota/Scion, Visa, AOL, Boston Consulting Group, Miller Brewing, City of San Jose, McDonald's, Hewlett-Packard, Accenture, Tomb Raider/Lara Croft, Mandalay Bay Resort & Casino, Pentax Cameras and many others.Also revealed is the shocking truth about the many high-priced advertising and digital agencies, design studios and consulting firms who charge their clients small fortunes for brand strategy development while regularly outsourcing the work and paying a fraction of what they charge, and often delivering an "immersion" in the brand without actually defining its Essence.This book is a must-read for anyone involved in the marketing and branding business - from Fortune 500 CEOs to students considering a career in the industry.

We follow celebrities on Twitter and Facebook, watch them on television, and read about them in supermarket checkout lines. Our relationship with celebrities has never been so immediate. Their personal traits are news headlines and water cooler talk. Offering the first extensive look at celebrity health sagas, this book examines the ways in which their stories become our stories, influencing public perception and framing dialog about wellness, disease and death. These private-yet-public narratives drive fund-raising, reduce stigma and influence policy. Celebrities such as Mary Tyler Moore, Robin Roberts, Michael J. Fox, and Christopher Reeve—as well as 200 others included in the study—have left a lasting legacy.

A Writing Workbook for Emerging and Established Media

International Journal of Management and Transformation: Vol.6, No.1

Symposium proceedings - XVI International symposium Symborg 2018

PLANNING AND IMPLEMENTATION, THIRD EDITION

Political and Civic Leadership

eBook Instant Access – for Advertising & IMC: Principles and Practice, Global Edition

Social media pervades people's awareness and everyday lives while also influencing societal and cultural patterns. In response to the social media age, advertising agents are creating new strategies that best suit changing consumer relationships. The Handbook of Research on Effective Advertising Strategies in the Social Media Age focuses on the radically evolving field of advertising within the new media environment. Covering new strategies, structural transformation of media, and changing advertising ethics, this book is a timely publication for policymakers, government officials, academicians, researchers, and school practitioners interested in furthering their research exposure and analyzing the rapidly evolving advertising sector and its reflection on social media.

Interdisciplinary research is a method that has become efficient in accelerating scientific discovery. The integration of such processes in problem solving and knowledge generation is a vital part of learning and instruction. Promoting Interdisciplinarity in Knowledge Generation and Problem Solving is a pivotal reference source for the latest scholarly research on interdisciplinary projects from around the world, highlighting the broad range of circumstances in which this approach can be effectively used to solve problems and generate new knowledge. Featuring coverage on a number of topics and perspectives such as industrial design, ethnographic methods, and methodological pluralism, this publication is ideally designed for academicians, researchers, and students seeking current research on the promotion of interdisciplinarity for knowledge production.

This book focuses on marketing graphics, figures, and visual artifacts discussed in marketing theory in order to explain and discuss the marketing concepts visually and open a door to future predictions of the evolution of such marketing concepts. Marketing concepts are, by nature, abstract and there is a need for approaches that provide a clear picture of such concepts and concrete and hands-on knowledge tools to students, scholars, and practitioners. Furthermore, the recent rising importance and popularity of marketing metrics make visualization of such important marketing phenomena possible. Visualizing or concretizing of marketing data is more important than ever as the usage and presentation of such enormous amounts of data requires visual representation. Thus, the book provides collection of such marketing visualization examples that can help marketing scholars and students to make sense of marketing concepts and their data, so that they can develop clearer and winning marketing strategies.

The discipline of technology management focuses on the scientific, engineering, and management issues related to the commercial introduction of new technologies. Although more than thirty U.S. universities offer PhD programs in the subject, there has never been a single comprehensive resource dedicated to technology management. "The Handbook of Technology Management" fills that gap with coverage of all the core topics and applications in the field. Edited by the renowned Doctor Hossein Bidgoli, the three volumes here include all the basics for students, educators, and practitioners

Concepts, Methodologies, Tools, and Applications

Advertising and IMC

Strategic Planning for Public Relations, Third Edition

A Contemporary Introduction

Social and Environmental Issues in Advertising

Advertising and IMCPrinciples and Practice

We communicate multimodally. Everyday communication involves not only words, but gestures, images, videos, sounds and of course, music. Music has traditionally been viewed as a separate object that we can isolate, discuss, perform and listen to. However, much of music's power lies in its use as multimodal communication. It is not just lyrics which lend songs their meaning, but images and musical sounds as well. The music industry, governments and artists have always relied on posters, films and album covers to enhance music's semiotic meaning. Music as Multimodal Discourse: Semiotics, Power and Protest considers musical sound as multimodal communication, examining the interacting meaning potential of sonic aspects such as rhythm, instrumentation, pitch, tonality, melody and their interrelationships with text, image and other modes, drawing upon, and extending the conceptual territory of social semiotics. In so doing, this book brings together research from scholars to explore questions around how we communicate through musical discourse, and in the discourses of music. Methods in this collection are drawn from Critical Discourse Analysis, Social Semiotics and Music Studies to expose both the function and semiotic potential of the various modes used in songs and other musical texts. These analyses reveal how each mode works in various contexts from around the world often articulating counter-hegemonic and subversive discourses of identity and belonging.

Business to business markets are considerably more challenging than consumer markets and as such demand a more specific skillset from marketers. Buyers with a responsibility to their company and specialist product knowledge are more demanding than the average consumer. Given that the products themselves may be highly complex, this often requires a sophisticated buyer to understand them. Increasingly, B2B relationships are conducted within a global context. However all textbooks are region-specific despite this growing move towards global business relationships—except this one. This textbook takes a global viewpoint, with the help of an international author team and cases from across the globe. Other unique features of this insightful study include: placement of B2B in a strategic marketing setting; full discussion of strategy in a global setting including hypercompetition; full chapter on ethics and CSR early in the text; and detailed review of global B2B services marketing, trade shows, and market research. This new edition has been fully revised and updated with a full set of brand new case studies and features expanded sections on digital issues, CRM, and social media as well as personal selling. More selective, shorter, and easier to read than other B2B textbooks, this is ideal for introduction to B2B and shorter courses. Yet, it is comprehensive enough to cover all the aspects of B2B marketing any marketer needs, be they students or practitioners looking to improve their knowledge.

Workplace Communication for the 21st Century

A Reference Handbook

Leadership and Personnel Management: Concepts, Methodologies, Tools, and Applications

Brand Mechanics

Advertising Principles & Practices: Global Edition

Advertising Ethics

#1 New York Times Bestseller From Liane Moriarty, the #1 New York Times bestselling author of Big Little Lies and Nine Perfect Strangers, comes Apples Never Fall, a novel that looks at marriage, siblings, and how the people we love the most can hurt us the deepest. The Delaney family love one another dearly—it's just that sometimes they want to murder each other. . . . If your mother was missing, would you tell the police? Even if the most obvious suspect was your father? This is the dilemma facing the four grown Delaney siblings. The Delaneys are fixtured in their community. The parents, Stan and Joy, are the envy of all of their friends. They're killers on the tennis court, and off it their chemistry is palpable. But after fifty years of marriage, they've finally sold their famed tennis academy and are ready to start what should be the golden years of their lives. So why are Stan and Joy so miserable? The four Delaney children—Amy, Logan, Troy, and Brooke—were tennis stars in their own right, yet as their father will tell you, none of them had what it took to go all the way. But that's okay, now that they're all successful grown-ups and there is the wonderful possibility of grandchildren on the horizon. One night a stranger named Savannah knocks on Stan and Joy's door, bleeding after a fight with her boyfriend. The Delaneys are more than happy to give her the small kindness she sorely needs. It only takes a few minutes. Later, when Joy goes missing, and Savannah is nowhere to be found, the police question the one person who remains: Stan. But for someone who claims to be innocent, he, like many spouses, seems to have a lot to hide. Two of the Delaney children think their father is innocent, two are not so sure—but as the two sides square off against each other in perhaps their biggest match ever, all of the Delaneys will start to reexamine their shared family history in a very new light.

Packed with examples, this book offers a clear and engaging overview of ethical issues in business. It begins with a discussion of foundational issues, including the objectivity of ethics, the content of ethical theories, and the debate between capitalism and socialism, making it suitable for the beginning student. It then examines ethical issues in business in three broad areas. The first is the market. Issues explored are what can be sold (the limits of markets) and how it can be sold (ethics in marketing). The second is work. Topics in this area are health and safety, meaningful work, compensation, hiring and firing, privacy, and whistleblowing. The third area is the firm in society. Here readers explore corporate social responsibility, corporate political activity, and the set of ethical challenges that attend international business. Issues are introduced through real-world examples that underscore their importance and make them come alive. Arguments for opposing positions are given fair hearings and students are encouraged to develop and defend their own views. Key Features Introduces each topic with a real-world example, which is referenced regularly in the subsequent argument. Contains a critical evaluation of capitalism and socialism, with a focus on private property, the market system, and the welfare state. Explores the limits of markets and encourages students to ask what should and should not be for sale. Explores the phenomena of corporate political activity and ethical consumerism. Includes initial chapter overviews and – at the end of each chapter – study questions and suggested additional readings.

A world list of books in the English language.

This innovative and popular text provides a clear pathway to understanding public relations campaigns and other types of strategic communication. Implementing the pragmatic, in-depth approach of the previous editions, author Ronald D. Smith presents a step-by-step unfolding of the strategic campaign process used in public relations practice. Drawing from his experience in professional practice and in the classroom, Smith walks readers through the critical steps for the formative research, strategic and tactical planning, and plan evaluation phases of the process. Offering clear explanations, relevant examples, and practical exercises, this text identifies and discusses the decision points and options in the development of a communication program. The cases and examples included here explore classic public relations situations as well as current, timely events. This third edition includes expanded discussions of ethics, diversity, and technology integrated throughout the text, and has a new appendix addressing media training for clients. As a classroom text or a resource for professional practice, this volume provides a model that can be adapted to fit specific circumstances and used to improve effectiveness and creativity in communication planning. It serves as an accessible and understandable guide to field-tested procedures, offering practical insights that apply to public relations campaigns and case studies coursework.

Semiotics, Power and Protest

An Investigation into Online Multichannel and Search Engine Advertising

Business Ethics

Tools and Strategies that Impact the Bottom Line

The Cumulative Book Index

ADVERTISING

Advertising has today become an indispensable marketing tool of the corporate world. The advent of the internet, e-commerce, data analytics, and computer-aided designing has revolutionized the advertising world. This book provides an in-depth coverage of the concepts related to advertising, media planning, and nuances of advertising in each media source. Divided into five parts, this text covers advertising research and strategy, creativity and advertising media, and integrated marketing communications. The book describes how to develop and execute an effective advertising campaign by understanding consumers' mindset and conducting advertising research. It also enables the reader to assess, review and modify an advertising campaign through case studies of several brands. The third edition of the book appropriately incorporates a chapter on 'Digital Marketing', and 'Rural Marketing' along with revamping and reorganising contents of book to enhance the learning process. KEY FEATURES • A large number of ads, current as well as from the past, are used to elucidate the concepts. • The text helps the reader analyze an ad copy and find its relevance to the product. • Case studies on popular brands are provided throughout the text to assist the reader in understanding the key elements of successful brand building. • The book is primarily intended to serve as a text for postgraduate students of management and the students pursuing various courses in advertising. TARGET AUDIENCE • MBA • PG Diploma in Advertising & PR • PG Certificate Programme—Sales & Marketing Communication

Becoming a Public Relations Writer is a comprehensive guide to the writing process for public relations practice. Using straightforward, no-nonsense language, realistic examples, easy-to-follow steps and practical exercises, this text introduces the various formats and styles of writing you will encounter as a public relations practitioner. A focus on ethical and legal issues is woven throughout, with examples and exercises addressing public relations as practiced by corporations, non-profit agencies, and other types of organizations both large and small. In addition, the book offers the most comprehensive list of public relations writing formats to be found anywhere—from the standard news release to electronic mail and other opportunities using a variety of technologies and media. The fourth edition has been updated to reflect significant developments in the public relations field, including: New chapter on multimedia and social media releases New chapter on websites, blogs, and wikis Expansion of the chapter on direct mail and online appeals Updated examples of actual pieces of public relations writing A companion website including writing exercises, PowerPoint presentations, and relevant links through its comprehensive and accessible approach. Becoming a Public Relations Writer is an invaluable resource for future and current public relations practitioners.

Market-leading ADVERTISING, PROMOTION, AND OTHER ASPECTS OF INTEGRATED MARKETING COMMUNICATIONS, 9th Edition discusses all aspects of marketing communications, from time-honored methods to the newest developments in the field. Comprehensive treatment of the fundamentals focuses on advertising and promotion, including planning, branding, media buying, sales, public relations, and much more. Emerging topics get special attention in this edition, such as the enormous popularity of social media outlets, online and digital practices, viral communications, and personal selling, along with all of their effects on traditional marketing. Revised to make ADVERTISING, PROMOTION, AND OTHER ASPECTS OF INTEGRATED MARKETING COMMUNICATIONS, 9th Edition the most current I.M.C. text on the market, chapters address must-know changes to environmental, regulatory, and ethical issues, as well as Marcom insights, place-based applications, privacy, global marketing, and of course, memorable advertising campaigns. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

This small, inexpensive text is an in-depth yet simply stated discussion on the business and structure of integrated marketing communication (IMC). The book focuses exclusively on introductory issues concerning integrated marketing communication as both a communication device and as a profession.

Promoting Interdisciplinarity in Knowledge Generation and Problem Solving

Advertising Promotion and Other Aspects of Integrated Marketing Communications

An Integrated Marketing Communications Perspective

Handbook of Research on Effective Advertising Strategies in the Social Media Age

Handbook of Research on Global Perspectives on International Advertising

Student Value Edition

The Con Game: A Failure of Trust is a riveting investigation into the silent epidemic of elder abuse in the U.S. This helpful book looks at the myths and realities of aging in America and offers tips for recognizing warning signs and symptoms of elder abuse, effective prevention strategies, information about conservatorships, and advance planning resources. "This book is an asset for anyone involved with or interested in elder mistreatment, or the practical legal resources and solutions available to assist and protect the elder." –Susan A. Katzen, Elder Law/Estate Planning Attorney "A compassionate and true-life story that provides perspectives of an aging America and presents the formalities of estate planning and conservatorships." –Tim Murphy, CPA/Attorney/Professor "Anyone who has an interest professionally or personally with the complexities of senior abuse and issues will find this book to be a great resource." –Cliff H. Oilar, President, Back Home Senior Care

I jumped at the chance to shepherd this collection. This was personal for me. In the past, when I had prepared to teach courses on political leadership, I had come up with a dearth of recent scholarly attention to the topic. Perhaps my perspective on politics and leadership exacerbated the difficulty of my search. I had in mind a politics that touched all aspects of power and authority in our lives (not just government), encouraged the moral imagination, and affirmed human agency that could make the future better than the present. I searched with limited success for material that would explain how all of us shape and are shaped by politics. My perspective on leadership may have also hindered my search. I had in mind the simple notion of taking initiative on behalf of shared values. I found too little material about leadership that extended beyond the spectacle of authority and its assumption of hierarchy. I wanted to explain that each of us, regardless of our place in a hierarchy, has a calling to lead - to act on behalf of our moral imagination. Editing this volume permitted me the chance to develop the material I sought. I (as well as other teachers) no longer have a shortage of material relating politics and leadership with each other. From the Introduction

In the past few decades, attention has turned to the need to apply commercial marketing concepts, knowledge, and techniques to promote goods, services, and actions that enhance consumer well-being and social welfare through socially and environmentally responsible advertising, for example, recycling promotions. Critics argue, however, that for-profit advertisers who endorse social responsibility are inherently serving commercial purposes and diluting the value of socially responsible advertising. Scholars in many fields—advertising, marketing, communications, and psychology—explore ways to encourage consumers, companies, and policymakers to adopt socially responsible behaviours, and to provide theoretical and practical insights regarding effective applications of pro-social and pro-environmental marketing messages. This book comprises ten chapters that contribute to advertising theory, research, and practice by providing an overview of current and diverse research that compares, contrasts, and reconciles conflicting views regarding social and environmental advertising; uncovering individual differences in perception of advertising messages and their consequences for social and environmental behaviours; reconciling societal and business interests; identifying a message factor that determines eco-friendly behaviours; and identifying source factors that enhance and weaken advertising effectiveness. This book was originally published as a special issue of the International Journal of Advertising.

Internet advertising has come off age; yet little is known in research and practice about how digital channel advertising really works. The empirical research in this thesis intends to fill this gap and shed light on the effectiveness of online advertising. Two studies are conducted that focus on multichannel online advertising and search engine advertising, the single-most important online ad channel. In an interdisciplinary approach, both studies first develop comprehensive theoretical models based on existing work in related research fields—for example, marketing and information retrieval. This approach pays off and leads to new and insightful findings: - There are synergies in multichannel online advertising: purchase propensity increases when consumers receive advertising messages through multiple channels. - The channel order can influence the conversion probability. - Click-through rates in search engine advertising are influenced through various keyword criteria on semantic and syntactic level. The results of this thesis constitute an important starting point for future research in online advertising. Furthermore, the results enable practitioners to improve the effectiveness of online advertising through a more differentiated campaign management approach. Based on its findings, the thesis outlines how a future integrated approach to online advertising could look like.

The Bare Bones Introduction to Integrated Marketing Communication

Business plan for retailers

A Global Perspective

The Routledge Handbook of Strategic Communication

Encyclopedia of Public Relations

Becoming a Public Relations Writer

International advertising is an important discipline in social sciences studies and though many books and articles have been published surrounding international advertising, only a few of them contain information about the advertising industry related to specific international countries and regions. Additional consideration on how advertising is utilized across the world is vital to understand the current best practices, challenges, and opportunities in the marketing field. The Handbook of Research on Global Perspectives on International Advertising considers various perspectives on international advertising through global and local lenses and discusses strategies and tactics of advertising across the globe. Covering topics such as branding, political advertising, cultural features, and tourism advertising, this reference work is ideal for industry professionals, academicians, practitioners, researchers, scholars, instructors, and students.

Revised edition of Advertising & IMC, [2015]

“Doing Business in the Digital Age: Challenges, Approaches and Solutions”

Effectiveness of Online Marketing Campaigns

The Internet Encyclopedia, Volume 3 (P - Z)

The Handbook of Technology Management, Supply Chain Management, Marketing and Advertising, and Global Management

Music as Multimodal Discourse

Celebrity Health Narratives and the Public Health