



# Fundamentals of Advertising

*John Wilmshurst, Adrian Mackay*

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## **Fundamentals of Advertising** John Wilmshurst, Adrian Mackay

The Fundamentals of Advertising is widely recognized as the most comprehensive and informative introduction to the area for both professionals and students. The new edition has been fully revised and updated and provides a comprehensive coverage of the whole business of advertising and its associated promotional areas, including public relations, sales promotion and sponsorship.

The authors use a wide range of examples to illustrate their themes and an informative series of guidelines and checklists of value not only to students but to those applying the various techniques.

Topics the authors examine include: The role of the advertising agencies, Planning advertising campaigns, Setting budgets, The scope of below-the-line promotion, How advertising materials are created and produced, The issue of control in advertising, International advertising.



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