

ADVERTISING VS SALES PROMOTION

Enter your sub headline here



Advertising



Sales Promotion

Effective in the long run.

01

Effective in the short run.

A reason is offered to buy.

02

An incentive is offered to buy.

The theme is to build up brand loyalty.

03

The theme is to break down the loyalty to a competing brand.

The aim is to attract the ultimate consumers.

04

The aim is to attract consumers, retailers, Wholesalers, and the sales force.

Heavy adv. makes the product's brand image & accords it the perception of higher quality.

05

Heavy sales promotion leads to the product the image of a cheaper & lower quality product.

Advertising includes messages delivered through various media.

06

Incentives offered for

- Sales force
- Consumer promotion
- Promotion
- Trade promotion

The Businessmans Guide To Advertising Sales Promotion

Harland E. Samson



The Businessmans Guide To Advertising Sales Promotion:

The Businessman's Guide to Advertising & Sales Promotion Herschell Gordon Lewis,1974-01-01 *Advertising Your Small Business* ,1984 **Advertising -- Retail Store** J. David Schwartz,1975 *The Businessman's Guide to the OECS.* ,1990 *Marketing Information* Jac L. Goldstucker,1982 **Advertising Procedure** Otto Kleppner,Norman A. P. Govoni,1979 *Small Business Bibliography* ,1962 Marketing Information Guide ,1966 **Instructor's Manual & Key for the Businessman's Guide to Advertising & Sales Promotion** Herschell Gordon Lewis,1974 **The Publishers' Trade List Annual** ,1979 **The Publicity and Promotion Handbook** Linda Carlson,1982 *Broadcasting* ,1976

The Arlington Businessman's Guide to Japan Ian McNeil,1979 **The Businessman's Guide to Washington** William Ruder,Raymond Nathan,1964 Catalog of the Communications Library, University of Illinois University of Illinois at Urbana-Champaign. Library,1975 How to Use the Business Library Herbert Webster Johnson,1972 *Subject Guide to Books in Print* ,1984 Advertising Planning & Techniques Harland E. Samson,1979 **Printers' Ink** ,1897 **A Handbook for Dairy Advertising** Jack Weber,1957

Decoding **The Businessmans Guide To Advertising Sales Promotion**: Revealing the Captivating Potential of Verbal Expression

In an era characterized by interconnectedness and an insatiable thirst for knowledge, the captivating potential of verbal expression has emerged as a formidable force. Its capability to evoke sentiments, stimulate introspection, and incite profound transformations is genuinely awe-inspiring. Within the pages of "**The Businessmans Guide To Advertising Sales Promotion**," a mesmerizing literary creation penned with a celebrated wordsmith, readers set about an enlightening odyssey, unraveling the intricate significance of language and its enduring effect on our lives. In this appraisal, we shall explore the book's central themes, evaluate its distinctive writing style, and gauge its pervasive influence on the hearts and minds of its readership.

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