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The Creative Connection Arthur A. Winters, Shirley F. Milton, 1982 *The A to Z of the Fashion Industry* Francesca Sterlacci, Joanne Arbuckle, 2009-10-26 The history of clothing begins with the origin of man and fashionable dress can be traced as far back as 25 000 years ago. Recent scientific explorations have uncovered graves in northern Russia with skeletons covered in beads made of mammoth ivory that once adorned clothing made of animal skin. The Ancient Egyptians, Greeks and Romans each made major contributions to fashion's legacy from their textile innovations unique clothing designs and their early use of accessories cosmetics and jewelry. During the Middle Ages fashion trends emerged as trade and commerce thrived allowing the merchant class to afford to emulate the fashions worn by royals. However, it is widely believed that fashion didn't become an industry until the industrial and commercial revolution during the latter part of the 18th century. Since then the industry has grown exponentially. Today fashion is one of the biggest businesses in the world with hundreds of billions of dollars in turnover and employing tens of millions of workers. It is both a profession and an industry and in the eyes of many an art. *The A to Z of the Fashion Industry* examines the origins and history of this billion dollar industry. This is done through a chronology, an introductory essay, a bibliography and hundreds of cross-referenced entries on designers, models, couture houses, significant articles of apparel and fabrics, trade unions and the international trade organizations.

Persuasive Advertising for Entrepreneurs and Small Business Owners William Winston, Jay P. Granat, 2014-02-04
Here is the perfect book for entrepreneurs and small business owners who want to know how to create effective advertising on an affordable budget. *Persuasive Advertising for Entrepreneurs and Small Business Owners* shows you how to plan and execute money-making advertisements and commercials on a workable budget. Jay Granat, an experienced marketing professional and ad man, provides readers with a practical understanding of advertising principles, media selection, copywriting, consumer behavior and persuasive advertising methods in promotional efforts. These principles have important implications and Jay Granat shows you how to utilize them and stay within your means. Successful cases from across the media television, print, direct mail, radio, transit and public relations representing construction, law, medicine, publishing, retail businesses, restaurants and others highlight various prosperous approaches to persuasive advertising. Written specifically for entrepreneurs and small business owners, Granat's book is the first to explain how to use persuasive tactics and strategies. Ideal for established small business owners and those starting such a venture, this manual makes affordable advertising an easier step on the path to success. In addition to analyzing many aspects of advertising, this manual outlines appropriate networking and public relations strategies for entrepreneurs and small business owners. Granat teaches you how to construct money-making advertising and to recognize when your sales messages are effective and when the messages need to become more persuasive. To help illustrate the power of effective sales messages, he includes examples of his own advertising successes and failures. You will be better equipped to foresee when your own advertising campaigns are more likely to

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