

- E** What are the advantages and disadvantages for a company of using celebrity endorsement in its advertising?
- F** The article mentions an attention-grabbing advertisement. This type of phrase is common in advertising. Match the words 1 to 6 to the words a) to f) to make word partnerships.
- |          |              |
|----------|--------------|
| 1 energy | a) teasing   |
| 2 eye    | b) saving    |
| 3 thirst | c) watering  |
| 4 money  | d) catching  |
| 5 mouth  | e) quenching |
| 6 brain  | f) saving    |
- G** Which of the word partnerships in Exercise F would you use to describe these products?
- |                                 |  |
|---------------------------------|--|
| 1 a soft drink <b>3</b>         | 4 a low-power light bulb <b>f</b>                    |
| 2 a fruit bar <b>5</b>          | 5 a range of smart clothing <b>a</b>                 |
| 3 a computer quiz game <b>2</b> | 6 a range of supermarket own-brand products <b>6</b> |

### Listening

#### Planning advertising campaigns



- A** **6.1** Jeremy Thorpe Woods, Head of Planning at Saatchi and Saatchi, a leading advertising agency based in London, talks about advertising campaigns. Listen to the first part of the interview and answer these questions.
- What does Jeremy say is the most important thing about advertising nowadays? *To gain the consumer's attention*
  - What are the key elements of a good advertising campaign, according to Jeremy? *Single-minded, in what do you need to say*
- B** **6.2** Listen to the second part of the interview and complete the flow chart.

#### Planning and launch stages of an advertising campaign

- Stage 1** Discussion with *clients* + *intro brands*  
Talk about their *business objectives* and *brands*  
Develop a *marketing strategy*
- Stage 2** *Research* + *stage*  
Observe the target audience, get to know them through *qualitative research*
- Stage 3** Develop a *Creative brief*  
Talk to your creative partners about *idea generation*  
Discuss the communication idea with your *client*  
Go back to your *target audience*
- Stage 4** Make the *communication campaign*  
Use *feedback* to track how it is working.

# Pre Intermediate Market Leader 3rd Edition Answer Key

**Virginia Evans**



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**Enterprise** Virginia Evans,1997

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## **Table of Contents Pre Intermediate Market Leader 3rd Edition Answer Key**

1. Understanding the eBook Pre Intermediate Market Leader 3rd Edition Answer Key
  - The Rise of Digital Reading Pre Intermediate Market Leader 3rd Edition Answer Key
  - Advantages of eBooks Over Traditional Books
2. Identifying Pre Intermediate Market Leader 3rd Edition Answer Key
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Pre Intermediate Market Leader 3rd Edition Answer Key
  - User-Friendly Interface
4. Exploring eBook Recommendations from Pre Intermediate Market Leader 3rd Edition Answer Key
  - Personalized Recommendations
  - Pre Intermediate Market Leader 3rd Edition Answer Key User Reviews and Ratings
  - Pre Intermediate Market Leader 3rd Edition Answer Key and Bestseller Lists
5. Accessing Pre Intermediate Market Leader 3rd Edition Answer Key Free and Paid eBooks
  - Pre Intermediate Market Leader 3rd Edition Answer Key Public Domain eBooks
  - Pre Intermediate Market Leader 3rd Edition Answer Key eBook Subscription Services
  - Pre Intermediate Market Leader 3rd Edition Answer Key Budget-Friendly Options
6. Navigating Pre Intermediate Market Leader 3rd Edition Answer Key eBook Formats

- ePub, PDF, MOBI, and More
  - Pre Intermediate Market Leader 3rd Edition Answer Key Compatibility with Devices
  - Pre Intermediate Market Leader 3rd Edition Answer Key Enhanced eBook Features
7. Enhancing Your Reading Experience
- Adjustable Fonts and Text Sizes of Pre Intermediate Market Leader 3rd Edition Answer Key
  - Highlighting and Note-Taking Pre Intermediate Market Leader 3rd Edition Answer Key
  - Interactive Elements Pre Intermediate Market Leader 3rd Edition Answer Key
8. Staying Engaged with Pre Intermediate Market Leader 3rd Edition Answer Key
- Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Pre Intermediate Market Leader 3rd Edition Answer Key
9. Balancing eBooks and Physical Books Pre Intermediate Market Leader 3rd Edition Answer Key
- Benefits of a Digital Library
  - Creating a Diverse Reading Collection Pre Intermediate Market Leader 3rd Edition Answer Key
10. Overcoming Reading Challenges
- Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
11. Cultivating a Reading Routine Pre Intermediate Market Leader 3rd Edition Answer Key
- Setting Reading Goals Pre Intermediate Market Leader 3rd Edition Answer Key
  - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Pre Intermediate Market Leader 3rd Edition Answer Key
- Fact-Checking eBook Content of Pre Intermediate Market Leader 3rd Edition Answer Key
  - Distinguishing Credible Sources
13. Promoting Lifelong Learning
- Utilizing eBooks for Skill Development
  - Exploring Educational eBooks
14. Embracing eBook Trends
- Integration of Multimedia Elements
  - Interactive and Gamified eBooks

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