

# EFFECTIVE FREQUENCY:

THE RELATIONSHIP BETWEEN FREQUENCY  
AND ADVERTISING EFFECTIVENESS



ASSOCIATION OF NATIONAL ADVERTISERS, INC.

# Effective Frequency The Relationship Between Frequency And Advertising Effectiveness

**John Philip Jones, Jan S. Slater**



## **Effective Frequency The Relationship Between Frequency And Advertising Effectiveness:**

**Effective Frequency** Michael J. Naples, 1979      **When Ads Work** David M Jones, 2015-03-26 The accepted wisdom in advertising is that ad campaigns are good for building brand recognition and good will but not for immediate sales impact When Ads Work argues the opposite that well planned and well executed advertising campaigns can and should have an immediate impact on sales Featuring numerous examples from recent ad campaigns the new edition of this popular book is a model for any successful advertising research program With a device he calls STAS Short Term Advertising Strength a measure of the immediate effect of advertising on sales the author demonstrates that the strongest ad campaigns can triple sales while the weakest campaigns can actually cause sales to fall by more than 50 percent He exposes sales promotions as wasteful especially when they are unsupported by advertising and also demonstrates the strong synergy that can operate between advertising and promotion when they are planned and executed in an integrated fashion When Ads Work offers eye opening research and practical information that no one who studies advertising or spends advertising dollars can afford to ignore      Media Planning: A Practical Guide, Third Edition Jim Surmanek, 1996-02 The perfect media planning primer for your classroom or reference library This comprehensive resource provides students with a solid foundation in media This book presents media dynamics definitions of various popular media terms and how these terms fit into media planning analysis The latter part of the book deals with media plan development how a media plan is constructed and what students should consider in that construction Interspersed are related topics with which students should be familiar in order to plan effective advertising efforts The Glossary Index is a handy reference defining the most common terms used in media planning as well as referring the student to the specific page where that term is discussed Thoroughly discusses the major media forms including Interactive and Out of Home Covers the basic components of a media plan objectives research creative and promotion strategy sales data and competitive activity Addresses basic questions regarding audience geography scheduling copy coupons reach and frequency      **Strategic Media Planning and Buying** Basant Rathore, 2024-05-31 This book explores media planning media buying and the advertising landscape in India It provides a comprehensive look into the essential aspects of media strategies for brands and businesses to effectively reach their intended audiences and consumers The book cuts through and demystifies complex media jargon and theories to provide an understanding of the key concepts for developing a media mix that will yield results for businesses It discusses media research and theories and offers marketers suggestions on how to use both traditional and digital media effectively to build brands The first section of the book introduces the basics of media theory including data collection methodologies and their application The second section covers the fundamentals of planning a media strategy and advertising plans and campaigns based on the goals of the company or brand The third section discusses the practical nuances of planning like media mix selections media vehicle selections and media buying across all types of media This book will be of interest to students and researchers of business

and management studies media and communication studies as well as to marketing and media professionals working in different sectors of business

**The Handbook of International Advertising Research** Hong Cheng, 2014-01-21 This timely handbook brings academic excellence to international advertising research in the form of 28 contributions from over 40 leading scholars The handbook's comprehensive treatment highlights existing knowledge reports major findings across the subject and recommends directions and agendas for future research Fills the existing gap between the rapid growth in scholarly research on international advertising and the pressing need for more high quality research in the area Covers 28 major areas in international advertising research with contributions from more than 40 international advertising scholars based in over 10 countries or territories Comprehensive treatment includes the history of international advertising audiences and media strategy and execution content effects regulation ethics and advertising education Highlights existing knowledge in international advertising reports major findings on a broad range of topics and offers expert recommendations on directions for future research Contributors represent the most highly respected academics among international advertising researchers

***The Advertising Business*** John Philip Jones, 1999-02-10 A significant one volume reference on the business of advertising this work is recommended for undergraduate through professional collections R R Attison CUNY College of Staten Island John Philip Jones belongs to an elite group of intellectual adventurers searching for true meaning in an increasingly complex communication industry Anyone involved in understanding how brands are born and nurtured should follow his work with keen interest Andy Fenning J Walter Thompson New York John Philip Jones best selling author of What's in a Name Advertising and the Concept of Brands and When Ads Work New Proof That Advertising Triggers Sales has edited an authoritative handbook of successful advertising procedures All aspects of the business creativity media planning operations and specialty advertising are fully represented in this comprehensive volume Chapter authors reflect on a global mix of academic and professional backgrounds and include David Ogilvy Don E Schultz John Deighton Randall Rothberg Herbert Krugman and John Philip Jones himself Most chapters have been specifically written for this volume and are complemented by a few adaptations of classic articles The result is a single knowledge bank of theory and practice for advertising students and professionals This handbook is part of a series of edited by John Philip Jones when complete will comprise a complete library of essential advertising theory and practice How Advertising Works has already been published future volumes will address the key topics of brand building and multinational advertising

**Phronesis Marketing** Corneliu Vilsan, 2020-12-08 In recent years the environment in which advertising operates has changed As a result company leaders are under rising pressure to increase turnover and profits ahead of the industry average while fighting for new consumers Unfortunately marketing as an organizational function has been downgraded from a strategic role to a marginalized tactical and sales support department In a comprehensive guide that addresses these current challenges seasoned marketing executive Corneliu Vilsan leads advertising professionals through a practical set of principles tools and

case studies to help the marketing function recapture its strategic importance by returning to the basics to create results that can be measured analyzed and replicated While closing the gap between theory and reality and reconciling rational thoughts with creative ones Vilsan introduces the phronesis methodology to challenge assumptions and encourage the creation of business or case studies to advance marketing excellence Included are training insights and a marketing effectiveness test that lay the groundwork so an organization can survive and thrive within today s complex environments Phronesis Marketing shares wisdom principles and tools that guide company leaders through a comprehensive roadmap to improve the strategic position of marketing within their organizations     *Wiley International Encyclopedia of Marketing, 6 Volume Set* ,2011-02-07 With over 300 entries from hundreds of global experts this is one of the premier marketing reference resources available worldwide The 6 volume WIEM provides scholars and professionals with an international guide to marketing concepts and applications The far reaching new developments challenges and opportunities that have arisen in recent years are fully reflected in the entries Scholars and professionals will enjoy the flexible multi level structure with entries ranging from topics summaries to short essays reviewing areas of development and debate Entries are further extended by sophisticated cross referencing both among volumes and between encyclopedia entries and external sources The encyclopedia is also available online For ease of reference the entries are arranged alphabetically within each of the subject volumes Designed to encompass the scope of modern marketing the volumes cover Volume 1 Marketing Strategy Volume 2 Marketing Research Volume 3 Consumer Behavior Volume 4 Advertising and Integrated Communication Volume 5 Product Innovation and Management Volume 6 International Marketing     *Geo-Intelligence and Visualization through Big Data Trends* Bozkaya, Burçin, Singh, Vivek Kumar,2015-08-19 The last decade has seen a tremendous increase in the volume of data collected from personal and professional sources While there have been many computational approaches available for analyzing these datasets there is also growing interest in visualizing and making sense of spatio temporal data Geo Intelligence and Visualization through Big Data Trends provides an overview of recent developments applications and research on the topic of spatio temporal big data analysis and visualization as well as location intelligence and analytics Focusing on emerging trends in this dynamic field this publication is an innovative resource aimed at the scholarly and professional interests of academicians practitioners and students     *Principles of Integrated Marketing Communications* Lawrence Ang,2021-02-23 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      Marketing Communications Management Paul Copley, 2007-03-30 Marketing Communications Management concepts and theories cases and practice makes critical reflections on the prime issues in integrated marketing communications and is designed to encourage the reader to stop and think about key issues The author takes a managerial approach to the subject and provides a set of frameworks that facilitate both learning and teaching A wide range of pedagogical features is included such as sample exam questions stop points vignettes and case studies and a summary of key points concludes each chapter Most organizations need some form of marketing or corporate communications and this text is designed to service both practitioners and students undertaking formal study The author addresses strategic and critical issues that dovetail with the current interest in marketing communications as reflected in the media with particular emphasis given to advertising and sponsorship      Advertising Theory Shelly Rodgers, Esther Thorson, 2012-04-23 Advertising Theory provides detailed and current explorations of key theories in the advertising discipline The volume gives a working knowledge of the primary theoretical approaches of advertising offering a comprehensive synthesis of the vast literature in the area Editors Shelly Rodgers and Esther Thorson have developed this volume as a forum in which to compare contrast and evaluate advertising theories in a comprehensive and structured presentation Chapters provide concrete examples case studies and readings written by leading advertising scholars and educators Utilizing McGuire's persuasion matrix as the structural model for each chapter the text offers a wider lens through which to view the phenomenon of advertising as it operates within various environments Within each area of advertising theory and across advertising contexts both traditional and non traditional approaches are addressed including electronic word of mouth advertising user generated advertising and social media advertising contexts As a benchmark for the current state of advertising theory this text will facilitate a deeper understanding for advertising students and will be required reading for advertising theory coursework      White Collar Prospecting Shane Nichols, 2025-01-28 There is no About the Book information provided      *Handbook of Qualitative Research Methods in Marketing* Russell W. Belk, 2006 A rare and much needed compilation of some thought provoking papers in the area of qualitative research in marketing this book is a must have for anyone pursuing the discipline of marketing research scholars intent on the pursuit of qualitative inquiry as well as practising professionals looking for innovative approaches to research Global Business Review Belk has compiled an exhaustive collection of contributions from scholars and practitioners throughout North America and Europe This extremely informative volume spans the full array of qualitative research areas Highly recommended S D Clark Choice The Handbook of Qualitative Research Methods in Marketing offers both basic and advanced treatments intended to serve academics students

and marketing research professionals The 42 chapters begin with a history of qualitative methods in marketing by Sidney Levy and continue with detailed discussions of current thought and practice in research paradigms such as grounded theory and semiotics research contexts such as advertising and brands data collection methods such as projectives and netnography data analysis methods such as metaphoric and visual analyses presentation topics such as videography and reflexivity applications such as ZMET applied to Broadway plays and depth interviews with executives special issues such as multi sited ethnography and research on sensitive topics Authors include leading scholars and practitioners from North America and Europe They draw on a wealth of experience using well established as well as emerging qualitative research methods The result is a thorough timely and useful Handbook that will educate inspire and serve as standard reference for marketing academics and practitioners alike

**What's in a Name?** John Philip Jones, Jan S. Slater, 2003 This text analyzes brands from the point of view of modern marketing theory It deals in detail with the role of advertising in creating building and maintaining strong brands the lifeblood of any long term marketing campaign Recommendations for developing better advertising are included

*Ratings Analysis* James Webster, Patricia Phalen, Lawrence Lichty, 2013-10-30 This 4th edition of *Ratings Analysis* describes and explains the current audience information system that supports economic exchange in both traditional and evolving electronic media markets Responding to the major changes in electronic media distribution and audience research in recent years *Ratings Analysis* provides a thoroughly updated presentation of the ratings industry and analysis processes It serves as a practical guide for conducting audience research offering readers the tools for becoming informed and discriminating consumers of audience information This updated edition covers International markets reflecting the growth in audience research businesses with the expansion of advertising into new markets such as China Emerging technologies reflecting the ever increasing ways to deliver advertising electronically and through new channels social media Hulu Illustrates applications of audience research in advertising programming financial analysis and social policy Describes audience research data and summarizes the history of audience measurement the research methods most often used and the kinds of ratings research products currently available and Discusses the analysis of audience data by offering a framework within which to understand mass media audiences and by focusing specifically to the analysis of ratings data Appropriate for all readers needing an in depth understanding of audience research including those working in advertising electronic media and related industries *Ratings Analysis* also has much to offer academics and policy makers as well as students of mass media

*The Leader Lab* Tania Luna, LeeAnn Renninger, 2021-09-08 What if you could become a great manager leader and communicator faster The *Leader Lab* is a high speed leadership intensive equipping managers with the Swiss Army Knife of skills that help you handle the toughest situations that come your way Through painstaking research and training over 200 000 managers authors Tania Luna and LeeAnn Renninger PhD co CEOs of LifeLab Learning identified the most important skills that distinguish great managers from average Most importantly they ve discovered how to help people rapidly develop

these core skills The result You quickly achieve extraordinary team performance and a culture of engagement fulfillment and belonging Too often folks are promoted without any training for the countless crucial responsibilities of the modern manager being part coach part player part therapist part role model The Leader Lab serves as your definitive guide to what it means to be a great manager today and how to become a great leader faster This book is based on LifeLabs Learning's wildly successful workshop series It combines research tools and the playful fluff free style that's made LifeLabs the go to professional development resource for over 1 000 innovative companies around the world You'll learn how to Quickly improve performance and engagement Handle tough conversations with confidence Identify and resolve the underlying issues holding your team back Create a culture of inclusion Spark innovation Reduce stress and burnout Finetune your coaching productivity feedback one on one strategic thinking meeting facilitation people development and leading change skills Learn the same high leverage skills that new managers at the world's most innovative organizations are using to create impactful change in business and in life This interactive accessible and brain friendly resource will help you and your team ramp up and reach the tipping point of managerial greatness fast

**Measuring Marketing and Brand Communications Performance** Elenica Pjero, Demetris Vrontis, Alkis Thrassou, 2020-02-18 Under the contemporary business conditions of hyper competition incessant change and pressure for growth and profitability better management of marketing budgets has become an imperative for companies In addition properly monitoring and measuring marketing and brand communication strategies and tactics has become a critical factor for success across the geographic and typological organisational spectrum This book explores how appropriately applied management initiatives on marketing and brand communications through defined and measured consumer centred processes can be more successful and provide significant marketing return on investment ROI Moreover the notions methods and approaches described here ultimately constitute the tools of developing measuring and improving strategy design and implementation In addition they are linked to a number of wider business goals such as increased customer basis stronger customer relationships cost control increased consumer loyalty and brand building In this vein the book proposes various means of generating greater returns from marketing and brand investments maximising both their efficiency and effectiveness This in turn allows for greater financial resources to be reinvested towards consumer and employee satisfaction strengthening the stability and viability of the company

**Arguing for a General Framework for Mass Media Scholarship** W. James Potter, 2008-12-11 Arguing for a General Framework for Mass Media Scholarship challenges scholars and students to consider and reconsider what we know about media and how we think about media As such the book provides an important framework for thinking about knowledge regardless of the discipline The text provides all of the necessary tools to move the field forward in a way that will increase the rigor of the work being done and augment the overall profile of the discipline Dana Mastro University of Arizona In this groundbreaking book W James Potter presents an innovative perspective to media scholars and students who are frustrated with the fragmentation of research



findings across so many journals books and fields Arguing for a General Framework for Mass Media Scholarship presents a clear plan for a more efficient way to build knowledge about the mass media so that it can be better organized and made more useful Key Features Conducts an in depth analysis of mass media scholarship s four major facets of effects content audiences and organizations Presents a significant shift in conceptualizing media effects and ways research can be conducted to generate more useful knowledge about media influence Develops narrative line as a tool to guide analyses about how content decisions are made by producers Synthesizes a system of explanation about why audiences attend to certain messages and how individuals construct meaning from those messages Incorporates an analysis of mass media organizations to provide greater context of understanding messages and their effects on individuals and macro units in society The book will play an important role in providing structure to a broad fragmented discipline I believe it will at the very least create important dialogues about what we now know understand about areas of mass media and where we should move as a discipline This book is clearly a call to arms for mass media scholars to ratchet up the quality of research and what we know to see the interconnections within and among strands of scholarship and to move forward in a more efficient organized manner Professor Potter should be commended for this Roger Cooper Ohio University This book is that call to action that comes forward every few years to wake us up and challenge our ways of doing things not by being radical but via synthesis I ve been waiting for several years for a book like this Sahara Byrne Cornell University

**The Ultimate Secrets of Advertising** John Philip Jones,2002 Represents the first attempt to demonstrate with the use of a substantial database the full panoply of advertising s effect on consumer purchasing of a brand John Philip Jones provides inside information about how advertising works if it works and how much of it works In addition he explains how to present determine measure and analyze the medium and long term effects of advertising COVER

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