1. Record Nr. UNINA9910348216203321 Autore Hera Teresa de la Titolo Digital Gaming and the Advertising Landscape / Teresa de la Hera Pubbl/distr/stampa Baltimore, Maryland:,: Project Muse,, 2020 ©2020 **ISBN** 90-485-3867-X Descrizione fisica 1 online resource (208 pages): color illustrations Collana Games and play Disciplina 338.4/77948 Soggetti Video games - Economic aspects Video games industry Video games - Marketing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Frontmatter -- Contents -- Acknowledgments -- Preface -- 1. Digital Games and the Advertising Landscape: An Introduction -- 2. Advergames: A Definition -- 3. Advergames: History -- 4. Advergames: Effectiveness -- 5. The Procedural School: A Critical Analysis -- 6. Persuasion through Digital Games: A Theoretical Model -- 7. Persuasive Strategies for Advergames -- 8. A Case Study: Tem de Tank --Conclusions -- About the Author -- Index The evolution of the game industry and changes in the advertising Sommario/riassunto landscape in recent years have led to a keen interest of marketers in using digital games for advertising purposes. However, despite the increasing interest in this marketing strategy, the potential of digital games as a medium to convey advertising messages remains unexploited. *Digital Gaming and the Advertising Landscape* explores the different ways advertising messages can be embedded within digital games. An interdisciplinary approach is used to help explain how persuasive communication works within digital games. It does so by forging new links within the area of game studies where the emphasis of this book clearly lies, while also taking up new subjects such as design theories and their relation to games as well as how this

relationship may be used in a practical context.