Record Nr. UNINA9910780221803321 The psychology of entertainment media: blurring the lines between **Titolo** entertainment and persuasion / / edited by L.J. Shrum Pubbl/distr/stampa Mahwah, N.J.:,: Lawrence Erlbaum,, 2004 **ISBN** 1410609367 1-135-62204-3 1-283-65650-7 1-282-37480-X 9786612374807 1-4106-0936-7 Descrizione fisica 1 online resource (363 p.) Collana Advertising and consumer psychology Altri autori (Persone) ShrumL. J Disciplina 659.1/01/9 Soggetti Subliminal advertising Advertising - Psychological aspects Mass media - Psychological aspects Persuasion (Psychology) Manipulative behavior Lingua di pubblicazione Inglese **Formato** Materiale a stampa Monografia Livello bibliografico Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Front Cover; The Psychology of Entertainment Media; Copyright Page; Contents; About the Authors; Preface; 1. What's So Special About Entertainment Media and Why Do We Need a Psychology for It?: An Introduction to the Psychology of Entertainment Media: L. J. Shrum: Part I: Embedding Promotions Within Programs: Subliminal Embeds and ProductPlacements; 2. Beyond Gizmo Subliminality: Matthew Hugh Erdelyi and Diane M. Zizak; 3. Product Placement: The Nature of the Practice and Potential Avenues of Inquiry: John A. McCarty 4. Product Placements: How to Measure Their Impact: Sharmistha Law and Kathryn A. Braun-LaTour5. Mental Models for Brand Placement: Moonhee Yang, Beverly Roskos-Ewoldsen, and David R.Roskos-Ewoldsen; 6. Embedding Brands Within Media Content: The Impact of Message, Media, and Consumer Characteristics on Placement Efficacy:

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Sommario/riassunto

The Psychology of Entertainment Media provides a cutting-edge look at how entertainment media affects its viewers, both in intended and unintended ways, and the psychological processes that underlie these effects. The collection represents an international, multidisciplinary investigation of an age-old process--persuasion--in a relatively new guise, which includes product placements, brand films, television programs, and sponsorships. The collection covers three broad areas: the potential effects of embedding promotions within entertainment media content;