1.	Record Nr.	UNINA9910783579403321
	Titolo	Diversity in advertising : broadening the scope of research directions / / edited by Jerome D. Williams, Wei-Na Lee, Curtis P. Haugtvedt
	Pubbl/distr/stampa	Mahwah, N.J. : , : Lawrence Erlbaum, , 2004
	ISBN	1-135-61755-4 1-138-88289-5 1-306-48253-4 1-135-61756-2
	Descrizione fisica	1 online resource (924 p.)
	Collana	Advertising and consumer psychology
	Altri autori (Persone)	HaugtvedtCurtis P. <1958-> LeeWei-Na <1957-> WilliamsJerome D. <1947->
	Disciplina	659.1/08
	Soggetti	Advertising - Psychological aspects Communication in marketing Consumers - Attitudes
	Lingua di pubblicazione	Inglese
	Formato	Materiale a stampa
	Fulfialu	Materiale a Starripa
	Livello bibliografico	Monografia
	Livello bibliografico	Monografia

	Language in Multicultural Advertising: Words and Cognitive Structure 10 Ethnic Influences on Communication Patterns: Word of Mouth and Traditional and Nontraditional Media Usage11 Discovering Brand Equity Through Psycholinguistic Methods; IV. The Influencing Role of Social and Information Contexts in Diversity in Advertising; 12 Consumer Distinctiveness and Advertising Persuasion; 13 Diversity in Advertising: The Influence of Contextual Conditioning Effects on Attitudes; V. The Influencing Role of Source Effects in Diversity in Advertising; 14 Style or Substance? Viewers' Reactions to Spokesperson's Race in Advertising 15 Moving Beyond Race: The Role of Ethnic Identity in Evaluating Celebrity Endorsers16 Michael Jordan Who? The Impact of Other-Race Contact in Celebrity Endorser Recognition; VI. Broadening the Concept of Diversity: Going Beyond Black and White; 17 Diversity: Population Versus Market; 18 It Must Be the Cues: Racial Differences in Adolescents' Responses to Culturally Embedded Ads; 19 The Case for Separation of Asian American Ethnic Groups as We Consider Our Target-Market Strategies; 20 Mainstream Marketers Advertise to Gays and Lesbians: Strategic Issues and Research Agenda 21 Targeting Consumer Segments Based on Sexual Orientation: Can Advertisers Swing Both Ways?22 Health Promotion and Interactive Technology: Do Gender Differences Matter in Message Design?; 23 The Presence of Religious Symbols and Values in Advertising; 24 Ethics, Machiavellianism, and Social Values: Implications for Advertising; Author Index; Subject Index
Sommario/riassunto	This volume grew out of the annual Advertising and Consumer Psychology conference sponsored by the Society for Consumer Psychology. Representing a collection of research from academics in the fields of social psychology, advertising, and marketing, the chapters all focus on discussing existing and needed research to face the challenges of diversity in the next millennium. The contributors are researchers who have pushed the envelope in understanding diversity in advertising, rather than merely relying on theoretical frameworks developed decades ago when the demographics of the population were