Record Nr. UNINA9910792362003321 Autore Miles Christopher <1967-, > Titolo Interactive marketing: revolution or rhetoric? // Christopher Miles Pubbl/distr/stampa New York:,: Routledge,, 2010 **ISBN** 1-136-97394-X 1-136-97395-8 1-282-58649-1 9786612586491 0-203-85207-9 Descrizione fisica 1 online resource (256 p.) Collana Routledge interpretive marketing research;; 12 Disciplina 658.8/7 Soggetti Interactive marketing Direct marketing Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Book Cover; Title; Copyright; Contents; Figures; About the Author; Introduction; 1 The Rhetoric of Interactivity; 2 The Interactivity Crisis and Marketing Discourse; 3 A Radical Constructivist's Marketing Construction: 4 The Rendition of the Consumer's Voice: 5 Customer Communities and the Grammar of Control; 6 The Autism of Relationship Marketing; 7 A Recursive, Invitational Model of Marketing Interactivity; Notes; Bibliography; Index Sommario/riassunto This book critically examines the rhetoric surrounding current trends in the adoption of tropes of interactivity in marketing communication. Concepts such as viral advertising, customer-generated content, brand communities and the whole panoply of Web 2.0-mediated marketing technologies all have their foundations in an overt positioning of interactivity as the savior of effective marketing communication. Yet, what exactly is meant by interactivity in these contexts and how far does it represent a revolution in the methodologies of marketing? Anchoring his analysis in a critique of the assum