1. Record Nr. UNINA9910821887803321 Preston Ivan L. <1931-> Autore Titolo The great American blow-up [[electronic resource]]: puffery in advertising and selling / / Ivan L. Preston Madison, Wis., : University of Wisconsin Press, c1996 Pubbl/distr/stampa **ISBN** 1-282-78819-1 9786612788192 0-299-15253-7 Edizione [Rev. ed.] Descrizione fisica 1 online resource (252 p.) 659.1 Disciplina Advertising - United States Soggetti Selling Advertising laws - United States Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Bibliographic Level Mode of Issuance: Monograph Note generali Includes bibliographical references (p. 197-227) and index. Nota di bibliografia Nota di contenuto Intro -- Contents -- Preface -- 1. I'm the Greatest, Yes Sirree, That's All You'll Ever Hear from Me! -- 2. Falsity without Deception: As Possible As the Law Says, but Not As Probable -- 3. Puffery: Used Because It Works, Legalized Because It Doesn't -- 4. The Roots of Sellerism -- 5. Warranty: How Much Promise Do You Find in a Promise? -- 6. Misrepresentation: How Much Lying Do You Find in a Falsehood? -- 7. Opinion and Value Statements and Puffery: Avoiding Fact and Keeping Sellerism Alive -- 8. The Federal Trade Commission: Accelerating the Consumerist Trend -- 9. Reasonable Consumers or Other Consumers? How the FTC Decides -- 10. The FTC and Puffery: Some Wins and Some Losses in the Fight for Consumerism -- 11. Additional Kinds of Puffery, Beginning with Obvious Falsity -- 12. Puffing with Social and Psychological Claims -- 13. Puffing with Literally Misdescriptive Names -- 14. Puffing with Mock-Ups -- 15.

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