



An Advertiser's Guide to Better Radio Advertising: Tune In to the Power of the Brand Conversation Medium

Andrew Ingram, Mark Barber

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There has recently been dramatic growth in the medium of radio. However, advertisers and agencies too often still use radio for its basic tactical abilities, leaving the emotional power of the medium untapped. This book is a practical guide to understanding and exploiting the true power of radio as the 'brand conversation medium'. Combining theory, listener understanding and practical advice, the authors explore the scale and effectiveness of radio advertising, how the medium communicates, its role in emerging brand thinking, and best practice for creating better radio advertising. Overviews, summaries, quotations and checklists are featured throughout, as well as case studies from companies in all sectors including Sainsbury's, British Airways, Carphone Warehouse, BT and the British Government.

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