

Advanced Media Planning 1st Edition

Jack Sissors, Roger Baron



Advanced Media Planning 1st Edition:

Advanced Media Planning John R. Rossiter, Peter J. Danaher, 1998-07-31 Provides an advanced approach to media planning as well as coverage of the basics in the discipline The authors argue that current media planning is too conventional and that reach and frequency must be understood in more complex terms They introduce using reach patterns in making the reach decision and factoring in effective frequency when making the frequency decision They also cover carryover media selection and implementing and optimizing the media schedule The included disk contains media planning software designed by Peter Danaher Annotation copyrighted by Book News Inc Portland OR *Advanced Media Planning* John R. Rossiter, Peter J. Danaher, 2011-06-27 Media planning consists of formulating a media strategy to deliver the creative so as to best meet the brand s advertising objectives and then implementing that strategy in an accurate and cost effective manner Given that approximately ninety percent of advertising dollars are spent in media a sound understanding of media planning is essential for the researcher and professional media planner alike Although this book provides a novel and advanced approach to media planning the basics are covered as well making the book suitable for trainees The authors argue that current media planning is still too conventional that while reach and frequency are not incorrect they are certainly too simplistic for modern media planning This book introduces the advanced concept of using reach patterns in making the reach decision and develops the method of factoring in effective frequency when making the frequency decision Reach patterns are an entirely new concept Effective frequency while not new needs proper definition and an operational formula for its calculation both of which are provided here Other new concepts are introduced and shown to be necessary for choosing an appropriate media strategy The media planning software Media Mania designed by Peter Danaher can be downloaded using the following link <http://www.mbs.edu> Media Mania Software *Book Review Index*, 2003 Vols 8 10 of the 1965 1984 master cumulation constitute a title index [Advertising Media Planning, Sixth Edition](#) Jack Sissors, Roger Baron, 2002-06-24 The bible of media planning for more than 25 years Advertising Media Planning gives you the proven essentials of planning purchasing and evaluating the effectiveness of advertising Discussions of media planning as the noncreative side of advertising miss the boat entirely A successful media plan requires creative decisions on media time frames dollar distribution and more In addition to having in depth knowledge of available media resources the best media planners must also be strategic experts in marketing advertising research and finance Through five previous editions Advertising Media Planning has proven to be essential to the success of both practicing and aspiring media planners Now in its sixth edition it continues to provide valuable insight and comprehensive coverage of media plan construction reach and continuity measurement and more along with timely updates that include The latest in academic research and professional best practices An all new hypothetical media plan providing a top down perspective on real world media planning Illustrative examples of the Internet and other new media integrated throughout the text Advertising Media Planning explains the complexities of planning in a fast moving noncomplex style As

we enter the new century of transformed advertising techniques and marketing challenges this all inclusive yet highly readable reference an artful blend of long standing fundamentals and the latest tools and approaches remains the one must have resource for anyone interested in creative results based media planning and buying

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