



Advertising Theory (Routledge Communication Series)

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Advertising Theory provides detailed and current explorations of key theories in the advertising discipline. The volume gives a working knowledge of the primary theoretical approaches of advertising, offering a comprehensive synthesis of the vast literature in the area. Editors Shelly Rodgers and Esther Thorson have developed this volume as a forum in which to compare, contrast, and evaluate advertising theories in a comprehensive and structured presentation. Chapters provide concrete examples, case studies, and readings written by leading advertising scholars and educators.

Utilizing McGuire's persuasion matrix as the structural model for each chapter, the text offers a wider lens through which to view the phenomenon of advertising as it operates within various environments. Within each area of advertising theory – and across advertising contexts – both traditional and non-traditional approaches are addressed, including electronic word-of-mouth advertising, user-generated advertising, and social media advertising contexts.

As a benchmark for the current state of advertising theory, this text will facilitate a deeper understanding for advertising students, and will be required reading for advertising theory coursework.

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