



Brand Messaging and Communications

Professor Barbara Kahn
Patty and Jay H. Baker Professor
Professor of Marketing
The Wharton School



Pod 2

- Elements of a Brand:
- Choosing a brand name



Brand Elements

- A variety of brand elements can be chosen that inherently enhance brand awareness or facilitate the formation of strong, favorable, and unique brand associations:

- ☐ Brand Name

- ☐ Logo

- ☐ Symbol

- ☐ Character

- ☐ Packaging

- ☐ Slogan



Questions re: Brand Elements

- How well do the brand elements work together to provide an identity for the product or service?
- What would customers think about the product if they only saw the brand elements?



Brand Element Choice Criteria

- Memorable
 - Easily recognized
 - Easily recalled
- Meaningful
 - Descriptive
 - Persuasive
- Appealing
 - Fun and interesting
 - Rich visual and verbal imagery
 - Aesthetically
- Protectable
 - Legally
 - Competitively
- Adaptable
 - Flexible
 - Updateable
- Transferable
 - Within and across product categories
 - Across geographical boundaries and cultures



Brand Element Choice

- Each brand element plays a different role in creating the overall perception
 - Different strengths and weaknesses
- Brand elements should be used strategically to achieve a balance and impact
- Need consistency and integration