# Marketing Essentials Chapter 19

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A B; promotional advertising: advertising that is designed to increase sales: institutional advertising: attempts to create a favorable impression & goodwill for a business or organization

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\ Marketing Essentials Chapter 19 Vocab. Marketing Essentials Chapter 19 Vocab. advertising. a form of non-personal promotion in which companies pay to promote ideas, goods, or services in a variety of media outlets. promotional advertising, advertising designed to increase sales.

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# **CHAPTER 19 Advertising - South Lake Marketing 2**

Paid form of non personal communication about an organization or its products that is transmitted to a target audience through a mass/broadcast medium. Institutional Advertising promotes organizations, images, ideas or political issues. IE Beer company sponsors responsible drinking to promote the ...

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