

16 New and improved!

VOCABULARY Advertising: nouns and verbs

1 Match the words and phrases to the definitions.

- | | |
|--------------------|-------|
| 1 commercial break | |
| 2 sample | |
| 3 on offer | |
| 4 consumer | |
| 5 launch | |
| 6 sponsor | |
| 7 logo | |
| 8 aimed at | |
- a a person who buys something for their own use
 b the time on TV or radio used for advertising
 c support a person/organisation financially as a way of advertising
 d a small amount of something that shows you what it's like
 e on sale at a cheaper price than usual
 f intended to influence or affect a particular person or group
 g a design or symbol used by a company to advertise its products
 h make available for the first time

2 Choose the correct answer.

- A local company has just decided to *sponsor* / *launch* our band.
- That car manufacturer apparently spent \$1million on their new *consumer* / *logo*.
- I refuse to buy anything that is really *on offer* / *aimed at* children.
- The best thing about some TV programmes is the *logos* / *commercial breaks*.
- There were people in the shopping centre giving out *logos* / *samples* of a new breakfast cereal.
- The new edition of Minecraft was *launched* / *sponsored* yesterday.

3 Complete the sentences with words and phrases from exercise 1.

- We need to design a new for our clothing company.
- Did you receive a of our new product in the post this week?
- I don't usually buy biscuits, but they were at the supermarket today.
- These food price increases will affect all
- I'm trying to find a new for the children's football team.
- The company is its new product at the end of the month. It's the teenage market.

4 Answer the questions about yourself.

- What is your favourite brand of clothing?
.....
- What do you do during commercial breaks?
.....
- Who sponsors your favourite football team?
.....
- When did you last buy something that was on offer?
.....
- What was it?
.....
- What is your favourite logo?
.....

READING

1 Have you ever thought about a career in advertising? Write five words describing what you think it would be like.



2 Can you think of any myths about advertising? What are they?

myth (n): an idea that is not true but is believed by many people

3 Read the article on page 65. Does it mention any myths you thought of? Does the author have a positive or negative view of the advertising industry?

4 Label each section in the article with the correct heading.

- You'll make a fortune!
- Advertising is the same as marketing.
- It's a really exciting career.
- Advertising is morally wrong.
- Anyone can learn to sell.