

Part 6

3/3

100%

Match the statements on the left with the responses on the right. Click to make a match.

20 Those weight loss ads that use images of happy skinny people to appeal to customer's feelings are terrible

21 Did you see that ad for the new clothing company claiming that buying their clothes will help you show your love for your country?

22 I really can't stand being told that I'll be cool and like everyone else if I buy something

23 I prefer ads that tell me about the superiority of a product with statistics

24 I can't believe that company got such famous people to endorse their products

25 Those watch ads are so glamorous, with people on yachts and at parties in evening gowns and tuxedos

26 After watching that commercial, I'm afraid that I'll be ugly if I don't buy their skin cream

Well, companies like to convince people to jump on the bandwagon

They really manipulate people's emotions

It completely plays on people's patriotism

Yeah, I like being provided facts and figures, too

Their strategy is totally to play on people's hidden fears

I know. They're really using snob appeal to sell their products

I don't believe it. They probably paid a lot for those testimonials



Summit Unit 7 Answers

S. B. Marsh, J. Soulsby



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