Advertisement Rhetoric Analysis

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Inputting together an advertising campaign for a particular product or service, advertisers are typically only focused on how that advertisement can work to better promote their product or service over their competition. Most often, they are so focused on how to sell their product that they forget to pause and consider how their latest scheme might positively or negatively affect society. "Broadly speaking, the media exist in a very close, sympathetic relationship to power and established values. They favor a consensus view of any problem: they reflect overwhelmingly middle-class attitudes and experience" (Hall, 1974).

Subtle clues within the action or image can indicate how people react to specific behaviors that may be receiving a new definition thanks to the advertisements created. These types of advertisements frequently play on the side of dark humor, serving to entertain and retrain social standards at the same time. Occasionally, the effect a particular advertisement might have on the public is the primary focus of the ad with the product a perceived secondary reference.

In other cases, the focus remains on the product or service itself with the social message a secondary effect. To examine how rhetoric is used in advertising, two ads promoting weight loss are examined, one intended for an audience looking to lose weight the fast and effortless way from the Northern Bariatric Surgery Institute and the other intended to encourage people to eat healthier from the World Heart Foundation.

Both of these ads are focused upon weight issues and rely upon images to impart their message. "Inductive reasoning takes a specific representative case or facts and then draws generalizations or conclusions from them. Inductive reasoning must be based on a sufficient amount of reliable evidence, in other words, the facts you draw on must fairly represent the larger situation or population" (Weida, 2007).

The bulk of the message in both of these advertisements is contained in the image, striving to elicit emotional responses from their viewers. According to Weida (2007), emotional appeals are usually made to "paint a more legitimate and moving picture of reality or illuminate the truth." While most associate these appeals with specific words,

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