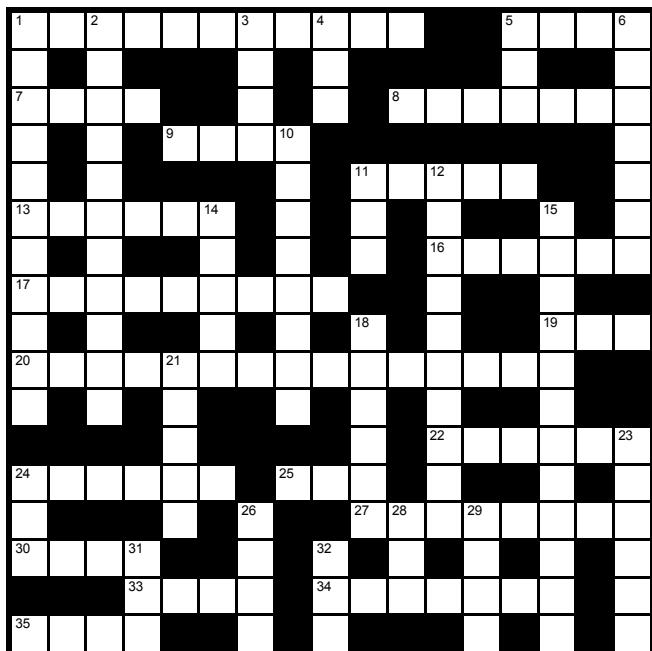


2004-06-26_Advertising_Marketing_Media_17x17

B.B. Huria

Across

- 1 That's what 'I' in 'AIDA' stands for. (11)
- 5 Highly excited. (4)
- 7 Commercially inactive phase. (4)
- 8 An advertisement's headline. (7)
- 9 That's what 'C' in CoD stands for. (4)
- 11 A number of similar establishments (stores or restaurants or banks or hotels or theatres) under one ownership. (5)
- 13 Strikingly strange or unusual. (6)
- 16 Transition from one scene to another, in a commercial or program. (6)
- 17 A demanding or stimulating situation. (9)
- 19 Pictures. (3)
- 20 An ad inserted in a magazine, folded with an accordian-style fold. (9,6)
- 22 Movies with a soundtrack of a foreign language. (6)
- 24 Bring up a topic (usually an awkward one) for discussion. (6)
- 25 A charge for services rendered. (3)
- 27 Consumer _____ - Consumer goods that are not destroyed or consumed by use. (8)
- 30 What you are reading now is the _____ to the answer. (4)
- 33 Malicious satisfaction or joy. (4)
- 34 Use or manipulate to one's advantage. (7)



- 35 Demonstration. (4)

Down

- 1 A television commercial presented in the form of a short documentary. (11)
- 2 Extravagant beyond standards of propriety. (11)
- 3 Resources and tools for accomplishing a mission. (4)
- 4 Append one's signature to. (3)
- 5 Mentally quick and resourceful. (3)
- 6 Possessing the value or quality as claimed. (7)
- 10 A 3-D photograph or illustration, created with an optical process that uses lasers. (8)
- 11 A system in which carriers or couriers are instructed to collect payment at the time of delivery. (3)
- 12 Brand _____ - That's what Tendulkar is to Airtel or others for whom he performs in ads. (10)
- 14 Any set of principles and beliefs. (5)
- 15 Ability to change to fit into changed circumstances. (12)
- 18 Favouring one person or side or faction over another. (6)
- 21 The estimated number of individuals in the audience of a broadcast that is reached at least once during a specific period of time. (5)
- 23 That's what 'D' in 'AIDA' stands for. (6)
- 24 Internet commerce involving transactions between business and consumers. (3)
- 26 A particular impression, appearance, effect, or atmosphere sensed from something. (4)
- 28 The unique product benefit that the competition can not claim. (Abbr.) (3)
- 29 Highly excited, eager or interested. (4)
- 31 An inflated feeling of pride in your superiority to others. (3)
- 32 Computer network consisting of a collection of internet sites that offer access to resources through the hypertext transfer protocol. (3)