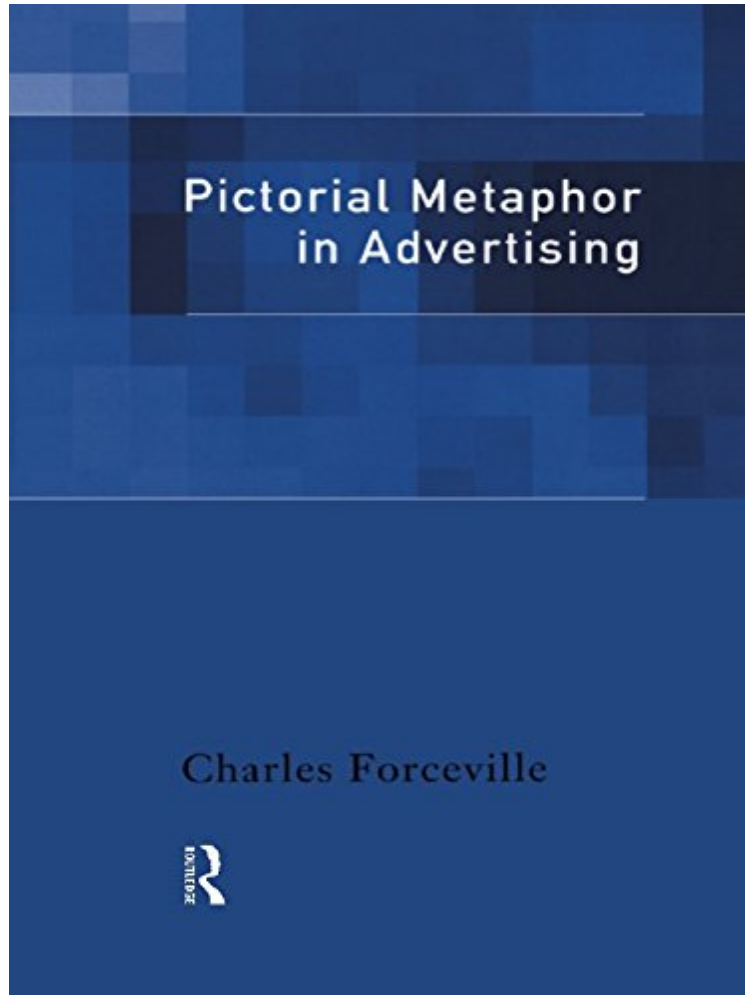


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Pictorial Metaphor in Advertising

Charles Forceville

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Charles Forceville : Pictorial Metaphor in Advertising before purchasing it in order to gauge whether or not it would be worth my time, and all praised Pictorial Metaphor in Advertising:

Over the past few decades, research on metaphor has focused almost exclusively on its verbal and cognitive dimensions. In *Pictorial Metaphor in Advertising*, Charles Forceville argues that metaphor can also occur in pictures and draws on relevant studies from various disciplines to propose a model for the identification, classification, and analysis of 'pictorial metaphors'. By using insights taken from a range of linguistic, artistic and cognitive perspectives for example, interaction and relevance theory, Forceville shows not only how metaphor can occur in pictures, but also provides a framework within which these pictorial metaphors can be analyzed. The theoretical insights are applied to thirty advertisements and billboards of British, French, German and Dutch origin. Apart from substantiating the claim

that it makes sense to talk about 'pictorial metaphors', the detailed analyses of the advertisements suggest how metaphor theory can be employed as a tool in media studies. Context in its various manifestations plays a key role in the analyses. Furthermore, the results of a small-scale experiment shed light on where general agreement about the meaning of a pictorial metaphor can shade over into other more idiosyncratic but equally valid interpretations. The final chapter sketches the ways in which the insights gained can be used for further research.

'Forceville's Pictorial Metaphor in Advertising provides stimulating insights into the ways that metaphors are manipulated pictorially as a means of selling products ... It is precisely this kind of study, in which metaphor is viewed as a phenomenon in everyday life, that is most exciting.' - Journal of Sociolinguistics
About the Author Charles Forceville is Lecturer in English and Comparative Literature at the Free University, Amsterdam.