

# a technique for producing ideas james webb young

**\*\*Unlocking Creativity: A Technique for Producing Ideas by James Webb Young\*\***

**a technique for producing ideas james webb young** is a timeless approach that continues to inspire creatives, marketers, and innovators alike. James Webb Young, a legendary advertising executive, distilled the often mysterious process of idea generation into a simple, practical method that anyone can apply. In a world overwhelmed by information and constant innovation demands, revisiting Young's technique offers refreshing guidance on how to cultivate fresh, actionable ideas effectively.

If you've ever struggled with creative blocks or wondered how some people seem to effortlessly generate great ideas, understanding Young's method can transform your approach. His insights shed light on the mental steps behind creativity, making the process less daunting and more manageable.

## The Origins of James Webb Young's Technique for Producing Ideas

James Webb Young was a pioneer in the advertising industry, credited with shaping some of the most iconic campaigns of the early 20th century. His experience taught him that creativity isn't just a mysterious spark but a skill that can be developed. In his influential book, *\*A Technique for Producing Ideas\**, Young breaks down creativity into five clear stages, emphasizing that great ideas emerge from a disciplined mental routine rather than random inspiration.

Young's technique was revolutionary because it demystified creativity, encouraging professionals and students alike to approach idea generation systematically. His insights remain relevant today, especially in fields where fresh thinking drives progress, such as marketing, product development, writing, and entrepreneurship.

## Understanding the Five-Step Process of Idea Generation

At the core of James Webb Young's philosophy is a five-step process that guides the mind from initial problem awareness to the birth of a new idea. Let's explore these steps in detail:

# **1. Gather Raw Material**

Before creativity can flourish, you need to immerse yourself in relevant information. This involves collecting data, facts, observations, and experiences related to the problem or challenge at hand. Young emphasized the importance of broad knowledge, encouraging you to draw from diverse sources—including unrelated fields—to enrich your mental “raw material.”

For example, if you’re tasked with creating a new advertising campaign, gather insights about the product, target audience, market trends, and even cultural phenomena. This accumulation of information lays the groundwork for later synthesis.

# **2. Digest the Material**

Simply collecting information isn’t enough. You must actively engage with it, analyze it, and think deeply about how different pieces relate to one another. This means breaking down the gathered material, identifying patterns, and internalizing the core challenges.

This phase often involves intensive mental work—asking questions, brainstorming, and reflecting. It’s where the subconscious mind starts processing connections that might not be immediately obvious.

# **3. Incubate the Idea**

One of the most intriguing parts of Young’s technique is the incubation stage. After saturating your mind with information and wrestling with the problem, you step away and let your subconscious take over. This might mean taking a walk, sleeping on it, or engaging in unrelated activities.

During incubation, your brain continues to process information quietly in the background. Many creative breakthroughs happen during this downtime, without deliberate effort. This stage highlights the importance of patience and trust in your mental processes.

# **4. The Idea Emerges**

Following incubation, the idea suddenly “pops” into consciousness—often unexpectedly. This moment of insight or “Eureka!” feeling is when disparate bits of information combine into a unique solution.

Young stressed that this flash of inspiration is the result of prior hard work and preparation, not just luck. The emergence of the idea is exciting but should be seen as one part of the creative journey.

## 5. Shape and Develop the Idea

An idea on its own isn't always ready for implementation. The final step involves refining, testing, and adapting the idea to make it practical and effective. This might include outlining steps, seeking feedback, or experimenting with variations.

This stage is crucial because it transforms raw creativity into tangible results, whether that's a marketing plan, product concept, or artistic piece.

## Why James Webb Young's Technique Still Matters Today

In an era dominated by rapid digital innovation and constant information overload, Young's technique offers a calming structure amid chaos. Here's why it remains highly relevant:

- **Structured Creativity:** By breaking down the creative process, it helps overcome intimidation and procrastination often linked to "waiting for inspiration."
- **Encourages Diverse Input:** The emphasis on gathering wide-ranging information promotes cross-disciplinary thinking, a key driver of innovation.
- **Recognizes the Power of the Subconscious:** The incubation phase validates stepping away from problems, which modern neuroscience supports as vital for creative insight.
- **Applicable Across Fields:** Whether you're in advertising, design, entrepreneurship, or writing, the method adapts to any creative challenge.

## Practical Tips to Apply the Technique for Producing Ideas by James Webb Young

While the five-step process is straightforward, implementing it effectively requires some mindful habits. Here are practical ways to make the most of this technique:

### Be Intentional About Information Gathering

Don't just skim headlines or random facts. Dive deep into your subject, but also explore tangential topics. For example, a product designer might read about psychology, fashion, and technology to spark unique inspirations.

## **Create Dedicated Reflection Time**

Set aside moments to thoughtfully digest and mull over your research. Journaling can be especially useful here, capturing your evolving thoughts and questions.

## **Respect the Incubation Period**

Avoid the urge to force solutions immediately. Trust the process by taking breaks or switching tasks. You might find that your best ideas surface during a casual walk or even during sleep.

## **Capture Ideas When They Appear**

Insight can strike at unexpected times. Keep a notebook or digital recorder handy to jot down ideas as they come, so you don't lose them.

## **Collaborate and Refine**

Share your emerging ideas with trusted peers for feedback. Sometimes external perspectives help refine and strengthen your concepts.

## **Integrating James Webb Young's Concept into Modern Creativity Tools**

Today's digital landscape offers numerous tools that complement Young's technique. Mind mapping apps, note-taking platforms, and project management software can help organize the raw material and track the evolution of ideas. Meanwhile, meditation and mindfulness apps can enhance the incubation phase by promoting mental clarity.

Additionally, many creative professionals use structured brainstorming sessions combined with Young's method to ensure both quantity and quality of ideas. For instance, after gathering and digesting information, a team might use collaborative platforms to incubate thoughts asynchronously before reconvening to refine concepts.

## **Changing Your Mindset About Creativity**

One of the most profound lessons from James Webb Young's technique is that creativity isn't magic reserved for "gifted" individuals. It's a skill nurtured through deliberate practice and patience. This mindset shift reduces the pressure to produce instant

brilliance and instead focuses on steady progress through a reliable process.

By embracing this approach, you can transform how you tackle challenges—seeing them as opportunities to explore, reflect, and innovate rather than obstacles to overcome.

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James Webb Young's technique for producing ideas remains a remarkable blueprint for anyone looking to boost their creative output. By following his structured five-step process—gathering, digesting, incubating, illuminating, and developing—you invite fresh ideas to flourish in a natural, manageable way. Whether you're a marketer crafting campaigns, an entrepreneur launching products, or simply someone eager to think more creatively, Young's method offers a timeless roadmap to spark inspiration and bring ideas to life.

## **Frequently Asked Questions**

### **Who is James Webb Young and what is he known for?**

James Webb Young was an advertising executive and author, best known for his influential book 'A Technique for Producing Ideas,' which outlines a systematic approach to creative thinking and idea generation.

### **What is the main concept of 'A Technique for Producing Ideas' by James Webb Young?**

The main concept is a five-step process for generating ideas: 1) Gather raw materials (information), 2) Digest the materials, 3) Incubate the idea subconsciously, 4) The idea emerges, 5) Develop and refine the idea.

### **How does James Webb Young's technique help in creative problem-solving?**

Young's technique encourages structured thinking by breaking down idea generation into manageable stages, allowing the mind to process information consciously and subconsciously, which leads to innovative and well-developed solutions.

### **Can James Webb Young's 'A Technique for Producing Ideas' be applied outside of advertising?**

Yes, the principles outlined by Young are universal and can be applied in various fields such as business, education, writing, and any creative endeavor where generating new ideas is essential.

# What role does incubation play in James Webb Young's idea production technique?

Incubation is the phase where the subconscious mind works on the gathered information without active focus, often leading to sudden insights or the emergence of new ideas after a period of rest or distraction.

## Additional Resources

**\*\*Unlocking Creativity: A Technique for Producing Ideas by James Webb Young\*\***

**a technique for producing ideas james webb young** remains a cornerstone concept in the fields of advertising, marketing, and creative problem-solving. Originating from one of the most influential figures in advertising history, James Webb Young, this method offers a structured yet flexible approach to idea generation. Despite being conceptualized decades ago, Young's technique continues to influence how professionals across industries cultivate creativity and develop innovative solutions.

James Webb Young's approach is particularly notable for its simplicity and effectiveness, making it a valuable tool for both individuals and teams facing the challenge of producing fresh ideas. This article delves into the core principles of Young's technique, explores its relevance in modern creative processes, and highlights why it remains a trusted method among marketers, advertisers, and creative professionals.

## Understanding James Webb Young's Technique for Producing Ideas

James Webb Young, an advertising pioneer and former chairman of the J. Walter Thompson Company, introduced his technique in his seminal work, *\*A Technique for Producing Ideas\**, published in 1940. The technique outlines a five-step process designed to stimulate creativity and help individuals move from problem identification to idea generation in a clear, methodical way.

At its essence, the technique acknowledges that ideas do not simply appear out of thin air. Rather, they develop through a series of cognitive stages that involve gathering information, incubation, and synthesis. This approach demystifies creativity and makes it accessible to anyone willing to engage with the process.

## The Five-Step Process Explained

Young's technique can be summarized into five distinct stages:

1. **Gather Raw Material:** Collecting as much information as possible related to the

problem or project. This includes studying the subject, related fields, and any pertinent facts and data.

2. **Digest the Material:** Thoroughly analyzing and thinking about the collected information to understand it deeply. This is an active mental process where connections begin to form.
3. **Incubation:** Stepping away from conscious thought about the problem to allow the subconscious mind to work. This stage is critical for creative insights to emerge.
4. **Illumination:** The “Aha!” moment when an idea or solution suddenly becomes clear, often unexpectedly.
5. **Verification:** Testing and refining the idea to assess its practicality and effectiveness.

By following these steps, Young provided a replicable framework that breaks down the creative process into manageable phases, helping to reduce the frustration often associated with brainstorming.

## The Relevance of Young’s Technique in Contemporary Creative Workflows

In today’s fast-paced, innovation-driven environments, the need for reliable methods to generate ideas has intensified. While digital tools and collaborative platforms have transformed creativity, the fundamental human cognitive processes remain the same, which is why a technique for producing ideas James Webb Young developed still holds immense value.

Modern creative professionals often face information overload, making the first step of gathering raw material both easier and more challenging. The abundance of data can overwhelm, but Young’s insistence on thorough research ensures that ideas are grounded in reality and contextually relevant.

Furthermore, the incubation period is frequently overlooked in contemporary work cultures that emphasize constant productivity. Young’s technique highlights the importance of mental rest and subconscious processing, which aligns with current neuroscience research on creativity. Studies show that stepping away from focused work allows the brain to form novel neural connections, reinforcing the value of incubation.

## Comparison with Other Idea Generation Techniques

To appreciate the uniqueness of Young’s technique, it is useful to compare it with other common creative methods:

- **Brainstorming:** Emphasizes quantity of ideas through group sessions but often lacks structure and can be prone to groupthink.
- **Mind Mapping:** Visually organizes ideas around a central theme, promoting free association but sometimes overwhelming with complexity.
- **SCAMPER Technique:** Uses specific prompts (Substitute, Combine, Adapt, Modify, Put to another use, Eliminate, Reverse) to trigger new ideas, focused on manipulation of existing concepts.

Compared to these, Young's method offers a clear cognitive pathway that integrates research, reflection, and subconscious processing. It balances the analytical with the intuitive, making it adaptable for both individual and group creative work.

## Practical Applications and Benefits of Young's Technique

Implementing a technique for producing ideas James Webb Young advocates can yield tangible benefits across various industries:

### In Advertising and Marketing

Given Young's background, it's no surprise that his technique is particularly effective in advertising. Campaign development often requires a deep understanding of consumer behavior, market trends, and brand positioning. By systematically gathering and digesting data before seeking inspiration, marketers can ensure their creative output is not only innovative but also strategically sound.

### In Product Development and Innovation

Product teams can leverage this technique to generate breakthrough ideas during the concept phase. The incubation step is especially relevant when tackling complex challenges, allowing teams to avoid premature conclusions and enabling more original solutions.

### In Academic and Research Contexts

Researchers can apply Young's five-step process to develop hypotheses and experimental designs. The emphasis on thorough information gathering aligns with scientific rigor, while the incubation and illumination stages foster creative insights that can lead to novel

discoveries.

## Key Advantages

- **Structured Creativity:** Provides a clear roadmap for idea generation, reducing uncertainty and creative blocks.
- **Encourages Deep Thinking:** Promotes thorough understanding of the problem before jumping to solutions.
- **Supports Innovation:** Facilitates the emergence of original ideas through subconscious processing.
- **Versatile:** Adaptable to individual or team settings across multiple disciplines.

## Potential Limitations

While powerful, the technique requires patience and discipline, particularly during the incubation phase, which may be challenging in high-pressure environments demanding immediate results. Additionally, without access to quality raw material, the effectiveness of the process can be compromised.

## Integrating James Webb Young's Technique with Modern Tools

The rise of digital innovation has introduced new dimensions to idea production. Tools such as data analytics platforms, collaborative software, and AI-driven insights complement Young's technique by enhancing the initial research phase and supporting iterative refinement.

For example, digital repositories allow quick access to vast amounts of information, accelerating the gathering of raw material. Collaboration tools facilitate shared digestion and incubation, enabling team members to contribute asynchronously, which can enrich the incubation and illumination stages.

Moreover, AI-powered suggestion engines can stimulate illumination by proposing unconventional connections or patterns that might escape human cognition. However, the human element of reflection and judgment remains crucial during the verification step to ensure ideas align with strategic goals.

By combining the timeless cognitive framework of Young's technique with contemporary digital tools, organizations can create a hybrid process that maximizes creativity and

productivity.

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In revisiting James Webb Young's technique for producing ideas, it becomes clear that his structured approach to creativity offers enduring value. By emphasizing the importance of research, reflection, mental incubation, and testing, Young's method demystifies the creative process and provides a dependable strategy to foster innovation. As industries evolve and new challenges arise, this technique continues to serve as a foundational model for anyone seeking to unlock the power of ideas in a disciplined yet imaginative way.

## [A Technique For Producing Ideas James Webb Young](#)

**a technique for producing ideas james webb young:** [A Technique for Producing Ideas James Webb Young](#), 2003-01-21 A McGraw-Hill Advertising Classic A Technique for Producing Ideas reveals a simple, sensible idea-generation methodology that has stood the test of time. First presented to students in 1939, published in 1965, and now reissued for a new generation of advertising professionals and others looking to jump-start their creative juices, this powerful guide details a five-step process for gathering information, stimulating imagination, and recombining old elements into dramatic new ideas.

**a technique for producing ideas james webb young: A Technique for Producing Ideas** James Webb Young, 2018-05-06 This is James Webb Young's seminal text on creative thinking; written with the clarity, knowledge, and experience of a skilled advertising man. A Technique For Producing Ideas is a step-by-step technique for sparking creativity in any field.

**a technique for producing ideas james webb young:** *A Technique for Producing Ideas (thINKing Classics)* James Wood Young, James Webb Young, 2011 THIS BOOK has become essential reading for anyone-whether in marketing, advertising, sales, finance, or the pure artist-who is seriously interested in the creative business of generating good ideas. It is a concise, clear, but above all practical book, and all those willing to put forth the mental energy to read, understand, and-most importantly-implement its instructions will be richly rewarded. I hope you'll find this to be an amazing gem and another appropriate inclusion in the thINKing cata-logue. I've read its words and absorbed its teachings many times and finally had the wisdom to implement its lessons.

**a technique for producing ideas james webb young:** [A Technique for Producing Ideas James Webb Young](#), 2019-02-09 Advertising copywriters, engineers, poets, painters and scientists have all benefited from its text to make creative breakthroughs. Advertising trailblazer William Bernbach wrote, James Webb Young conveys in his little book something more valuable than the most learned and detailed texts on the subject of advertising. Mr. Young is in the tradition of some of our greatest thinkers when he describes the workings of the creative process. Table of contents How it started The formula of experience The Pareto theory Training the mind Combining old elements Ideas are new combinations The Mental digestive process Constantly thinking about it The final stage Some after-thoughts

**a technique for producing ideas james webb young:** *A Technique for Producing Ideas* James Webb Young, 2012-05-09 James Webb Young (1886-1973) was an American advertising executive who was inducted into the American Advertising Federation Hall of Fame. Young received many honors and awards including the Advertising Man of the Year Award.

**a technique for producing ideas james webb young:** *A Technique for Producing Ideas* James Webb Young, 2015-07-31 This concise and powerful book lifts the lid on the creative process and eloquently details the steps needed to create exciting new ideas. Advertising copywriters, engineers,

poets, painters and scientists have all benefited from its text to make creative breakthroughs. Advertising trailblazer William Bernbach wrote, James Webb Young conveys in his little book something more valuable than the most learned and detailed texts on the subject of advertising. Mr. Young is in the tradition of some of our greatest thinkers when he describes the workings of the creative process. Table of contents How it started The formula of experience The Pareto theory Training the mind Combining old elements Ideas are new combinations The Mental digestive process Constantly thinking about it The final stage Some after-thoughts

**a technique for producing ideas james webb young: A Technique for Producing Ideas** James Young, 2016-07-20 James Webb Young was the first-ever chairman of The Advertising Council and he also served as the vice president of the J. Walter Thompson (JWT) Company. Beyond this, he had great influence over the development and evolution of the early days of the ad industry. In 1946, he was named Advertising Man of the Year. He was also recognized for his war-time impact on the ad industry, as he was named as the recipient of the Advertising Awards Gold Medal for Outstanding Achievements of a Lifetime. What the book covers: How It Started Mr. Young reveals what prompted him to create A Technique for Producing Ideas. The Formula of Experience He explains how he came to realize and identify the mind's operative technique for generating ideas as effectively and efficiently as an assembly line. The Pareto Theory Mr. Young discusses Italian sociologist Pareto, best known for his 80/20 theory. Pareto strongly believes there are two kinds of people in this world; the creatives and the squares. The creative types (called speculators by Pareto) are defined by a constant interest in the possibilities of new combinations. The other type, rentiers, are described as conservative, steady, habitual people. Pareto believes that the creatives manipulate the squares. Training The Mind The importance of training your mind in the art of producing ideas, using Method and Principles. Combining Old Elements An idea is nothing more, nor less, than a new combination of old elements. Mr. Young believes this is the most important principle in A Technique for Producing Ideas. He then reveals the second most important principle which allows one to make new combinations of old elements - and that is the ability to see relationships between disparate things. Ideas are New Combinations This chapter introduces you to the Method. The Method or Idea-Producing Technique is made up of 5 steps. Step 1 discusses gathering general and specific raw material. Specific raw material is information that centers on your idea. The product's specs, features, benefits, competition and marketability. General knowledge is important as it gives you more raw material to work with in seeing relationships and making new combinations. The Mental Digestive Process This chapter explores the second step of the technique. This involves mulching and digesting the raw material you have gathered. Young explains you must feel your way through each bit of knowledge. Turning it over and over in your mind, then extracting multiple meanings and significances. Like a jigsaw puzzle, you play with different bits of ideas to see how they fit together. You will need a notebook to transcribe your thoughts and half-ideas, as they come to you. Sleep is the third stage: letting go allows your unconscious mind to deal with it. Constantly Thinking About It The fourth step discusses how new ideas just appear, when you least expect them. Through the entire process of gathering data, mulling over your information, engaging in other activities, your mind will create new ideas without any warning. The Final Stage This final stage is your reality check time. You must test, edit, refine and polish your idea. This is the time to take your new idea and hold it up to the harsh light of reality. Some After Thoughts Mr. Young reveals his own personal experiences with these techniques and re-emphasizes how new knowledge and experience can lead to new ideas and profitable rewards. Why are some people capable of producing great, new ideas on demand? The book closes with examples and testimonials of past readers and how his method has worked for them. You will also receive information on recommended books to further your understanding of the idea-producing process.

**a technique for producing ideas james webb young: A Technique for Producing Ideas** James Young, 2003-02-11 A step-by-step technique for sparking breakthrough creativity in advertising--or any field Since its publication in 1965, A Technique for Producing Ideas has helped thousands of advertising copywriters smash through internal barriers to unleash their creativity.

Professionals from poets and painters to scientists and engineers have also used the techniques in this concise, powerful book to generate exciting ideas on demand, at any time, on any subject. Now let James Webb Young's unique insights help you look inside yourself to find that big, elusive idea--and once and for all lift the veil of mystery from the creative process. James Webb Young is in the tradition of some of our greatest thinkers when he describes the workings of the creative process. The results of many years in advertising have proved to him that the key element in communications success is the production of relevant and dramatic ideas. He not only makes this point vividly for us but shows us the road to that goal. --William Bernbach, Former Chairman and CEO, Doyle Dane Bernbach Inc.

**a technique for producing ideas james webb young: A Technique for Producing Ideas**

James Webb Young, 1949

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James Webb Young, 2019-11-20 A Technique For Producing Ideas: (A Technique For Getting Ideas) This book is a result of an effort made by us towards making a contribution to the preservation and repair of original classic literature. In an attempt to preserve, improve and recreate the original content, we have worked towards: 1. Type-setting & Reformatting: The complete work has been re-designed via professional layout, formatting and type-setting tools to re-create the same edition with rich typography, graphics, high quality images, and table elements, giving our readers the feel of holding a 'fresh and newly' reprinted and/or revised edition, as opposed to other scanned & printed (Optical Character Recognition - OCR) reproductions. 2. Correction of imperfections: As the work was re-created from the scratch, therefore, it was vetted to rectify certain conventional norms with regard to typographical mistakes, hyphenations, punctuations, blurred images, missing content/pages, and/or other related subject matters, upon our consideration. Every attempt was made to rectify the imperfections related to omitted constructs in the original edition via other references. However, a few of such imperfections which could not be rectified due to intentional\unintentional omission of content in the original edition, were inherited and preserved from the original work to maintain the authenticity and construct, relevant to the work. We believe that this work holds historical, cultural and/or intellectual importance in the literary works community, therefore despite the oddities, we accounted the work for print as a part of our continuing effort towards preservation of literary work and our contribution towards the development of the society as a whole, driven by our beliefs. We are grateful to our readers for putting their faith in us and accepting our imperfections with regard to preservation of the historical content. HAPPY READING!

**a technique for producing ideas james webb young: Principles of Advertising** Monle Lee,

Carla Johnson, 2005 The authors present an integrated marketing approach to contemporary advertising. This new edition has been substantially updated to take account of the changes in the advertising industry that have marked the advent of the 21st century.

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Young, 2004-07-01

**a technique for producing ideas james webb young: Inbound Content** Justin Champion,

2018-04-24 Develop and implement an effective content strategy tailored to your business's needs Inbound Content is a step-by-step manual for attracting the right people, turning them into leads, and closing them into customers. Today, everyone knows that content is king. It's how we engage, how we inform, and how we pass the time; content is everywhere, and if you're not leveraging its power to promote your business, you've already been left behind. Having a website and social media is not enough; if you truly want to take advantage of unprecedented levels of connectedness, you have to create content that draws customers in. It's not about blindly expanding reach, it's about reaching out to the right audience. Today's marketplace is no longer about chasing the sale—with the right approach to content, your customers will come to you. Your content must be valuable, relevant, and consistent—but how should it be implemented at the actual content-creation level? This book shows you how to develop a unified strategy, create compelling content tailored to your

needs, and utilize that content to its greatest advantage in order to build your brand. Discover the power of storytelling and generate effective content ideas Plan a long-term content strategy and a content creation framework Create great content, promote it, measure it, and analyze its performance Extend your content's value, become a more effective writer, and develop a growth mentality Effective content is worth its weight in marketing gold. It stands out from the noise, and to the customer, looks like an oasis in a desert of clickbait and paid reviews. Inbound Content shows you how to plan, build, and implement your content strategy for unprecedented engagement and sales.

**a technique for producing ideas james webb young: Creativity and Advertising** Andrew McStay, 2013-06-19 Creativity and Advertising develops novel ways to theorise advertising and creativity. Arguing that combinatory accounts of advertising based on representation, textualism and reductionism are of limited value, Andrew McStay suggests that advertising and creativity are better recognised in terms of the 'event'. Drawing on a diverse set of philosophical influences including Scotus, Spinoza, Vico, Kant, Schiller, James, Dewey, Schopenhauer, Whitehead, Bataille, Heidegger and Deleuze, the book posits a sensational, process-based, transgressive, lived and embodied approach to thinking about media, aesthetics, creativity and our interaction with advertising. Elaborating an affective account of creativity, McStay assesses creative advertising from Coke, Evian, Google, Sony, Uniqlo and Volkswagen among others, and articulates the ways in which award-winning creative advertising may increasingly be read in terms of co-production, playfulness, ecological conceptions of media, improvisation, and immersion in fields and processes of corporeal affect. Philosophically wide-ranging yet grounded in robust understanding of industry practices, the book will also be of use to scholars with an interest in aesthetics, art, design, media, performance, philosophy and those with a general interest in creativity. Andrew McStay lectures at Bangor University and is author of Digital Advertising, and The Mood of Information: A Critique of Online Behavioural Advertising and Deconstructing Privacy, the latter forthcoming in 2014.

**a technique for producing ideas james webb young: Adman's Dilemma** Paul Rutherford, 2018-01-01 The Adman's Dilemma is a cultural biography that explores the rise and fall of the advertising man as a figure who became effectively a licensed deceiver in the process of governing the lives of American consumers. Apparently this personage was caught up in a contradiction, both compelled to deceive yet supposed to tell the truth. It was this moral condition and its consequences that made the adman so interesting to critics, novelists, and eventually filmmakers. The biography tracks his saga from its origins in the exaggerated doings of P.T. Barnum, the emergence of a new profession in the 1920s, the heyday of the adman's influence during the post-WW2 era, the later rebranding of the adman as artist, until the apparent demise of the figure, symbolized by the triumph of that consummate huckster, Donald Trump. In The Adman's Dilemma, author Paul Rutherford explores how people inside and outside the advertising industry have understood the conflict between artifice and authenticity. The book employs a range of fictional and nonfictional sources, including memoirs, novels, movies, TV shows, websites, and museum exhibits to suggest how the adman embodied some of the strange realities of modernity.

**a technique for producing ideas james webb young: The Creative Problem Solver** Ian Atkinson, 2014-06-30 Using proven, innovative techniques from some major players in the business world, this is the go-to book for every professional who wants to find better answers to their business challenges.

**a technique for producing ideas james webb young: Creative Strategy** William R. Duggan, 2013 Duggan shows how creative strategy follows the natural three-step method of your own brain: it breaks down a problem into parts, and then searches for past examples in your memory to come up with a new combination to solve the problem--P. [2] of jacket.

**a technique for producing ideas james webb young: How The Hell Do You Write A Book?** Vicky Fraser, 2019-11-19 It's never been easier to write and publish your own business book... right up until the moment you sit down to start. In this entertaining page-turner of a guide, author and book-writing expert Vicky Fraser breaks down years of experience writing and

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