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Written more than 50 years ago, David Ogilvy's Confessions of an Advertising Man

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has two strengths. First, it tells you how to be successful in business. Second, he shows how great brands are created by selling the big idea to as many people as possible. In 1988 Ogilvy added a preface to explain why he wrote the book.

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David Ogilvy was an advertising genius. At the age of 37, he founded the New York-based agency that later merged to form the international company known as Ogilvy & Mather. Regarded as the father of modern advertising, Ogilvy was responsible for some of the most memorable advertising campaigns ever created.

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book by David Ogilvy. It is considered required reading in many advertising classes in the United States. Ogilvy was partly an advertising copywriter, and the book is written as though the entire book was advertising copy. It contains eleven sections:

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David Mackenzie Ogilvy CBE (/ ˌoʊɡɪlvi /; 23 June 1911 - 21 July 1999) was a British advertising tycoon, founder of Ogilvy & Mather, and known as the "Father of Advertising". Trained at the Gallup research organisation, he attributed the success of his campaigns to meticulous research into consumer habits.

David Ogilvy (businessman) - Wikipedia

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David Ogilvy wrote this iconic book in 1963, fourteen years after launching his wildly successful advertising agency. Confessions quickly became an international bestseller, selling millions of copies and being translated into 14 languages. Media Week called it "Required reading for anyone in business."

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