Bahria Institute of Management and Computer Sciences Department of Management Sciences

Final Project Approval Sheet Viva-Voce Examination

Date: 31/ 07 /2005

Topic of Research:

"Advertising and Its Ethical Practices in Targeting Children Products.

Name of Student:

Muhammad Waqas

Enroll # 121032-002

Class:

MBA

Approved by:

Zafarullah Siddiqui Project Supervisor

Tehmina Khan Examiner-I

UNI CC

Kishwar Sameen Gulzar Examiner-II

Kashif ur Rehman, Ph.D Research Coordinator

Dr Khalid Akhtar Head of Department Management Sciences

ABSTRACT

This research paper is a part of our Management course. An endeavor has been made to address the issue, relating to ethics in advertising of local companies as well as multinationals in the end I have given recommendations as regards to practices pertinent to advertising management in Pakistan.

The central idea of the research revolved around the most important element of marketing mix, promotion. An extensive research had been carried out to collect material on the ethics in advertising and their violation. Uses of annexure have been made where felt necessary to highlight the relevant true data/information.

This paper also gives the overall condition of advertising ethics and actions of companies in order to compete and gain market share. This study covers all aspects of advertising ethics from customer point of view that what they feel of the advertisement that is directed towards the cliental (Children), what points companies should keep in mind before advertising. I explored and tried to explain how companies view ethics in advertising. This report describes the ethical issues that companies face in their advertising.

TABLE OF CONTENTS

Abstract ACKNOWLEDGEMENTS				
D	EDICAT	ION	v	
		TABLES	vi	
		FIGURES	vi	i
C	HAPTER			
	Ι.	INTRODUCTION		1
			4	
		• Background		
		• Problem Formulation		
		• Research Questions		
		• Rational of the study		
		• Research theory		
		• Limitations of the Study		
		· Himitations of the bludy		
	II.	LITERATURE REVIEW		. 8
	III.	METHOD	•••••	20
		• Sample Selection		
		• Research instruments and measures		
		• Data Collection Method		
		• Quality Standards		
	IV.	RESULTS AND DISCUSSION		23
	V.	CONCLUSION AND RECOMMENDATIONS	• •	39

REFERENCES

APPENDICES