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Apple's Iphone Launch: a Case Study in Effective Marketing

Kyle Mickalowski, Augustana CollegeMark Mickelson, Augustana CollegeJaciel Keltgen, Augustana College. When CEO Steve Jobs announced in January 2007 that Apple would be releasing a revolutionaryiPhone five months hence, consumers waited with bated breath for a phone that would deliver all the features of their iPods as well as a smart phone. Anticipation grew, just as Jobs knew it would, as Juneapproached. The launch would become one of the most heralded technological product splashes Apple,known for its masterful media build-up, had ever planned.

How the iPhone was developed, priced, promoted, and distributed is lesson for marketers around the world. Apple investors were pretty happy withthe outcome as well. One year after Apple Inc. CEO Steve Jobs announced the company's industry-changing iPhone on January 9, 2007, at the Macworld convention in San Francisco, the share price of Apple's stock has morethan doubled to a January 9, 2008, value of \$179. 40 (See Chart 1).

This stock price incorporates all of Apple's business, but a large part of the rise in value can be attributed to the launch of the cutting-edgelPhone, of which four million have already been sold through mid-January 2008 (Carew, 2008). Based onthis simple observation of the stock price, the iPhone can so far be declared a success, at least from ashareholder standpoint. This paper will explore both the pre- and post-launch activities surrounding theiPhone to explain why it was such a success for the stockholders and why Apple's reputation forunparalleled marketing success is deserved 5

One blogger (www. blogs. business2. com) was so interested in Apple's iPhone advertising schedule, he conducted a Nexis search for newspaper stories that mentioned the iPhone between June 23and August 18, 2007. During that timeframe, Apple had aired nine new TV ads. The week the iPhone waslaunched, 1,547 stories appeared in the media, compared to 206 in mid August. Apple's advertisingschedule appears to reinforce the iPhone's presence in media during times when the buzz or free media hastapered off.

This combination of paid and free media gives consumers the impression that the iPhone is constant presence in the popular media. One of the most influential periodicals dedicated to advertising, Advertising Age, in 2007 selectedApple as a runner-up for the annual Marketer of the Year award. This status was conveyed because of Apple's "rare accomplishment of successfully bringing a new product into an already crowded and competitive market. Apple's agreement with cellular telephone service provider AT&T gave it an upperhand in their relationship older cellular telephone firms have yet to acquire" (Bulik and Cuneo, 2007).

While Apple's advertising budget and schedule aren't readily available, Adweek 's AndrewMcMains estimated the Apple global account was worth \$250 million in 2006 to agency TBWAWorldwide (2006). Other pundits have guessed that Apple will spen

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Creative Design and Innovation Robin Roy, 2024-02-09 Using many real world examples and cases this book identifies key factors and processes that have contributed to the creation of successful new products buildings and innovations or resulted in some failures Such factors include the creativity of individuals and groups their sources of inspiration the processes of creative design and innovation and the characteristics of the products buildings and innovations themselves Much has been written about creativity and innovation but what helps to foster creativity enable creative ideas to be translated into practical designs and ensure those new products or buildings succeed as innovations on the market or in use This book discusses these elements through the author's origination and analysis of examples and case studies ranging from the revolutionary innovation of the smartphone through radical innovations in domestic appliances and sustainable housing to creative designs of contemporary jewellery. The broad range of examples and cases include product and fashion design filmmaking and fine art as well as industrial design engineering and architecture offering lessons for creatives designers and innovators from many subject backgrounds Analysis of the different factors successes and failures are presented in text boxes throughout the book to allow readers to easily understand the key lessons from each example or case with numerous colour visuals diagrams and charts for illustration This book is a must read for a broad audience interested in creativity design and innovation including practitioners in design engineering architecture and product management and students and instructors of those subjects Smartphones within Psychological Science David A. Ellis, 2020-09-24 Psychologists can now quantify behaviours beyond the laboratory using a mass adopted unified system that is primed for data capture a k a smartphones This is the first book to bring together related areas of smartphone research and point towards how psychology can benefit and engage with these developments in the future It critically considers how smartphones and related digital devices help answer and generate new research questions for psychological science The book then guides readers through how smartphones are being used within psychology and social science more broadly Drawing from examples of both good and bad practice within current research a new perspective is brought to major themes and debates across behavioural science In the digital age smartphones and associated devices will be able to accomplish much more in the near future Psychology has a key role to play when it comes to balancing this monumental potential with carefully considered research

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