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Jay Conrad Levinson is the author of more than a dozen books in

the Guerrilla Marketing series. A former vice president and creative director at J. Walter Thompson Advertising and Leo Burnett Advertising, he is the chairman of Guerrilla Marketing International, a consulting firm serving large and small businesses worldwide.

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Guerrilla marketing is a strategy in which a company uses surprise and unconventional interactions to promote a product or Page 6/11

service. The term was popularized by Jay Conrad Levinson's 1984 book "Guerrilla Marketing.". Guerrilla marketing uses multiple techniques to establish direct contact with customers.

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Jay Conrad Levinson is the author of Guerrilla Marketing (3.92 avg rating, 4917 ratings, 117 reviews, published 1984), The Guerrilla Marketing Handbook (...

Jay Conrad Levinson (Author of Guerrilla Marketing)
Guerrilla marketing is a product of the shift to electronic media
from traditional print, radio, and television marketing. It was
coined by Jay Conrad Levinson in his 1984 book Guerrilla
Marketing.

**Guerrilla Marketing Definition - investopedia.com** Guerrilla Marketing is an advertising strategy that focuses on low-cost unconventional marketing tactics that yield maximum results.. The original term was coined by Jay Conrad Levinson in  $\frac{Page}{Page}$  10/11

his 1984 book 'Guerrilla Advertising'. The term guerrilla marketing was inspired by guerrilla warfare which is a form of irregular warfare and relates to the small tactic strategies used by armed civilians.

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