

Marquette University  
**e-Publications@Marquette**

---

Communication Faculty Research and Publications

Communication, College of

---

1-1-2009

# Nike Women's Advertising: A Matter of Principle

Jean M. Grow

Marquette University, [jean.grow@marquette.edu](mailto:jean.grow@marquette.edu)

---

Published version. "Nike Women's Advertising: A Matter of Principle," in *Advertising: Principles and Practices*. Eds. William Wells, John Burnett and Sandra E Moriarty. Upper Saddle River, N.J.: Pearson/Prentice Hall, 2006: 398. [Permalink](#). © 2012 Pearson Education

# A MATTER OF PRINCIPLE

## The Principle of Truth

By Jean Grow, Associate Professor, Marquette University

"It wasn't advertising. It was truth. We weren't selling a damn thing. Just the truth. And behind the truth, of course, the message was brought to you by Nike."

—Janet Champ, Nike



The creatives who produced early Nike women's advertising (1990–1997) were an amazing trio of women (Janet Champ, copywriter, and Charlotte Moore and Rachel Manganiello, art directors). Their work was grounded in the principle of truth, fueled by creativity, and sustained by nothing less than moxie.

"Nike in 1990 was not the Nike of today," Manganiello said. There was always this "political stuff about big men's sports. And, you know, (it was like we were) just kind of siphoning off money for women. So, in some ways we couldn't be as direct as we sometimes wanted to be." However, being direct and being truthful are not always the same thing. And truth for the Nike women's brand, and for themselves, was what these women aspired to.

Living the principle of truth, and trusting their gut, is what defined their work ethic and ultimately the women's brand. Moore explained, "I would posit that market research has killed a lot of advertising that was based on effective human dialogue, because it negates faith in intuition. Guts. Living with your eyes open."

To launch the women's brand within the confines of the male parent brand was no easy assignment. The cre-

ative team members began with their "gut" and with their "eyes open." They created campaign after campaign that moved the needle, but each time the approval process was a test of their principles, with meetings that were more than tinged with gender bias.

"We were almost always the only women in the room, and they killed the stuff because it scared them," said Champ. "But we always came back. And they let us do what we wanted, as long as we didn't 'sully' the men's brand . . . and as long as women's products kept flying off the shelves, they were happy."

As time went on, their instincts and principles earned them respect. According to Champ, "We told them, pretty much, that we believed in it and they had to run it and trust us, and they sighed, once again. They were soooooo tired of hearing me say that. And they ran it and they were SHOCKED at what a nerve it touched."

In trusting their guts—in telling the truth—they created award-winning campaigns and exceeded marketing expectations. "As creative people," Moore said, "we had found our home and our voice, and we'd found the most fertile ground for the brand."

In the end, truth and the willingness to "trust your gut" are what make great brands and create fertile ground for others. When you consider the terrifically truthful Dove campaign, I suggest we owe a debt of gratitude to the women of early Nike women's advertising, who stood for truth nearly 20 years ago.

peace with all except the motor car," demonstrates a powerful and unexpected ending, one that is targeted to its youthful audience:

*Schwinn's are red, Schwinn's are blue.  
Schwinn's are light and agile too.  
Cars suck. The end.*

### Print Media Requirements

The media in the print category—from newspapers and magazines to outdoor boards and product literature—all use the same copy elements, such as headlines and body copy. However, the way these elements are used varies with the objectives for using the medium.

Newspaper advertising is one of the few types of advertising that is not considered intrusive because people consult the paper as much to see what is on sale as to find out what is happening in City Hall. For this reason, the copy in newspaper advertisements does not have to work as hard as other kinds of advertising to catch the attention of its audience. Because the editorial environment of a newspaper generally is serious, newspaper ads don't have to compete as entertainment, as television ads do. As a result, most newspaper advertising copy is straightforward and informative. The writing is brief, usually just identifying the merchandise and giving critical information about styles, sizes, and prices.