## VIETNAM NATIONAL UNIVERSITY, HANOI UNIVERSITY OF LANGUAGES AND INTERNATIONAL STUDIES

## FACULTY OF ENGLISH LANGUAGE TEACHER EDUCATION

Contrastive analysis of woman beauty concepts in different cultures via panteneprov commercials in different countries

Key words: culture, high context, low context, advertisement, glocalization, beauty concepts.

Phântíchvàđốichiếukháiniệmvẻđẹpphụnữtrongmộtsốnềnvă nhóatạicácquốcgiakhácnhau qua quảngcáopanteneprov

## **ABSTRACT**

The feminine beauty ideal is "the socially constructed notion that physical attractiveness is one of women's most important assets, and something all women should strive to achieve and maintain". Feminine beauty ideals are rooted in heteronormative beliefs, and heavily influence women of all sexual orientations. Beauty ideals vary from culture to culture. Pressure to conform to a certain definition of "beautiful" can have drastic psychological effects. These ideals have been correlated with depression, eating disorders, and low self-esteem, starting from an adolescent age and continuing into adulthood.

This study focuses on how differences of cultural values in several countries reflect woman beauty concepts through Pantene Prov commercials. To investigate

underlying cultural values together with perception discrepancies, four advertisements were collected. A cross-cultural framework is applied to compare and content-analyze these advertisements. After analyzing, remarkable insights into cultural reflection in television advertisements of four nations are figured out.

Lastly, the research provides some suggestions on studying cross-culture and gender stereotypes, double standards for English learners as well as advertising practitioners.

## References:

- Arens, W.F., &Bov'ee, C.L. (1994). Contemporary advertising (5th ed.) US: Irwin
- Bailey, R.C. (1991). *The Behavioral Ecology of Efe Pygmy men in the Ituri Forest, Zaire*. Anthropological Papers, Museum of Anthropology, University of

  Michigan No.86
- Bookboon Blog. *The best way to educate yourself*. Retrieved from http://bookboon.com/blog/2011/10/how-globalization-affects-business/
- Boove, Courland L. Arens, William F. (1992). *Contemporary Advertising fourth edition*. Homewood, IL: Irwin
- Cantor, L. L., (2013) '#WHIPIT A Filipiono campaign goes global and viral.' Rappler, http://rappler.com/brandrap/whipit/46129-whipit-gets-international-mileage, accessed 18/01/2014.
- Coly, R. H (1990). Advertising. Workingham: Addison Wesly Publishing Company
- Contagious. *Insight & Strategy: Labels Against Women*. Retrieved from http://contagious.com.s3.amazonaws.com/assets/images/Webdrive/Ari/Most%20Contagious%202014/pantene.pdf
- Cook, Guy, 1996. The discourse of advertising. London: Routledge
- Cortese, A. J., (2008) *Provocateur*. Lanham: Rowman& Littlefield Publishers, pp. 1-89.

Edward T Hall, *Cultural Differences (pg 144-161) - US selections*. Retrieved from https://vi.scribd.com/document/50942782/Edward-T-Hall-Cultural-Differences-pg-144-161-US-selections

Edward T. Hall. *Beyond Culture*, Anchor Books, 1977, p. 91-131

- Edward, T. H. & Hall, M.R (1990). *Understanding Cultural Differences*. New York: Intercultural Press, Inc.
  - Elite Daily Comments. *Elite Daily Comments*. Retrieved on Nov 1, 2016 from http://elitedaily.com/women/what-really-makes-a-woman-beautiful/
  - Facts and Details. ASIAN PHYSICAL CHARACTERISTICS. Retrieved from http://factsanddetails.com/asian/cat62/sub407/item2608.html
  - Feminine beauty ideal. Retrieved from https://en.wikipedia.org/wiki/Feminine\_beauty\_ideal
  - Free Articles, Free Web Content, Reprint Articles. *Some Golden Characteristics Of Asian Women And Girls In Terms Of Marriage*. Retrieved from http://www.articlesfactory.com/articles/dating-advice/some-golden-characteristics-of-asian-women-and-girls-in-terms-of-marriage.html
  - Glocalization Definition: http://searchcio.techtarget.com/definition/glocalization
  - Hofstede, G. (1980). Culture's consequences: International differences in work-related values. Beverly Hills, CA.: Sage
  - Kolbe, Richard H., & Burnett, Melissa S. (1991). Content-analysis research: An examination of applications with directives for improving research reliability and objectivity. Journal of ConsumerResearch, 18,243-250
  - Make Wealth History. *The cultural impact of advertising*. Retrieved from https://makewealthhistory.org/2011/10/26/the-trouble-with-advertising-2/
  - Measuring agile capabilities in the supply chain: International Journal of Operations & Production management: Vol 21, No 1/2. Retrieved from http://www.emeraldinsight.com/doi/abs/10/1108/01443570110358495
  - Office for National Statistic, (2013), 'Annual Survey of Hours and Earnings, 2013

    Provisional Results', http://www.ons.gov.uk/ons/rel/ashe/annual-survey-of-

- hours-and-earnings/2013-provisional-results/stb-ashe-statistical-bulletin-2013.html, accessed 20/01/2014
- Ogilvy, D. (1985). Ogilvy on Advertising, (pp26). New York Vintage Books.
- Patterson, M., O'Malley, L., and Story, V., (2009), 'Women in advertising: representations, repercussions, responses', Irish Marketing Review, vol. 20, no. 1, pp. 9-22.
- Pollay, R.W., &Gallangher, K. (1990). Advertising and cultural values: Reflections of the distorted mirror. Interntaional Journal of Advertising, 4 (4), 359-372
- Psychology Today. *Beauty: Culture-Specific or Universally Defined?* Retrieved on May 3, 2017 from https://www.psychologytoday.com/blog/homo-consumericus/201004/beauty-culture-specific-or-universally-defined
- Rhetoical Analysis. Retrieved from https://vi.scribd.com/document/221098480/Rhetoical-Analysis
- Rokeach, M. (1973). The nature of human values. New york: Free Press
- Sones, M. (December, 2002). *Beauty, fashion and the Coolidge effect*. Beauty Worlds: The culture of beauty. Retrieved May, 12, 2003 from http://www.beautyworlds.com
- Stanford Encyclopedia of Philosophy. *Beauty*. Retrieved from https://plato.stanford.edu/entries/beauty/
- Stanford University. Beauty. Retrieved from http://plato.stanford.edu/entries/beauty/
- Stemler, S. (2001). *An introduction to content analysis*. ERIC Digest. (Eric Clearinghouse on Assessment and Evaluation College Park MD. ED 458218)
- Sựkhácbiệtvềchuẩnmựcveđẹphiệntạicủaphụnữ Á- Âu. Retrieved from http://eva.vn/lam-dep/su-khac-biet-ve-chuan-muc-ve-dep-hien-tai-cua-phu-nu-a-au-c58a217506.html

- Taylor, V., (2013) 'Sheryl Sandberg praises Pantene commercial condemning workplace sexism', Daily News, http://www.nydailynews.com/life-style/sheryl-sandberg-praises-powerful-pantene-ad-article-1.1543894, accessed 18/01/201.
- The concept of women beauty over the centuries. Evoscience. Retrieved from http://evoscience.com/beauty/concept-women-beauty-centuries/
- The hofstedecentre. Retrieved from https://geert-hofstede.com/philippines.html
- The Huffington Post. What Is the Real Definition of Beauty? Retrieved from http://www.huffingtonpost.com/lexi-herrick/what-is-the-real-definition-of-beauty b 8117790.html
- The Indian Express. *Who's beautiful? How beauty is defined around the world?*Retrieved from http://indianexpress.com/article/lifestyle/fashion/whosbeautiful-how-beauty-is-defined-around-the-world/
- Wang, C., L., & Chan. K. K. (2001). A content analysis of connectedness vs. separateness themes used in US and PRC print advertisements. Publisher: MCB UP Ltd
- Wat son, J., Lysonski, S., Gillion, T. & Raymore, L. (2002), "Cultural values and important possessions: a cross-cultural analysis", Journam of Business Research, 55, 923-31
- Weber, R. P. (1990). Basic content analysis. Newbury Park, CA: Sage Publications
- Whinship, M., (2009), 'Survival skills and daydreams', Media Studies, pp. 323-32.
- Wikipedia.Pantene. Retrieved from http://en.wikipedia.org/wiki/Pantene
- YouTube. Labels Against Women Philippines Pantene Commercial 2013. Retrieved from https://www.youtube.com/watch?v=-K2kfgW7708
- YouTube. PANTENE: A Very Touching Deaf Violinist Commercial. Retrieved from https://www.youtube.com/watch?v=Ect56804xfA

- YouTube. Pantene Pro-V Commercial | Ellie Goulding: Strong is Beautiful. Retrieved from https://www.youtube.com/watch?v=52v-f4CK0y0
- YouTube. Selena Gomez "Good for You" | NEW Pantene Commercial. Retrieved from https://www.youtube.com/watch?v=Q-I0GZtPFII