



Branded Beauty: How Marketing Changed the Way We Look

Mark Tungate

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Beauty is a multi-billion dollar global industry embracing make-up, skincare, hair care, fragrances, cosmetic surgery - even tattooing and piercing. Over the years it has used flattery, seduction, science and shame to persuade consumers that they'll have to invest if they want to look their best. In *Branded Beauty*, Mark Tungate delves into the history and evolution of the beauty business. From luxury boutiques in Paris to tattoo parlours in Brooklyn, he talks to the people who've made skin their trade. He analyses the marketing strategies used by those who create and sell beauty products. He visits the labs where researchers seek the key to eternal youth. He compares attitudes to beauty around the world and examines the rise of organic beauty products. Full of fascinating detail on great names such as Rubinstein and Arden, Revlon, Estée Lauder, L'Oréal and Max Factor, *Branded Beauty* also considers the future of the beauty business.

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