The role of sonic logos in enhancing brand recall and recognition

Dr. Wesam M. Ayada

Professor, Advertising Dept., Faculty of applied arts, Damietta University- Egypt, wesam_ayada@yahoo.com

Doaa Ahmed Mostafa Ragab

Advertisement Researcher, Advertising Dept., Faculty of applied arts, Damietta University-Egypt, doaar5220@gmail.com

Abstract:

This study reviews the role of the sonic logo on brand recognition. The characteristics of a successful sonic logo are due to its importance in brand perception and the lack of interest in a role such as the visual logo, and because sound and music have a major role in influencing consumers' emotions and memory and emotional attachment to the brand. The purpose of the research is to Identify the relationship between sound as a motivator in Sogo to keep the brand in the minds of consumers, Illustrate the reasons why the consumer attaches to the brand and Relate the importance of sound as a motivator to the brand. Methodology/approach: This research relies on a descriptive approach followed by an analytical study to describe and analyze sound in the sonic logo based on the theoretical framework of the research, and followed by a comparative approach to compare the vocal tones in the audio logo and the brands with each other by displaying some advertisements on focus groups to verify the results of the analytical study. Problem: Due to the increased exposure of consumers to more than one brand that provides the same service, it leads to a lack of recall and recognition of the brand. Through this research, we will try to find and answer the following questions: Do stimuli such as the sound in a sonic logo have an impact on consumers? Does sound as a motivator have a role in keeping the brand in the minds of consumers and their association with it? Does the Sonic logo add more value to the organization or brand than the traditional logo? Objectives: Identify the relationship between sound as a motivator in Sogo to keep the brand in the minds of consumers. Illustrate the reasons why the consumer attaches to the brand. Relate the importance of sound as a motivator to the brand. Hypothesis: The Sonic logo has a role in brand attachment. Sound as a stimulus has an influence on consumers' memory. The power of Sogo over the logo in influencing the memory and feelings of the recipients. Research Importance: Emphasizing the role of sound in Sonic Logos in enhancing brand recall and recognition. Directing companies' attention to using Sonic logos in the company's corporate identity. Methodology: This research relies on a descriptive approach followed by an analytical study to describe and analyze sound in the sonic logo based on the theoretical framework of the research, and followed by a comparative approach to compare the vocal tones in the audio logo and the brands with each other by displaying some advertisements on focus groups to verify the results of the analytical study. Findings: The use of sonic logos is instrumental in identifying the brand behind it. The sonic logo plays a major role in influencing consumers' memory and brand recognition. When the sonic logo was presented with the same melody but with the sounds of musical instruments changing, it led to a delay in the consumer's recognition. Having the sonic logo on the front helps consumers hear it and easily memorize and remember it. Originality/value: Emphasizing the role of sound in Sonic Logos in enhancing brand recall and recognition and directing companies' attention to using Sonic logos in the company's corporate identity.

Keywords:

Sonic logos-Sonic Branding-Emotional branding-Brand Recognition

References:

- 1. Gustafsson, C. (2015). Sonic branding: A consumer-oriented literature review. *Journal of brand management*, 22, 20-37.
- 2. Kilian, K. (2010, May). The sound of success–How to keep a brand orchestra in tune with its MARKnum Opus. In (((ABA))) Audio Branding Academy Yearbook 2009/2010 (pp. 37-56). Nomos Verlagsgesellschaft mbH & Co. KG.
- 3. Khamis, S., & Keogh, B. (2021). Sonic branding and the aesthetic infrastructure of everyday consumption. Popular Music, 40(2), 281-296.
- 4. Balagopal, P. K. (2023). Influence of sogo or music logo in brand identification. Journal of Interdisciplinary Cycle Research, 55(1), 1-8.
- 5. Manchón, L. M. (2019). Sonic logos: An Experimental Design on Sound Features and Brand Personality. Disertaciones: Anuario electrónico de estudios en Comunicación Social, 12(2), 125-141.
- 6. Krishnan, V., Kellaris, J.J. and Aurand, T.W., 2012. Sonic logos: can sound influence willingness to pay? Journal of Product and Brand Management, 21(4):275–284.
- 7. Groves, J., 2011. Conmusication: From Pavlov's dog to sound branding. [Kindle version] Cork: Oak Tree Press. Available at: http://www.amazon.com/ComMUSICation-From-Pavlovs-SoundBranding/dp/1781190003 [Accessed November 24, 201.
- 8. Bonde, A. and Hansen, A.G., 2013. Audio logo recognition, reduced articulation and coding orientation:

- Rudiments of quantitative research integrating branding theory, social semiotics and music psychology. Sound Effects, 3(1-2):112–135.
- 9. Vorster, I. A. (2015). The influence of sonic logos in television advertisements: a neuromarketing perspective (Doctoral dissertation, Stellenbosch: Stellenbosch University).
- 10. Oakes, S., Patterson, A. and Oakes, H., 2013. Shopping soundtracks: Evaluating the musicscape using introspective data. Arts Marketing: An International Journal, 3(1):41–57.
- 11. Malär, L., Krohmer, H., Hoyer, W.D., and Nyffenger, B. 2011. Emotional brand attachment and brand personality: The relative importance of the actual and the ideal self. Journal of Marketing, 75(4):35-52.
- 12. Sciarrino, J., 2014. Leveraging the virtuous circle of brand and the extended self. The Journal of Marketing Theory and Practice, 22(2):147–148.
- 13. Jackson, D. M. (2003). Sonic Branding. Palgrave MacMillan: New York.
- 14. Batra, R., Ahuvia, A. and Bagozzi, R.P., 2012. Brand love. Journal of Marketing, 76(2):1–16.
- 15. Japutra, A., Ekinci, Y. and Simkin, L., 2014. Exploring brand attachment, its determinants and outcomes. Journal of Strategic Marketing, 22(7):616–630.
- 16. Maxian, W., Bradley, S.D., Wise, W. and Toulouse, E.N. 2013. Brand love is in the heart: Physiological responding to advertised brands. Psychology and Marketing, 30(6):469–478.
- 17. Grisaffe, D.B. and Nguyen, H.P., 2011. Antecedents of emotional attachment to brands. Journal of Business Research, 64(10):1052–1059.
- 18. Japutra, A., Ekinci, Y. and Simkin, L., 2014. Exploring brand attachment, its determinants and outcomes. Journal of Strategic Marketing, 22(7):616–630.
- 19. Bergkvist, L. and Bech-Larsen, T., 2010. Two studies of consequences and actionable antecedents of brand love. Journal of Brand Management, 17(7):504–518.
- 20. Albert, N. and Merunka, D., 2013. The role of brand love in consumer-brand relationships. Journal of Consumer Marketing, 30(3):258–266.
- 21. McAdams, S., & Giordano, B. L. (2015). The perception of musical timbre. In S. Hallam, I. Cross, & M. Thaut (Eds.), The Oxford Handbook of Music Psychology (2nd edition) (pp. 1-10). Oxford University Press. DOI: 10.1093/oxfordhb/9780198722946.013.12
- 22. Techawachirakul, M., Pathak, A., Motoki, K., & Calvert, G. A. (2023). Influencing brand personality with sonic logos: The role of musical timbre. Journal of Business Research, 168, 114169.
- 23. Giraldo, S., Waddell, G., Nou, I., Ortega, A., Mayor, O., Perez, A., . . . Ramirez, R. (2019). Automatic assessment of tone quality in violin music performance. Frontiers in Psychology, 10(334).
- 24. Reymore, L., & Huron, D. (2020). Using auditory imagery tasks to map the cognitive linguistic dimensions of musical instrument timbre qualia. Psychomusicology: Music, Mind, and Brain.
- 25. Johar, S. (2015). Emotion, affect and personality in speech: The Bias of language and paralanguage: Springer.
- 26. Farhana, M., 2012. Brand elements lead to brand equity: Differentiate or die. Information Management and Business Review, 4(3):223–233.
- 27. Keller, K.L., 2003. Strategic brand management: Building, measuring and managing brand equity. New Jersey: Pearson Education.
- 28. Bach, D.R., Schächinger, H., Neuhoff, J.G., Esposito, F., Salle, F.D., Lehmann, C., Herdener, M., Seifritz, E. (2007), "Rising sound intensity: an intrinsic warning cue activating the amygdala", Cerebral Cortex, Vol. 18 No. 1, pp. 145-150.
- 29. Chuen, L., Sears, D. and McAdams, S. (2016), "Psychophysiological responses to auditory change", Psychophysiology, Vol. 53 No. 6, pp. 891-904.
- 30. Mas, L., Bolls, P., Rodero, E., Barreda-Ángeles, M., & Churchill, A. (2020). The impact of the sonic logo's acoustic features on orienting responses, emotions and brand personality transmission. *Journal of product & brand management*, 30(5), 740-753.
- 31. Bispham, J. (2009), "Music's 'design features': musical motivation, musical pulse, and musical pitch", Musicae Scientiae, Vol. 13 No. 2_suppl, pp. 41-61.
- 32. Dillman Carpentier, F.R. and Potter, R.F. (2007), "Effects of music on physiological arousal: explorations into tempo and genre", Media Psychology, Vol. 10 No. 3, pp. 339-363.
- 33. Bonde, A. and Hansen, A.G. (2013), "Audio logo recognition, reduced articulation and coding orientation: rudiments of quantitative research integrating branding theory, social semiotics and music psychology", SoundEffects an Interdisciplinary Journal of Sound and Sound Experience, Vol. 3 Nos 1/2, pp. 112-135.
- 34. Leder, H., Belke, B., Oeberst, A. and Augustin, D. (2004), "A model of aesthetic appreciation and aesthetic judgments", British Journal of Psychology, Vol. 95 No. 4, pp. 489-508.
- 35. Jakubowski, K., Finkel, S., Stewart, L. and Müllensiefen, D., 2017. Dissecting an earworm: Melodic features

Citation: Wesam Ayada, Doaa Ragab (2024), The role of sonic logos in enhancing brand recall and recognition, International Design Journal, Vol. 14 No. 2, (March 2024) pp 439-447

- and song popularity predict involuntary musical imagery. Psychology of Aesthetics, Creativity, and the Arts, 11(2), pp.122-135. https://doi.org/10.1037/aca0000090.
- 36. May, T., 2019. The 10 best audio logos and why they work. Creative Bloq, August 13th . [online] Available at: https://www.creativebloq.com/features/audio-logos
- 37. KELLER, S., & SPENCE, C. (2023). Sounds like Branding: Cognitive Principles and Crossmodal Considerations for the Design of Successful Sonic Logos.
- 38. Veritonic, 2021. Veritonic's fifth-annual audio logo index highlights sonic branding best practices. Cision PR Newswire. [online] Available at: https://www.prnewswire.com/news-releases/veritonics-fifth-annualaudio-logo-index-highlights-sonic-branding-best-practices-301300674.html.
- 39. Anderson, I., Gil, S., Gibson, C., Wolf, S., Shapiro, W., Semerci, O. and Greenberg, D.M., 2020. "Just the way you are": Linking music listening on Spotify and personality. Social Psychological and Personality Science, 12(4), pp.561-572. https://doi.org/10.1177/1948550620923228.
- 40. Anglada-Tort, M., Schofield, K., Trahan, T. and Müllensiefen, D., 2022. I've heard that brand before: The role of music recognition on consumer choice. International Journal of Advertising, 41(8), pp.1567-1587. https://doi.org/10.1080/02650487.2022.2060568.
- 41. Scott, S.P., Sheinin, D. and Labrecque, L.I., 2022. Small sounds, big impact: Sonic logos and their effect on consumer attitudes, emotions, brands and advertising placement. Journal of Product and Brand Management, 31(7), pp.1091-1103. https://doi.org/10.1108/jpbm-06-2021-3507.

Paper History:

Paper received November 23, 2023, Accepted February 1, 2024, Published on line March 1, 2024