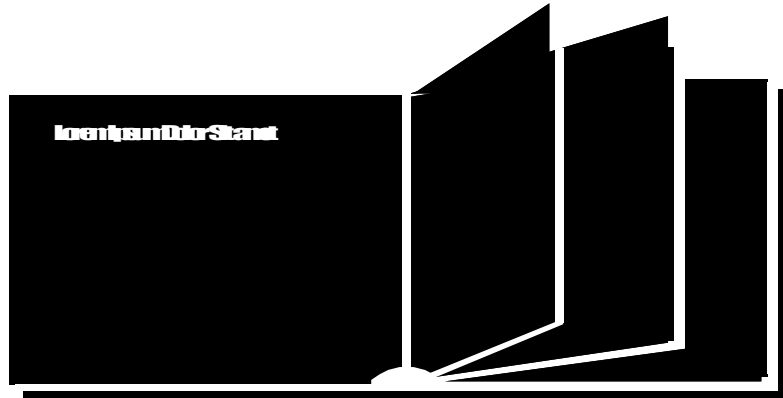


**THREE RIVERS COMMUNITY COLLEGE  
MARKETING PROGRAM**



**COURSE OF STUDY OUTLINE**  
**FALL, 2017**

**TUESDAYS, THURSDAYS: 11:00-12:15**

***PRINCIPLES OF ADVERTISING***  
***BMK 241 - 3 CREDITS - ROOM D-104***  
**CRN # 33192**

**PROFESSOR: JAMES O'SHEA**

**OFFICE PHONE: (860) 215-9459**  
**CELL PHONE: 860-334-2031**

**OFFICE HOURS: MON & WED 9-10:45 AM and 1:30-4 pm,**  
**TUES, THURS 1:00-3:00 PM,**

**OFFICE: C-144**

**OR BY APPOINTMENT**

**EMAIL: [joshea@trcc.commnet.edu](mailto:joshea@trcc.commnet.edu)**

**COURSE DESCRIPTION**

Basic elements, functions, and principles of advertising are surveyed. Students study current advertising campaigns and marketing communication methods in addition to creating their own comprehensive campaigns. Target marketing, image creation and ethical aspects of advertising are discussed. Selection of print media, broadcast media, social and interactive media and supportive promotional techniques are included. The emphasis is on advertising's role as a marketing communication tool.

**TEXT:**

Arens, William, CONTEMPORARY ADVERTISING (15th EDITION), New York, N.Y., McGraw-Hill, 2016. ***ISBN #:*** 9781259548154  
Articles from professional advertising journals such as *Advertising Age* will be assigned on the course's Blackboard site as current advertising examples require.

**COURSE OBJECTIVES:**

Utilizing various learning activities, each student will accomplish the following outcomes by completing this course:

- a. demonstrate a mastery of the basic principles, concepts and terminology of today's advertising activities;
- b. develop an awareness of the importance of advertising in a competitive, consumer-oriented society;
- c. develop an understanding of advertising as a marketing communications tool in the domestic and global business environment;
- d. be able to use specific advertising vocabulary to discuss advertising activities;
- e. demonstrate a grasp of the procedures involved in the creative process of advertising;
- f. utilize technology as a resource in planning and preparing ads;
- g. discuss career opportunities in the field of advertising;
- h. participate in the decision process of advertising creation and presentation.

**COURSE REQUIREMENTS:**

The student will be responsible for attendance, classroom participation, assignments, three quizzes, a mid-semester exam, a team term project and a final exam. The course work will consist of text chapter readings, Blackboard assignments, group discussions and decisions, social media sources, lectures, and student experiences to illustrate concepts. The term project will consist of a team advertising campaign presentation **utilizing learning from the course**. Requirements for this project will be distributed in class on a separate sheet. Its planning will take place using some class time and some out-of- class time, primarily during the second half of the semester.

**\*\*\*NOTE WELL:  
GRADING POLICY:**

*The final grade will consist of the following factors:*

3 Quizzes	20%
Class participation, Attendance and Ad campaign contribution, including peer input	20%
Term Project (group grade)	20%
Mid-semester Exam	20%
Final exam	<u>20%</u>
	100%

Three quizzes will be given and the *lowest grade will be dropped*. You must take all 3 quizzes to be able to drop one.

##### *Absence from a quiz will result in a 0 grade on that quiz..*

##### **NO MAKE UP QUIZZES! NO EXCEPTIONS!**

**I do not accept doctor's notes. I do not evaluate excuses.**

Failure to attend class on the day of your group's scheduled presentation will result in a ZERO for that presentation for the absent member. Any problems relating to the completion of assignments must be discussed with me *in advance*.

**Digication – TRCC Online Learning Portfolio:** *All students are required to maintain an online learning portfolio using a TRCC designed template. Students will upload at least one assignment from this class to Digication. Further guidance will be provided.*

**ABSENCE POLICY**

*If you are not here, you are not participating.* Absence in excess of **three** class meetings will reduce your final grade and must be discussed with the instructor individually. Excessive absence OR failure to participate fully in class discussions, ad campaign planning and class learning activities will result in the lowering of the final 20% class participation grade. **I do not accept doctor's notes or evaluate excuses.**

Arriving late or leaving early from class will count as a partial absence. (1/4). It is recommended that you e-mail the instructor if you will be absent for **more than one** class meeting.

**COLLEGE WITHDRAWAL POLICY**

After the add/drop period and before **December 11, 2017** a student may withdraw from a course by obtaining a "Withdrawal Request Card" from the Registrar and requesting the instructor's signature. A grade of W, which does not affect QPA or class standing is recorded on the student's transcript to indicate formal withdrawal. ***Failure to withdraw officially from a course may result in an F grade*** and/or academic probation. No student can receive a grade of INC. (incomplete) unless he/she has officially requested it in writing. This option must be discussed with the instructor before the final exam and approved by the Dean of Instruction.

PRINCIPLES OF ADVERTISING

**NOTE WELL:**

**IMPORTANT DATES:**

**QUIZ # 1**

**THURS, Sept 21, 2017**

**QUIZ # 2**

**THURS, Oct 12, 2017**

***MIDSEMESTER EXAM***

***THURSDAY, NOVEMBER 2, 2017***

**QUIZ # 3**

**THURS, Nov 21, 2017**

***FINAL EXAM***

***THURSDAY, DECEMBER 7, 2017***

***\*\*\*AD CAMPAIGN CHECKLIST DUE:***

***THURSDAY, NOV 30, 2017***

***OR PRIOR TO THAT DATE***

***ADVERTISING CAMPAIGNS - INCLUDING POWERPOINT - DUE -***

***Tues, Dec 12<sup>th</sup>, AND Thurs, Dec 14<sup>th</sup>, 2017***

Readings from the text are to be completed before the class meeting. Quizzes, exams, project presentations and other assignments will be announced. *Full participation* in all class discussions, small group decisions and the term project is required to receive a favorable 20% class participation grade. You are not fully participating if you are not in class, therefore, EXCESS absences will reduce your participation grade.

Class discussions will often center around a recent development in business which impacts on marketing. You are encouraged to bring current periodical articles and Internet examples of current marketing activities to class to initiate those discussions.

**SUGGESTED BUSINESS REFERENCES AND SOURCES:**

**MAGAZINES, JOURNALS AND WEB-SITES**

ADWEEK

ADVERTISING AGE

JOURNAL OF AMERICAN MARKETING

BUSINESS WEEK

THE NEW YORK TIMES, BUSINESS PAGES

SALES AND MARKETING MANAGEMENT

FORBES

HISPANIC BUSINESS

CONNECTICUT BUSINESS

\*\*\*\*\*

Use of current advertising examples is highly recommended. For some topics the student is required to submit examples of ads from sources (on-line, print and/or broadcast) to illustrate elements of advertising currently studied. The contributions made to the class discussions from these examples will favorably affect the student's class participation grade. These examples can be from traditional media and social media and do not need to be from professional journals.

**TEXT: CONTEMPORARY ADVERTISING, 14th ED.** by WILLIAM ARENS

**NOTE: SOME CHAPTERS ARE OUT OF SEQUENCE**

<b>WEEK</b>	<b>SEQUENCE OF TOPICS</b>	<b>CHAPTERS</b>
1	ADVERTISING AND IMC TODAY	1
2	MARKETING CONCEPT REVIEW – new technology and techniques discussion	
3	MARKETING AND CONSUMER BEHAVIOR: THE FOUNDATIONS OF ADVERTISING	5
4	MARKET SEGMENTATION AND THE MARKETING MIX: DETERMINANTS OF CAMPAIGN STRATEGY	6
5	PLANNING MEDIA STRATEGY: DISSEMINATING THE MESSAGE	9
6, 7	CREATIVE STRATEGY AND THE CREATIVE PROCESS	10
8	CREATIVE EXECUTION: ART AND COPY	11
9	PRINT, ELECTRONIC AND DIGITAL MEDIA PRODUCTION	12
10	USING PRINT MEDIA	13
11,12	USING ELECTRONIC MEDIA: TELEVISION AND RADIO	14
13	USING DIGITAL, INTERACTIVE MEDIA	15
	SOCIAL MEDIA	16
14	USING OUT-OF-HOME, EXHIBITIVE AND SUPPLEMENTARY MEDIA	17
<b><u>TIME PERMITTING:</u></b>		
	RELATIONSHIP BUILDING: DIRECT MARKETING, PERSONAL SELLING, AND SALES PROMOTION	18
	RELATIONSHIP BUILDING: PUBLIC RELATIONS, SPONSORSHIP AND CORPORATE ADVERTISING	19
15	<b>GROUP PRESENTATIONS</b>	
	<b>FINAL EXAM</b>	

**ACADEMIC DISHONESTY POLICY STATEMENT:**

**Grounds for Dismissal from the Course**

Academic Dishonesty shall in general mean conduct which has as its intent or effect the false representation of a student's academic performance, including but not limited to (a) cheating on an examination, (b) collaborating with others in work to be presented, contrary to the stated rules of the course, (c) plagiarizing, including the submission of others' ideas or papers (whether purchased, borrowed, or otherwise obtained) as one's own, (d) stealing or having unauthorized access to examination or course materials, (e) falsifying records of laboratory or other data, (f) submitting, if contrary to the rules of a course, work previously presented in another course, and (g) knowingly and intentionally assisting another student in any of the above, including assistance in an arrangement whereby any work, classroom performance, examination or other activity is submitted or performed by a person other than the student under whose name the work is submitted or performed.

**DISABILITY POLICY STATEMENT:**

If you have a disability that may affect your progress in this course, please meet with a Disability Service Provider (DSP) as soon as possible. Please note that accommodations cannot be provided until you provide written authorization from a DSP.

<b>TRCC Disabilities Service Providers</b> Counseling & Advising Office Room A-119	
<b>Matt Liscum</b> (860) 215-9265	<ul style="list-style-type: none"><li>• Physical Disabilities</li><li>• Sensory Disabilities</li><li>• Medical Disabilities</li><li>• Mental Health Disabilities</li></ul>
Matt Liscum (860) 215-9265	<ul style="list-style-type: none"><li>• Learning Disabilities</li><li>• ADD/ADHD</li><li>• Autism Spectrum</li></ul>