

## ADVERTISING

## ADV

**Department of Advertising  
College of Communication  
Arts and Sciences**
**160 Media Relations for Professionals**

Fall, 4(4-0) SA: ADV 123

Introduction to media relations for professionals in any field. Types of media, interactions with media, and planning of media relations programs.

**205 Principles of Advertising**

Fall, Spring, Summer. 4(4-0)

Principles and practices of advertising in relation to economies, societies, and mass communication.

**220 Creative Processes in Advertising**

Fall, Spring. 3(3-0) P: ADV 205 or concurrently R: Open to undergraduate students in the Department of Advertising, Public Relations and Retailing. SA: ADV 317, ADV 320

Psychology of the creative process. Relationship of creativity to the development of ideas and messages in the major advertising media.

**225 Writing for Public Relations**

Fall, Spring, Summer. 3(3-0) R: Open to undergraduate students in the James Madison College or in the College of Communication Arts and Sciences or in the Agriscience major or approval of department.

Theory and practice of preparing written business communications.

**260 Principles of Public Relations**

Fall, Spring, Summer. 3(3-0) SA: ADV 227

Role and function of public relations in society. History of the field. Roles of practitioners and understanding the unique professional areas within the field of public relations.

**275 Integrated Strategy**

Fall, Spring, Summer. 3(3-0) P: ADV 205

Practice in strategic reasoning from institutional and individual perspectives to aid the planning of communication campaigns for industry or nonprofit organizations. Relationship between objectives, strategies and tactics in the fields of advertising, retailing and public relations.

**322 Copy Writing and Art Direction**

Fall, Spring, Summer. 3(2-2) P: (ADV 205 and (ADV 220 or concurrently)) and completion of Tier I writing requirement R: Open to undergraduate students in the Department of Advertising, Public Relations and Retailing.

Exploratory process used by writers and artist directors to solve clients' advertising problems. Creation of ads through writing and visual components.

**324 Introduction to Creative Media**

Fall, Spring, Summer. 3(0-6) P: ADV 205 and (ADV 220 or concurrently) R: Open to undergraduate students in the Department of Advertising, Public Relations and Retailing. SA: ADV 321

Production of materials for magazine, direct mail, and newspapers using computer assisted production techniques.

**325 Public Relations Techniques and Ethics**

Fall, Spring, Summer. 3(3-0) P: (ADV 225 or CAS 299 or JRN 200 or JRN 205) and ADV 260 and (COM 200 or STT 200) R: Open to undergraduate students in the Public Relations Specialization.

Production of written messages to achieve strategic organizational communication objectives. Development of the student's public relations portfolio. Public relations as a strategic management function.

**326 Advanced Creative: Media I**

Fall. 3(0-6) P: ADV 220 and (ADV 324 or concurrently) SA: ADV 426

Creation of print advertising. Creative research, strategy development, and writing copy for newspaper, magazine, outdoor, and direct mail.

**330 Advertising Management**

Fall, Spring. 3(3-0) P: ADV 275 R: Open to students in the Advertising major.

Advertising problems from the perspective of managers responsible for solving problems. Identify problems, develop alternative solutions, and evaluate proposed solutions.

**334 International Advertising**

Spring. 3(3-0) P: ADV 275 RB: ADV 375 R: Open to juniors or seniors in the Advertising major or approval of department. SA: ADV 470

Advertising decisions and consumer behavior. Political systems, literacy rates, new technologies, consumer behavior, and culture. Decision making, strategy, media selection, creative execution and campaign evaluation.

**340 Advertising and Public Relations Research Methods**

Fall, Spring. 3(3-0) P: ADV 275 R: Open to students in the Advertising major.

Gathering information and use of information for more effective communications strategies.

**342 Account Planning**

Spring. 3(3-0) P: (ADV 330 or concurrently) or (ADV 340 or concurrently) or (ADV 350 or concurrently) R: Open to undergraduate students in the Advertising major or approval of department.

Principles of account planning. Strategic thinking, use of focus groups, and other qualitative methods.

**350 Advertising Media Planning and Strategy**

Fall, Spring. 3(3-0) P: ADV 275 R: Open to students in the Advertising major. SA: ADV 346

Introduction to advertising media planning. Characteristics of media, media terminology and calculations. Use of syndicated media research and development of media plans.

**352 Media Sales**

Fall. 3(3-0) R: Open to juniors or seniors in the Advertising major or in the Sales Communication Specialization.

Process of media sales, operation of sales and marketing departments, analyzing local media, and customized advertising using cross-selling.

**354 Interactive Advertising Design**

Fall, Spring. 3(3-0) P: ADV 324 R: Open to undergraduate students in the Advertising major.

Concepts, technologies and skills in designing, developing and maintaining major forms of interactive advertising. Creative aspects of interactive media including web sites, banner ads, rich media, and 3D objects.

**360 Advanced Sales Communication**

Fall, Spring. 3(3-0) Interdepartmental with Communication and Marketing. Administered by Communication. P: MKT 313 and (MKT 300 or MKT 327) RB: COM 100 R: Open to undergraduate students in the Sales Communication Specialization.

Need-based selling and leadership role in meeting client needs. Advanced methods of questioning, customer need analysis, negotiation, effective presentations and interpersonal communication relationships with clients. Sales role-playing presentations, business and technical writing, portfolio presentations, and case studies.

**375 Consumer Behavior**

Fall, Spring, Summer. 3(3-0) R: Open to juniors or seniors in the Advertising major or in the Retailing major or in the Sales Communication Specialization. SA: ADV 473

Theories of consumer behavior and their applications to advertising, public relations and retailing.

**386 Campaign Competition**

Fall. 3(0-3) P: ADV 205 and (ADV 220 or ADV 275) R: Approval of department; application required.

Research, analyze, develop, and execute an integrated marketing and advertising campaign for selected client. Written recommendations and presentations for competition.

**402 Public Relations Topics in Advertising**

Fall, Spring, Summer. 1(1-0) A student may earn a maximum of 6 credits in any or all enrollments in ADV 402, COM 402, JRN 402, or RET 402. P: (ADV 225 or JRN 200 or JRN 205 or CAS 299) and ADV 260 and (COM 200 or STT 200) R: Approval of department.

Current topics related to the practice of public relations.

**413 Issues in Contemporary Advertising**

Fall, Spring, Summer. 1 to 2 credits. A student may earn a maximum of 8 credits in all enrollments for this course.

Current issues in advertising and related disciplines.

**425 Public Relations Strategy**

Fall, Spring. 3(3-0) P: (ADV 225 or CAS 299 or JRN 200 or JRN 205) and (ADV 260 and ADV 325) and (COM 200 or STT 200) R: Open to undergraduate students in the Public Relations Specialization.

Analyze classic and current public relations cases. Apply strategy to communicating in business contexts. Understand strategy developed and executed for the purpose of achieving goals and objectives. Exposure to specific business problems and their solutions.

**428 Advanced Creative: Media II - Branding**

Spring. 3(0-6) P: ADV 326 SA: ADV 417

Visual approach to solving branding challenges across various media. Creative research, strategy development. Impact of the visual experience on the audience.

## Advertising—ADV

- 430 Social Marketing: Theory and Practice**  
Fall, Spring. 3(3-0) P: {ADV 275 and (ADV 330 or ADV 340 or ADV 350) } or (MKT 300 or MKT 327) R: Open to juniors or seniors or graduate students in the Department of Advertising, Public Relations and Retailing and open to juniors or seniors in the Department of Marketing.  
Use of marketing concepts and tools from sociology, psychology, commercial marketing, and public opinion research to promote individuals' pro-social and health behaviors. Application of strategies that improve quality of life and result in behavioral and societal changes in positive ways.
- 436 Promotions and Sponsorships**  
Spring. 3(3-0) P: ADV 375 or concurrently R: Open to undergraduate students in the Advertising major or in the Retailing major or in the Food Industry Management major. SA: ADV 336  
Corporate communication activities used to elicit consumer response to a product and service mix. Non-traditional advertising strategies, cross-promotion strategies, and strategies for non-profit organizations.
- 450 Advertising Portfolio Development**  
Fall, Spring. 3(0-6) P: ADV 428 or concurrently  
Capstone course for advertising directors and designers. Portfolio development and individual critique by professionals.
- 456 Interactive Advertising Management**  
Fall, Spring. 3(3-0) P: ADV 330 or ADV 340 or ADV 350 R: Open to students in the Department of Advertising, Public Relations and Retailing.  
Theory and practice of interactive advertising, e-commerce, Internet advertising, online sales promotion, online public relations, virtual communities, and Internet research.
- 475 Advertising and Society**  
Fall, Spring, Summer. 3(3-0) P: ADV 375 or concurrently RB: ADV 320 or ADV 330 or ADV 340 or ADV 350 R: Open to undergraduate students in the Advertising major. SA: ADV 465  
Impact of advertising on society, culture and economy. Representation of minorities, women, and the elderly in advertising; free speech, advertising law, and regulatory organizations; ethical decision making strategies; and advertising's economic role in information, competition, price, and product choice.
- 486 Integrated Campaigns**  
Fall, Spring, Summer. 4(3-2) P: {(ADV 220 or ADV 330 or ADV 340 or ADV 350) and (ADV 375 or concurrently)} or ADV 325  
Development of integrated marketing and advertising campaigns for clients. Creative, media and marketing communication elements.
- 490 Independent Study**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Open only to juniors or seniors in the Department of Advertising. Approval of department; application required.  
Supervised individual study in an area of advertising or public relations.
- 492 Special Topics in Advertising**  
Fall, Spring, Summer. 1 to 8 credits. A student may earn a maximum of 9 credits in all enrollments for this course. P: ADV 275 R: Open only to Advertising majors.  
Varied topics pertaining to the study of advertising and public relations processes.
- 493 Advertising and Public Relations Internship**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. P: ADV 275 R: Approval of department; application required.  
Supervised experience in a professional environment.
- 823 Consumer Behavior**  
Spring. 3(3-0)  
Concepts and theories from behavioral sciences. Their use for developing advertising and public relations programs. Interpersonal and mass communication influences on consumer behavior.
- 826 Advertising and Promotion Management**  
Fall, Spring. 3(3-0) RB: MSC 805 or concurrently  
Planning promotional strategy. Establishing policies for decision-making. Execution and evaluation of advertising and sales promotion programs. Emphasis on case analysis.
- 831 Serious Game Theories**  
Fall. 3(3-0) Interdepartmental with Telecommunication. Administered by Telecommunication. R: Open to graduate students in the Department of Telecommunication, Information Studies and Media or approval of department.  
Theories and research on effects of serious games on cognition, affect, engagement, learning, and persuasion. Creating effective serious games.
- 836 Innovations in Strategic Communications**  
Spring. 3(3-0)  
Alternative methods of advertising. Effects of non-traditional advertising strategies on consumers. Theoretical and methodological approaches.
- 843 Strategic Brand Communication**  
Spring of odd years. 3(3-0) RB: Some coursework in business or communications  
Brand communication research and strategy. Applications to new media and technology. Innovation and brand development, emphasizing futures research and perceptual mapping.
- 846 Management of Media Programs**  
Fall. 3(3-0)  
Planning, execution, and control of media programs. Theory and techniques of budget allocation including marginal analysis, mathematical programming, simulation and game theory.
- 850 Public Relations Planning**  
Fall. 3(3-0)  
Planning, execution, and evaluation of public relations programs. Theories, techniques, and applications. Topics include media relations, government relations, and fundraising.
- 860 Media Relations**  
Spring. 3(3-0) RB: Professional experience in public relations.  
Theory and practice of how public relations professionals work with the news media to communicate with external publics.
- 865 Advertising and Society**  
Spring. 3(3-0)  
Impact of advertising on individuals, society, and the economy. Public policy issues relevant to advertising. Regulation by government and industry.
- 870 International Advertising**  
Spring. 3(3-0) RB: ADV 826 or concurrently  
International dimensions of advertising and other marketing communications. Comparative analysis of economic, cultural, and legal conditions that affect advertising activities. International and foreign media.
- 875 Advertising and Public Relations Research**  
Fall. 3(2-2) RB: One introductory research design or statistics course. R: Open to graduate students in the College of Communication Arts and Sciences.  
Data collection and analysis. Use and interpretation of software package output.
- 890 Independent Study**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Open only to graduate students in Advertising, Public Relations and Retailing. Approval of department.  
Directed study under faculty supervision.
- 892 Special Topics**  
Fall, Spring. 3(3-0) A student may earn a maximum of 6 credits in all enrollments for this course.  
Emerging topics in advertising and public relations.
- 899 Master's Thesis Research**  
Fall, Spring, Summer. 1 to 8 credits. A student may earn a maximum of 8 credits in all enrollments for this course. R: Open only to students in advertising and public relations.  
Faculty supervised thesis research.
- 900 Theory Building in Media and Information Studies**  
Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Advertising.  
Concepts and issues relating explanation, scientific inquiry, theory building and applications to interdisciplinary studies in media and information.
- 916 Qualitative Research Methods**  
Spring. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Journalism. R: Open only to doctoral students in the College of Communication Arts and Sciences or Department of Communication.  
Qualitative research in mass and specialized communication systems. Topics include documentary, bibliographic, case study and participant observation methods.
- 921 Media Theory**  
Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Advertising. R: Open only to doctoral students in College of Communication Arts and Sciences or the Department of Communication.  
Process and effects of mediated communication. Audiences, socialization, and persuasion. Macrosocietal, and intercultural perspectives. Theory construction.

**930 Law and Public Policy of the Media**

Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Journalism. R: Open only to doctoral students in the Media and Information Studies major.

Philosophical, legal, political, and statutory principles underlying law and public policy applied to media. Selected issues involving constitutional law, common law, statutes, and administrative policy.

**960 Media and Technology**

Spring. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Telecommunication. R: Open only to doctoral students in the Communication Arts and Sciences-Media and Information Studies major or Communication major or approval of department.

Theoretical frameworks concerning media and communication processes, and their interactions with technology. Social, organizational, critical, and economic perspectives.

**965 Media Economics**

Spring. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Telecommunication. R: Open only to doctoral students in the Communication Arts and Sciences-Media and Information Studies major or Communication major or approval of department.

Economic theory and analysis relevant to the mass media. Economic structure and performance of mass media and advertising industries. Competition among media and within related industries.

**975 Quantitative Research Design**

Fall. 3(3-0) Interdepartmental with Journalism and Telecommunication. Administered by Advertising. RB: One graduate-level research design or statistics course. R: Open only to doctoral students in the Media and Information Studies major.

Survey, experimental and content-analytic techniques applied to the study of media. Academic and applied research methods. Univariate and multivariate techniques.