ADVERTISING

Department of Advertising and Public Relations
College of Communication Arts and Sciences

205 Principles of Advertising
Fall, Spring, Summer. 3(3-0)
Principles and practices of advertising in relation to economies, societies, and mass communication.

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 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.

322 Copywriting and Art Direction
Fall, Spring, Summer. 3(2-2) P: (ADV 205 and CAS 110) and completion of Tier I writing requirement R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Design Specialization.
Creative process used by writers and art directors to develop ads and multi-media campaigns. Emphasis on writing.

324 Introduction to Creative Media
Fall, Spring, Summer. 3(2-2) P: ADV 205 and CAS 203 and CAS 205 and CAS 206 R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Design Specialization. SA: ADV 321
Apply creative principles used in thinking, research, exploration, and execution by art directors. Advertising problems across media, with an emphasis on visual solutions for print.

325 Public Relations Techniques and Ethics
Fall, Spring. 3(3-0) P: COM 300 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, Spring, Summer. 3(0-6) P: ADV 324 and CAS 204 R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Design Specialization. SA: ADV 426
Applications of creative media to advertising. Design principles that enable art directors to organize information on page or screen to communicate the client’s message clearly and imaginatively.

330 Advertising Management
Fall, Spring. 3(3-0) P: ADV 205 R: Open to sophomores or juniors or seniors in the Advertising Major. Advertising problems from the perspective of managers, client responsibilities for solving problems. Identify problems, develop alternative solutions, and evaluate proposed solutions.

334 International Advertising
Fall, Spring. 3(3-0) 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.

342 Account Planning and Research
Fall, Spring, Summer. 3(3-0) P: ADV 205 R: Open to sophomores or juniors or seniors in the Advertising Major.
Principles of account planning. Strategic thinking, use of focus groups, and other qualitative and quantitative methods. Applied media research methods, practices, techniques and ethics in media settings.

350 Advertising Media Planning and Strategy
Fall, Spring. 3(3-0) P: ADV 205 R: Open to sophomores or juniors or seniors 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, Spring. 3(3-0) P: ADV 205 or MKT 313 R: Open to undergraduate students in the Advertising Major or 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(2-2) P: ADV 324 and CAS 204 R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Design Specialization. SA: ADV 324
Conceptual, aesthetic, and technical skills required to design interactive advertising from web to social media. Emphasis on creative solutions to problems encountered in designing for screen-based devices.

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. 3(3-0) P: ADV 205 or concurrently R: Open to sophomores or juniors or seniors.
Theories of consumer behavior and their applications to promotions disciplines. Using theories to solve problems and make managerial decisions faced by practitioners in advertising agencies, suppliers, and client side marketing functions.

386 Campaign Competition
Fall. 3(0-3) P: ADV 205 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. 1(1-0) A student may earn a maximum of 6 credits in all enrollments for this course. A student may earn a maximum of 6 credits in any or all enrollments in ADV 402, COM 402, or JRN 402. R: Open to undergraduate students in the Public Relations Specialization.
Current topics related to the practice of public relations.

413 Issues in Contemporary Advertising
Fall, Spring, Summer. 1 to 3 credits. A student may earn a maximum of 9 credits in all enrollments for this course.
Current issues in advertising and related disciplines.

420 New Media Driver’s License
Fall, Spring, Summer. 3(3-0) R: Open to students in the Department of Advertising and Public Relations or approval of department.
Continued development of aesthetic and technical copywriting skills to develop ads and multi-media campaigns that solve advertising problems; emphasis on ideation and self-critiquing.

425 Public Relations Strategy
Fall, Spring. 3(3-0) P: COM 300 or STT 200 R: Open to undergraduate students in the Public Relations Specialization. Classic and current public relations cases. Strategies to communicate business concepts. Exposure to specific business problems and their solutions.

428 Advanced Creative: Media II
Fall, Spring. 3(0-6) P: ADV 326 and ADV 354 R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Design Specialization. SA: ADV 417
Creative execution skills to explore the power of branding. Visual solutions that reinforce the brand experience through ads, campaigns, and collateral material. Creative research, strategy development.

430 Social Marketing: Strategy and Practice
Fall, Spring. 3(3-0) P: (MKT 300 or concurrently) or (MKT 327 or concurrently) R: Open to juniors or seniors in the Department of Advertising and Public Relations or in the Department of Communication 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.
Advertising—ADV

431
Monitoring and Measuring Social Media of Brands
Fall, Spring. 3(3-0) Fall: Detroit. Spring: Detroit. P: ADV 420 R: Open to students in the Department of Advertising and Public Relations.
Social media monitoring and analysis for businesses and brands including advanced keyword building and search techniques. Discovering business insights through social media listening and applying insights through a social media response plan.

432
Digital Media Planning and Buying
Fall, Spring. 3(3-0) Fall: Detroit. Spring: Detroit. P: ADV 420 R: Open to students in the Department of Advertising and Public Relations.
Media planning and buying for web-based business applications. Budget-building, media mix recommendations, performance analysis, and support for business decisions.

433
Internet Video Promotion Strategy
Fall, Spring. 3(3-0) Fall: Detroit. Spring: Detroit. P: ADV 420
Promotional video production focusing on brands or companies. Use of metrics and analytical tools to determine impact of promotional video. Video distribution strategies.

434
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
Portfolio Preparation
Fall, Spring. 3(0-6) P: ADV 428 R: Approval of department; application required.
Editing past work and developing new projects. Strengthening, expanding, and finalizing individual portfolios for career enhancement. Critique by professionals.

455
Intensive Portfolio Workshop
Summer. 1 to 9 credits. A student may earn a maximum of 9 credits in all enrollments for this course. P: ADV 322 and ADV 326 and ADV 354 R: Open to juniors or seniors. Approval of department; application required. Create portfolio works across various platforms (print and screen) that meet current industry standards. Teams of student art directors and copywriters collaborate to generate advertising solutions.

456
Interactive Advertising Management
Fall, Spring. 3(3-0) P: ADV 330 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. 3(3-0) P: ADV 205 RB: ADV 330 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.

481
Retail Strategy Analysis
Spring. 3(3-0) P: MKT 300 or MKT 313 or MKT 327 RB: Knowledge of income and balance sheet financial statements is important R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Sales Communication Specialization or approval of department. SA: HED 481, RET 481
Strategic and financial planning for retailers.

486
Integrated Campaigns
Fall, Spring, Summer. 3(2-2) P: (CAS 110 and ADV 330 and ADV 342 and ADV 350) or ADV 325 R: Open to undergraduate students in the Department of Advertising and Public Relations or in the Public Relations Specialization. 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 to undergraduate students. 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. R: Not open to freshmen. Varied topics pertaining to the study of advertising and public relations processes.

493
Advertising and Public Relations Internship
Fall, Spring. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. P: ADV 205 R: Open to undergraduate students in the Department of Advertising, Public Relations and Retailing. Approval of department; application required. Supervised experience in a professional environment.

494
Practicum in Research/Creative Works and Instruction
Fall, Spring. 1 to 4 credits. A student may earn a maximum of 9 credits in all enrollments for this course. R: Open to sophomores or juniors or seniors in the Department of Advertising and Public Relations. Approval of department. Structured participation in departmental research teams/creative work, classroom management and applied practice in the community.

803
Introduction to Quantitative Research Methods
Fall, Summer. 3(3-0) Interdepartmental with Communication and Journalism and Media and Information. Administered by Communication. SA: ADV 875, COM 800, JRN 817, TC 802
Introduction to quantitative social science research methods and applied analyses for understanding research reports and developing graduate level research projects.

810
Public Relations Concepts and Distinctions
Fall. 3(3-0)
Principles of public relations as a management discipline. Developing, maintaining and enhancing organizational-public relationships with emphasis on theoretical, practical, and research-based foundations.

823
Consumer Behavior Theories
Fall, Spring. 3(3-0)
Concepts and theories from behavioral sciences applied to consumer decision making. Application of theories to develop consumer behavior research studies, advertising and public relations programs. Interpersonal and mass communication applied to consumer decision making.

826
Advertising and Promotion Management
Fall, Spring. 3(3-0) P: MKT 805 and ADV 823 and (COM 803 or concurrently)
Planning promotional strategy. Establishing policies for decision-making. Execution and evaluation of advertising and sales promotion programs. Emphasis on case analysis.

830
Seminar in Social Marketing
Spring. 3(3-0) Interdepartmental with Marketing. Administered by Advertising. In-depth reading and critical thinking about theories and principles in social marketing. Application of theory and empirical research to evaluating and planning social marketing programs.

836
Media Innovations
Fall. 3(3-0)
Alternative methods of advertising. Effects of non-traditional advertising strategies on consumers. Theoretical and methodological approaches.

843
Strategic Brand Communication
Fall. 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
Media Strategy
Spring. 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 Management
Fall. 3(3-0)
Managing public relations campaigns and programs, including research, planning, implementation, and evaluation. Using theory and practice to design strategic public relations programs for clients or sponsoring organizations.
855  Public Relations Theories  
Spring. 3(3-0) P: ADV 850  
Evolving and relevant theories drawn from psychology, communication, sociology, education and management that guide research and inform the management function of effective public relations counseling.

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.

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 to graduate students. Approval of department. Directed study under faculty supervision.

892  Special Topics  
Fall, Spring. 3(3-0) A student may earn a maximum of 9 credits in all enrollments for this course.  
Emerging topics in advertising and public relations.

893  Internship  
Fall, Spring, Summer. 1 to 3 credits. A student may earn a maximum of 3 credits in all enrollments for this course. R: Open to graduate students in the Department of Advertising, Public Relations and Retailing. Approval of department. Supervised experience in advertising and/or public relations settings.

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 to students in the Advertising major or in the Public Relations Major.  
Faculty supervised thesis research.

900  Theory Building in Media and Information Studies  
Fall. 3(3-0) Interdepartmental with Journalism and Media and Information. Administered by Advertising.  
Concepts and issues relating explanation, scientific inquiry, theory building and applications to interdisciplinary studies in media and information.

960  Media and Technology  
Spring. 3(3-0) Interdepartmental with Journalism and Media and Information. Administered by Media and Information. R: Open to doctoral students in the Communication Major or in the Media and Information Studies Major or approval of department. SA: TC 960  
Theoretical frameworks concerning media and communication processes, and their interactions with technology. Social, organizational, critical, and economic perspectives.

975  Quantitative Research Design  
Fall. 3(3-0) Interdepartmental with Journalism and Media and Information. Administered by Advertising. RB: One graduate-level research design or statistics course. R: Open to doctoral students.  
Survey, experimental and content-analytic techniques applied to the study of media. Academic and applied research methods. Univariate and multivariate techniques.

985  Advanced Quantitative Analysis for Media  
Spring. 3(3-0) Interdepartmental with Journalism and Media and Information. P: ADV 975 RB: Masters-level research course in addition to ADV 975.  
Multivariate research methods for media and information studies research.