



FILED APR 18 2000
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BRITISH COLUMBIA INSTITUTE OF TECHNOLOGY

Course Outline **Part A**

Business

Program: **PART TIME STUDIES**

Option: **Marketing Management**

MKTG 2202

**Introduction to Marketing
Communications**

Hours/Week:	3	Total Hours:	36	Term/Level:	200020
Lecture:	3	Total Weeks:	12	Credits:	3

Prerequisites: **MKTG 1102 – Essentials of Marketing**

Candidates must possess credentials for the FOUNDATIONS OF MARKETING (core course)

Course Objectives:

Upon completion of this course, the student will be able to:

- Explain how the basic elements of the promotional mix are used within the broader discipline of marketing
 - Critique promotional tactics and materials objectively on the basis of marketing, media and creative strategies.
 - Describe the process that organizations use in planning and execution of the promotional campaign.
 - Identify the various types of advertising and promotional efforts used by organizations.
 - Apply current approaches to the principles and techniques of promotion, including direct response, advertising, public relations and event marketing.
 - Develop a promotional plan based on the marketing plan of a company, using the elements of the promotional mix.
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Evaluation

Final Exam	30%
Midterm	30%
Project	30%
Participation	10%

TOTAL	100%
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ATTENDANCE:

Regular attendance is required. Students must attend at least 80% of all classes unless other arrangements are made with the instructor(s). Failure to do so may result in the student being prevented from completing the course.

Course Summary:

This course presents an overview of integrated marketing communications strategies; advertising, sales promotion, direct marketing, public relations/publicity and event marketing. The course is targeted at students pursuing MARKETING CERTIFICATE AND DIPLOMA programs and examines in depth the advantages and importance of each promotional method as applied to marketing strategies. This course is a prerequisite for 2nd level advertising promotion courses.

Course Record

Developed by:	_____	Date:	_____
	Instructor Name and Department (signature)		
Revised by:	_____	Date:	_____
	Instructor Name and Department (signature)		
Approved by:	_____	Start Date:	_____
	Associate Dean (signature)		



BRITISH COLUMBIA INSTITUTE OF
TECHNOLOGY

Course Outline **Part B**

Business

Program: **PART TIME STUDIES**

Option: **Marketing Management g**

MKTG 2202

Introduction to Marketing Communications

Effective Date

April 2000

Instructor(s)

Laureen Block

Office No.: 929-0657

Office Hours:

Phone: 929-0657

Required Text(s) and Equipment

Contemporary Advertising – by Arens (7th Edition), Publisher: IRWIN

Reference Text(s) & Recommended Equipment

National Post and Globe and Mail Report on Business

Strategy Magazine (Available on the Internet)

Marketing Magazine (Available on the Internet)

Adweek, Brand Week (Available on the Internet)

Direct Marketing (Available on the Internet)

Fast Company (Available on the Internet)

COURSE NOTES (Policies and Procedures)

ALL OUTLINES, SCHEDULES AND MARK ALLOCATIONS ARE SUBJECT TO CHANGE.

This course outline may assist you in the future to receive credit for all or part of a course from another post-secondary institution or from a professional program. It is strongly recommended that you keep this course outline in a safe place for future reference.

CHEATING, PLAGIARISM AND DISHONESTY: "Acts of cheating, plagiarism and dishonesty are not tolerated; the degree of punitive action may range from a written warning to withdrawal from the program. These penalties may also be applied to student who knowingly contribute to the act of dishonesty, cheating and plagiarism." (Refer to the current BCIT Calendar.)

ASSIGNMENTS; Late assignments or projects will not normally be accepted for marking unless agreed to by the instructor.

CLASS CONDUCT: Students are expected to act professionally during class. Students disrupting classes or disturbing others during class will be asked to leave and their behaviour will be reported to their program head.

COURSE OUTLINE CHANGES: The material specified in this course outline may be changed by the instructor. If changes are required, they will be announced in class.

Session	Outcome/Material Covered	Reference/ Reading	Assignment	Due Date
1	Introductions Advertising and Marketing Advertising Impact	Chap 1 Chap 2		Apr 11
2	Consumer Behaviour Market Segmentation	Chap 4 Chap 5		Apr 18
3	Advertising Agencies Video: Agency Life Marketing Planning	Chap 3 Video Chap 7		Apr 25
4	Print Media Bring newspaper and magazine Term Project Work	Chap 14	In-class	May 2
5	Public Relations/Sponsorship Midterm discussion	Chap 10	In-class debate	May 9
6	MID TERM EXAM			May 16
7	Broadcast Media Out-of-home Advertising	Chap 15 Chap 17		May 23
8	Direct Marketing Bring samples Videos: Telemarketing/ Infomercials	Chap 9* Videos	In-class	May 30
9	Sales Promotion Contest: bring promo items	Chap 9*	Contest	Jun 6
10	Internet Marketing	Chap 16	In-class	Jun 13
11	PRESENTATIONS		Hand in projects	Jun 20
12	FINAL EXAM June 27th			Jun 27