

61759 - Below the line marketing communications

Información del Plan Docente

Academic Year	2017/18
Faculty / School	109 - Facultad de Economía y Empresa
Degree	555 - Master's in Management, Strategy and Marketing
ECTS	3.0
Year	1
Semester	Second semester
Subject Type	Optional
Module	---

1.General information

1.1.Introduction

1.2.Recommendations to take this course

1.3.Context and importance of this course in the degree

1.4.Activities and key dates

2.Learning goals

2.1.Learning goals

2.2.Importance of learning goals

3.Aims of the course and competences

3.1.Aims of the course

3.2.Competences

4.Assessment (1st and 2nd call)

4.1.Assessment tasks (description of tasks, marking system and assessment criteria)

5.Methodology, learning tasks, syllabus and resources

5.1.Methodological overview

The learning process that has been designed for this course is based on the following activities:

- Lectures: introduction of the theoretical concepts of the course. In this sessions students are expected to participate, which will encourage the discussion and critical analysis of the concepts and research presented in the class.
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Analysis and discussion of research papers related to the course: instructors will select several research papers and students will prepare and present summaries of these papers including the possible limitations of the articles.

- Elaboration and presentation of a research project: students, organised in groups, will prepare and present a research project based on experimentation. They will have to define the objectives of the project, design and develop the research pretests, as well as explain how they would carry out the research.

5.2.Learning tasks

The course includes the following learning tasks:

- Lectures and discussion of the contents
- Discussion of research papers
- Elaboration and presentation of projects

5.3.Syllabus

The course will address the following topics:

Topic 1. Marketing communication:

Marketing communication mix

Relevance of below-the-line communications

Research about below-the-line communications

Methods used in research about below-the-line communications

Topic 2. The use of below-the-line communications tools in brand management

Topic 3. Below-the-line communications tools: sales promotions, cause-related marketing, sponsorship, and public relations.

Below-the-line communications: consumer response models

Relevant variables in the design of below-the-line communications campaigns

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Evaluation models

Topic 4. Below-the-line communications: new trends

5.4.Course planning and calendar

This course has 3 ECTS credits. Sessions will be distributed as follows:

1 session: presentation and introduction to the course: 2 hours

14 theoretical-practical sessions: 28 hours.

It is expected that students spend time outside the classes reviewing the contents of the course, working on the research papers and the research project. Student workload is equivalent to 75 working hours.

The timetable of sessions will be announced on the Faculty website. Presentation dates will be announced by teachers.

5.5.Bibliography and recommended resources