

DEGREE CURRICULUM ADVERTISING

Coordination: SERRANO TOLDRA, JUDIT

Academic year 2022-23

Subject's general information

Subject name	ADVERTISING								
Code	101935								
Semester	2nd Q(SEMESTER) CONTINUED EVALUATION								
Typology	Degree		Course	Character		Modality			
	Bachelor's De Audiovisual C and Journalis	Communication	3	COMPULSORY		Attendance- based			
Course number of credits (ECTS)	6								
Type of activity, credits, and groups	Activity type	PRAU	AULA		TEORIA				
	Number of credits	3		3					
	Number of groups	2			2				
Coordination	SERRANO TOLDRA, JUDIT								
Department	CATALAN STUDIES AND COMMUNICATION								
Teaching load distribution between lectures and independent student work	Hybrid teaching modality: - Face-to-face hours (HP): 30 2-hour sessions = 60 HP - Autonomous work (TA): 90 TA hours.								
Important information on data processing	Consult this link for more information.								
Language	Catalan and Spanish (Group 1) English (Group 2)								

Teaching staff	E-mail addresses	Credits taught by teacher	Office and hour of attention
RÚBIES BALLARÍN, MARINA	marina.rubies@udl.cat	6	
SERRANO TOLDRA, JUDIT	judit.serrano@udl.cat	6	

Subject's extra information

This subject wants to introduce students to the communicative and business world of advertising through two pillars: advertising analysis and advertising creation.

We will discover the origins of advertising and we will advance until we reach the most innovative advertising trends of the moment.

We will learn the process of creation of the idea and the process with the client company, the structures of the advertising agencies and the consequences of the industry in the whole of the information and communication society.

Learning objectives

Provide resources to students to help them achieve theoretical and practical knowledge about the world of advertising communication, encouraging their analytical and creative capacity. Help to discover and develop:

- Communication trends in institutions, organizations and companies.
- The sociology and deontology of advertising communication. Basic principles of the persuasive advertising message.
- Basic foundations of the advertising process.
- Discover advertising agents and the relationships established between them: advertiser, agency, media, target, audience, consumer.
- Discover genres and advertising formats.

Competences

Basic:

CB5. Know how to develop those learning skills necessary to undertake further studies with a high degree of autonomy.

General:

- CG2. Develop the capacity for organization and planning.
- CG3. Apply theoretical knowledge in practical activity.
- CG6 Develop creativity, innovation and competitiveness.

Specific

CE7. Identify and apply the ethical foundations and professional deontology in the exercise of activities related to #los media.

CE16. Develop and apply knowledge on the management of institutional and business communication, as well as on different strategies in the areas of corporate and advertising communication.

Transversal:

CT4. Acquire basic knowledge of entrepreneurship and professional environments.

Subject contents

PART 1: Introduction to advertising

T1 Definition of advertising. The relationship between advertising and marketing concepts

T2 Components and elements of advertising. Advertising typologies

T3 Historical evolution of advertising and its elements. Current situation

PART 2: Agents of the advertising industry

T4 The advertiser company

T5 The advertising companies. The media agency. The production company

T6 The media. Digital Marketing and Advertising. Media planning strategies

T7 The consumer

PART 3: The advertising message and the creative process

T8 Effects of advertising. Features of the advertising message and design. Sexist advertising and women's role in advertising content

T9 The advertising campaign I. Creation. The advertising campaign II. The execution

T10 New forms of advertising and new professional profiles

T11 Advertising law and ethics

Methodology

Face-to-face hours -in the classroom- and autonomous work:

A) Face-to-face hours in the classroom

- Masterclasses: Presentation of the contents of the subject orally by the teacher.
- Directed debate: To promote oral expression and comprehension in a group conversation in which the topic can be prepared, but the development of the interventions cannot.
- Collaborative activity: Learning activity that must be done through the collaboration of members of a group.
- Written work: Activity consisting in the submission of a written document.
- Case study: Method used to study an individual, an institution, a problem, etc. in a contextualised and detailed way.
- Tutorials: guidance, advice and resolution of doubts in small groups or individually.

C) Autonomous work (TA)

- Autonomous work by students: practices, exercises, assigned readings or studying other materials, questionnaires, etc.
- Online discussions through virtual forums.

Development plan

6th Feb. - 3rd Mar. Part 1

6th Mar. - 14th Apr. Part 2

17th Apr. - 26th May Part 3

The schedule with the specific content of each class and the dates of the tests and assignments will be facilitated in the first class, when the subject will be presented.

Evaluation

Assessment tasks	Individual (I) or Group (G)	%
Practice I: Advert analysis project	G	15%
Practice II: Campaign project - advert creation	G	25%
Oral presentation	G	10%
Exam Part 1	I	5%
Exam Part 2	I	5%
Final exam	I	30%
Attendance, participation in debates and small activities, both in class and online	I	10%

Total: 100%

SUMMARY:

- Projects: 40%

- Written exams: 40%

- Class attendance and Oral presentation: 20%

OBSERVATIONS:

- You must pass the final exam with a minimum grade of 5 (out of 10) in order to pass the subject.
- The only assessment task that can be resat is the Final exam (30%).
- Plagiarism is not permitted. If plagiarised material is detected, what is established in the 'Regulations for the Assessment and Grading of Student Learning in UdL Bachelor's and Master's Degrees' will be applied.
- The subject's assessment is continuous. Students who combine their degree with a full-time job or a part-time job with schedules coinciding with classes have the right to ask for alternative assessment within 5 days after the beginning of the semester. For information, please send an e-mail to academic@lletres.udl.cat or ask for information at the Faculty's office (Secretaria de la Facultat de Lletres).

Bibliography

Armstrong, J. Scott (2010). Persuasive Advertising: Evidence-based principles. Palgrave Macmillan.

Belch, George E., & Belch, Michael A. (2018). *Advertising and Promotion an Integrated Marketing Communications Perspective.* (11th ed.). New York, NY: Mc Graw Hill.

Caples, John (1997). Tested Advertising Methods. (5th ed.). Prentice-Hall.

Cook, Guy (2001). The discourse of advertising. Psychology Press.

Davidson, Martin P. (2013). The consumerist manifesto: Advertising in postmodern times. Routledge.

Diamond, Stephanie. (2019). Digital Marketing All-in-One For Dummies. New Jersey: Wiley.

Fennis, Bob M., & Stroebe, Wolfgang (2015). The psychology of advertising. Psychology Press.

Ferrell, O. C., & Hartline, Michael D. (2011). *Marketing Strategy: Text and Cases*. Mason, OH: South-Western, Cengage Learning.

Fletcher, Winston (2010). Advertising: A Very Short Introduction. New York: Oxford University Press.

Goddard, Angela (2002). The language of advertising: written texts. Psychology Press.

Graves, Philip (2010). Consumer.ology: The Market Research Myth, the Truth about Consumers and the Psychology of shopping. Nicholas Brealey Publishing.

Griffiths, Andrew (2004). 101 Ways to Advertise Your Business. Crows Nest: Allen & Unwin.

Handley, Ann (2014). *Everybody Writes: Your Go-To Guide to Creating Ridiculously Good Content*. New Jersey: Wiley.

Hennessy, Brittany (2018). *Influencer: Building Your Personal Brand in the Age of Social Media.* New York: Citadel Press.

Hill, Dan (2010). About Face: The secrets of emotionally effective advertising. Kogan Page.

Kabani, Shama Hyder (2013). The Zen of Social Media Marketing: An Easier Way to Build Credibility, Generate Buzz, and Increase Revenue. Benbella.

Keegan, Sheila (2009). *Qualitative research: good decision making through understanding people, cultures and markets.* London and Philadelphia: Kogan Page.

Kilbourne, Jane (1999). *Can't buy my love: How advertising changes the way we think and feel.* New York: Touchstone.

Kilbourne, Jane (1999). Deadly Persuasion: Why Women and Girls Must Fight the Addictive Power of Advertising. Free Press.

Walter, Ekaterina, & Giolio, Jessica (2014). *The Power Of Visual Storytelling: How to Use Visuals, Videos, and Social Media to Market Your Brand.* McGraw Hill.

Maxeiner, James, & Schotthöfer, Peter (1999). Advertising Law in Europe and North America. Kluwer Law International.

Parente, Donald, & Strausbaugh-Hutchinson, Kirsten (2014). *Advertising campaign strategy: A guide to marketing communication plans*. Cengage Learning.

Rowles, Daniel (2013). *Mobile Marketing: How Mobile Technology is Revolutionising Marketing, Communications and Advertising.* Kogan Page.

Scott, David Meerman (2007). The New Rules of Marketing and PR: How to Use News Releases, Blogs, Podcasting, Viral Marketing, & Online Media to Reach Buyers Directly. John Wiley & Sons, Inc.

Sissors, Jack, & Baron, Roger (2010). Advertising Media Planning. (7th ed.). Mc Graw Hill.

Thorson, Esther, & Duffy, Margaret (2012). Advertising at Age: Principles of Advertising and Marketing Communication at Work. South-Western, Cengage Learning.

Valdivia, Angharad N., & Frith, Katherine T. (1997). *Undressing the ad: Reading culture in advertising*. New York: Peter Lang

Young, Miles (2018). Ogilvy on Advertising in the Digital Age. Bloomsbury Publishing USA.

Zotos, Yorgos, Grau, Stacy, & Taylor, Charles R. (Eds.). (2018). *Current research on gender issues in advertising*. Routledge.

--

Altarriba, Miquel (2005). Què dir, a qui i per què. Retòrica i redacció publicitària. Barcelona, Trípodos.

Baños González, Miguel (2001). Creatividad y publicidad. Madrid, Laberinto.

Bassat, Lluís. (1994). El Libro rojo de la publicidad: ideas que mueven montañas. Barcelona, Folio.

Brierley, Sean (1995). The Advertising Handbook. London; New York, Routledge.

Coll Rubio, Patricia. (2018): Estrategias de comunicación en la nueva economía: relaciones públicas y publicidad en la era digital. Los casos de estudio de Wallapop, Westwing y Fotocasa. Tesis Doctoral. Universitat Ramon Llull.

Curto, Víctor; Rey, Juan; y Sabaté, Joan (2008). Redacción publicitaria. Barcelona, Editorial UOC.

Espín López, Julia Victoria; Marín García, María Ángeles; y Rodríguez Lajo, Mercedes (2004). Análisis del sexismo en la publicidad. *Revista de Investigación Educativa*, *22* (1), 203–231. Recuperat a partir de https://revistas.um.es/rie/article/view/98851

Farran, Eduard (2010). Des de la trinxera: manual de supervivència en creativitat publicitària. Barcelona, Editorial UOC.

García Dauder, Silvia; y Thomas, Helena (2011). *Psicología aplicada a la publicidad*. Madrid, Universidad Rey Juan Carlos. Servicio de Publicaciones Dykinson.

García López, Javier (2016). *Dispublicitados: los efectos (ideológicos) de la publicidad*. Murcia, Ediciones Universidad de Murcia.

García Uceda, Mariola (2011). Las claves de la publicidad. Madrid, Editorial ESIC.

González Lobo, María Ángeles; y Prieto del Pino, María Dolores (2009). *Manual de publicidad*. Madrid, Editorial ESIC.

Landa, Robin (2011). Publicidad y diseño: las claves del éxito. Madrid, Anaya Multimedia.

Nuñez Dominguez, Trinidad (2020): El paper de las mujeres en la publicidad, Santillana.

Ordozgoiti, Rafael; Rodríguez del Pino, Daniel; Olmos, Antonio; y Miranda, José Antonio (2010). *Publicidad on line:* Las claves del éxito en Internet. Madrid, ESIC Editorial.

Ortega, Enrique (1997). La comunicación publicitaria. Ediciones Pirámide SA.

Pérez-Latre, Francisco J. (2011). La publicidad y los medios. Ediciones Universidad de Navarra.

Ricarte, José María (1998). *Creatividad y comunicación persuasiva*, Barcelona, Universitat Autònoma de Barcelona.

Russell, J. Thomas et al. (2005). Kleppner publicidad, México, Pearson.