



MKT 6332. 501
ADVERTISING and PROMOTIONAL STRATEGY

Spring 2026
Jan 20 – May 15

Mon 7:00 pm – 9:45 pm.
Classroom : JSOM 12.218

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Course pre-requisite and co-requisite: MKT 6301

Course Description

To provide an adequate overview of the field of “Promotional Strategy and Management” from a managerial standpoint. The fundamental concepts will be systematically presented in class sessions and related to real-life business situations. Numerous examples and caselets will be used to highlight the most relevant topics and issues.

The primary mode of teaching will be lecture sessions along with discussions and group presentations. A few video commercials & cases will also be shown and discussed in class. A significant component of the learning experience, in a course of this type, is constructive and reasoned class discussion. With this in mind, all students are encouraged to actively and judiciously participate in all class discussions.

Student Learning Objectives & Outcomes

- Be able to describe and identify all the components of Integrated Marketing Communications mix with their attendant respective advantages and disadvantages.
- Be able to give examples of the different advertising “appeals”, “execution styles”, “creative tactics” and “positioning strategies” as commonly used by firms and advertising agencies.
- Be able to differentiate between “sales oriented” promotional objectives and “communications oriented” promotional objectives.
- Be able to describe and identify all the components of the “planning and development stages of the Creative Strategy” the actual “implementation and evaluation of the Creative Strategy” as well the development of the “media plan”.
- Be able to compare and contrast the effectiveness of different communication sources in terms of “source credibility”, “source attractiveness” and “source power”.
- Be able to evaluate the elements of media planning and media strategy.
- Be able to understand the principles of Promotional Strategy and Management.

Recommended Textbook

Belch & Belch, Advertising and Promotion, 11th or 12th edn, McGraw-Hill Irwin.

Academic Calendar, Assignments & Presentations

<u>Dates</u>	<u>Topics/Lectures</u>	<u>Chapters</u>
Jan 26	Lec 1: Introduction to Advertising & Promotions Integrated Marketing Communications The Promotional Mix: The Tools for IMC	1
Jan 2	Lec 1: Introduction to Advertising & Promotions (contd) Integrated Marketing Communications The Promotional Mix: The Tools for IMC Lec 2: Buzz and Viral Marketing	1 4
Feb 9	Lec 3: Source Factors	6
Feb 16	Lec 4: Message & Channel Factors	6
Feb 23	Lec 5: Objectives & Budgeting for IMC Programs Determining Promotional Objectives Sales vs Communication Approaches DAGMAR: An Approach to Setting Objectives	7
Mar 2	Lec 6: Creative Strategy: Planning & Development <i>Presentation by Group 1: 'History & Background of Advertising'</i>	8
Mar 9	TEST –I (in-class) Lec 7: Creative Strategy: Implementation & Evaluation	9
Mar 16	~ Spring Break	
Mar 23	Lec 7: Creative Strategy: Implementation & Evaluation (contd) Appeals & Execution Styles Creative tactics <i>Presentation by Group 2: 'Use of Alternative Media in Advertising & Promotion'</i>	9
Mar 30	Lec 8: Media Planning & Strategy Developing the Media Plan Market Analysis & Target Market <i>Presentation by Group 3: 'Advertising & Promotion Awards'</i>	10
Apr 6	Lec 9: Evaln of Broadcast Media Television	11

Radio

Presentation by Group 4:
'Advertising Ethics, Laws and Social Criticisms'

Academic Calendar, Assignments & Presentations

<u>Dates</u>	<u>Topics/Lectures</u>	<u>Chapters</u>
Apr 13	Lec 10: Evaln of Print Media	12
Apr 20	Lec 11: Sales Promotion Consumer Sales Promotion Trade Sales Promotion	16
Apr 27	Lec 12: International Advtg Lec 13: Special Topics <u>Group Case Analysis Assignments to be submitted by Mon, Apr 27</u> <u>Peer Evaluations to be submitted by Tues, Apr 28</u>	20
May 4	<u>Final exam (proctored in class ~ all details will be announced by Apr 20)</u>	

Grading Breakdown

Group Class Presentation (accompanied by a 4-6 pg summary report)	25%	20-25 minutes (at least 4 members should present).
Group Written Case Assignment	10%	10-15 slides Powerpoint submission(no presentation required) on Apr 27 .
Test-I	25%	Closed book, closed notes (Mar 9).
Peer Evaluation	10%	Evaluate yourself and your grp members on Peer eval form.
Final Exam	<u>30%</u> <u>100%</u>	Closed book, closed notes and <i>partly cumulative</i> (May 4).

Grading Scale

Overall Course Total	Letter Grade
92 – 100	A
89 – 91	A-
86 – 88	B+
82 – 85	B
79 – 81	B-
75 – 78	C+

68 – 74	<i>C</i>
Less than 68	<i>F</i>

Course & Instructor Policies

Attendance is important and will certainly be taken into account in the case of students on the borderline between two grades.

A minimum overall 80% class attendance is required to pass this course.

No make-up mid-term test will be arranged. The points from the mid-term test, if missed and only for verifiable valid reasons, will be added on to the final exam (prorated).

Each group of students will be responsible for one in-class presentation on a designated research topic as well as one other written assignment(no presentation required) report to be submitted.

Group class presentations will be made in class for a 15-20 mins duration.

Please limit yourself to the maximum of 20 minutes (not including Q&A time).

In your class presentation, include 5 well designed multiple choice questions that test the content of your presentation. At least 3 of the group members should present in class.

Each class presentation will also be accompanied by a concise 4-6 page summary report (to be posted on the designated elearning discussion board after your class presentation). This summary report should include your 5 well designed multiple choice questions that test the content of your presentation.

Group written assignment (completely separate and different from the above class presentation) reports are due by midnight **Mon, Apr 27**. *The details of this assignment will be announced later in the semester.*

Synergy in team dynamics & equitable contribution by members are integral to all successful group projects in business as well as in academics. A peer evaluation by group members will therefore be used.

Please ensure all assignment submissions are made on time. In fairness to the other groups, *late submissions should and will be penalized by a minimum of 10%.*

On this course there is no provision for ‘extra credit’ assignments after the course in case of poor performance, so please make sure that you stay on top of ALL tests, attendance and assignments and perform consistently well throughout the course.

Student Conduct & Discipline

The University of Texas System and The University of Texas at Dallas have rules and regulations for the orderly and efficient conduct of their business. It is the responsibility of each student and each student organization to be knowledgeable about the rules and regulations which govern student conduct and activities. General information on student conduct and discipline is contained in the UTD publication, *A to Z Guide*, which is provided to all registered students each academic year.

The University of Texas at Dallas administers student discipline within the procedures of recognized and established due process. Procedures are defined and described in the *Rules and Regulations, Board of Regents, The University of Texas System, Part 1, Chapter VI, Section 3*, and in Title V, Rules

on Student Services and Activities of the university's *Handbook of Operating Procedures*. Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations (SU 1.602, 972/883-6391).

A student at the university neither loses the rights nor escapes the responsibilities of citizenship. He or she is expected to obey federal, state, and local laws as well as the Regents' Rules, university regulations, and administrative rules. Students are subject to discipline for violating the standards of conduct whether such conduct takes place on or off campus, or whether civil or criminal penalties are also imposed for such conduct.

Academic Integrity

The faculty expects from its students a high level of responsibility and academic honesty. Because the value of an academic degree depends upon the absolute integrity of the work done by the student for that degree, it is imperative that a student demonstrate a high standard of individual honor in his or her scholastic work.

Scholastic dishonesty includes, but is not limited to, statements, acts or omissions related to applications for enrollment or the award of a degree, and/or the submission as one's own work or material that is not one's own. As a general rule, scholastic dishonesty involves one of the following acts: cheating, plagiarism, collusion and/or falsifying academic records. Students suspected of academic dishonesty are subject to disciplinary proceedings.

Plagiarism, especially from the web, from portions of papers for other classes, and from any other source is unacceptable and will be dealt with under the university's policy on plagiarism (see general catalog for details). This course will use the resources of turnitin.com, which searches the web for possible plagiarism and is over 90% effective.

Email Use

The University of Texas at Dallas recognizes the value and efficiency of communication between faculty/staff and students through electronic mail. At the same time, email raises some issues concerning security and the identity of each individual in an email exchange. The university encourages all official student email correspondence be sent only to a student's U.T. Dallas email address and that faculty and staff consider email from students official only if it originates from a UTD student account. This allows the university to maintain a high degree of confidence in the identity of all individual corresponding and the security of the transmitted information. UTD furnishes each student with a free email account that is to be used in all communication with university personnel. The Department of Information Resources at U.T. Dallas provides a method for students to have their U.T. Dallas mail forwarded to other accounts.

Withdrawal from Class

The administration of this institution has set deadlines for withdrawal of any college-level courses. These dates and times are published in that semester's course catalog. Administration procedures must be followed. It is the student's responsibility to handle withdrawal requirements from any class. In other words, I cannot drop or withdraw any student.

You must do the proper paperwork to ensure that you will not receive a final grade of "F" in a course if you choose not to attend the class once you are enrolled.

Student Grievance Procedures

Procedures for student grievances are found in Title V, Rules on Student Services and Activities, of the university's *Handbook of Operating Procedures*.

In attempting to resolve any student grievance regarding grades, evaluations, or other fulfillments of academic responsibility, it is the obligation of the student first to make a serious effort to resolve the matter with the instructor, supervisor, administrator, or committee with whom the grievance originates (hereafter called "the respondent"). Individual faculty members retain primary responsibility for assigning grades and evaluations. If the matter cannot be resolved at that level, the grievance must be submitted in writing to the respondent with a copy of the respondent's School Dean. If the matter is not resolved by the written response provided by the respondent, the student may submit a written appeal to the School Dean. If the grievance is not resolved by the School Dean's decision, the student may make a written appeal to the Dean of Graduate or Undergraduate Education, and the dean will appoint and convene an Academic Appeals Panel. The decision of the Academic Appeals Panel is final. The results of the academic appeals process will be distributed to all involved parties.

Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations.

Incomplete Grade Policy

As per university policy, incomplete grades will be granted only for work unavoidably missed at the semester's end and only if 70% of the course work has been completed. An incomplete grade must be resolved within eight (8) weeks from the first day of the subsequent long semester. If the required work to complete the course and to remove the incomplete grade is not submitted by the specified deadline, the incomplete grade is changed automatically to a grade of **F**.

Disability Services

The goal of Disability Services is to provide students with disabilities educational opportunities equal to those of their non-disabled peers. Disability Services is located in room 1.610 in the

Student Union. Office hours are Monday and Thursday, 8:30 a.m. to 6:30 p.m.; Tuesday and Wednesday, 8:30 a.m. to 7:30 p.m.; and Friday, 8:30 a.m. to 5:30 p.m.

The contact information for the Office of Disability Services is:

The University of Texas at Dallas, SU 22

PO Box 830688

Richardson, Texas 75083-0688

(972) 883-2098 (voice or TTY)

Essentially, the law requires that colleges and universities make those reasonable adjustments necessary to eliminate discrimination on the basis of disability. For example, it may be necessary to remove classroom prohibitions against tape recorders or animals (in the case of dog guides) for students who are blind. Occasionally an assignment requirement may be substituted (for example, a research paper versus an oral presentation for a student who is hearing impaired). Classes enrolled students with mobility impairments may have to be rescheduled in accessible facilities. The college or university may need to provide special services such as registration, note-taking, or mobility assistance.

It is the student's responsibility to notify his or her professors of the need for such an accommodation. Disability Services provides students with letters to present to faculty members to verify that the student has a disability and needs accommodations. Individuals requiring special accommodation should contact the professor after class or during office hours.

Religious Holidays

The University of Texas at Dallas will excuse a student from class or other required activities for the travel to and observance of a religious holy day for a religion whose places of worship are exempt from property tax under Section 11.20, Tax Code, Texas Code Annotated.

The student is encouraged to notify the instructor or activity sponsor as soon as possible regarding the absence, preferably in advance of the assignment. The student, so excused, will be allowed to take the exam or complete the assignment within a reasonable time after the absence: a period equal to the length of the absence, up to a maximum of one week. A student who notifies the instructor and completes any missed exam or assignment may not be penalized for the absence. A student who fails to complete the exam or assignment within the prescribed period may receive a failing grade for that exam or assignment.

If a student or an instructor disagrees about the nature of the absence [i.e., for the purpose of observing a religious holy day] or if there is similar disagreement about whether the student has been given a reasonable time to complete any missed assignments or examinations, either the student or the instructor may request a ruling from the chief executive officer of the institution, or his or her designee. The chief executive officer or designee must take into account the legislative intent of TEC 51.911(b), and the student and instructor will abide by the decision of the chief executive officer or designee.

Off-Campus Instruction and Course Activities

Off-campus, out-of-state, and foreign instruction and activities are subject to state law and University policies and procedures regarding travel and risk-related activities. Information regarding these rules and regulations may be found at the website address given below. Additional information is available from the office of the school dean.

(http://www.utdallas.edu/Business_Affairs/Travel_Risk_Activities.htm)

These details and timelines are subject to change (if needed) at the discretion of the Professor.