

**JOUR 420 (#59310):
Strategic Communication II: Principles of Advertising and Public Relations**

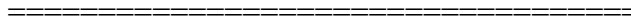
**Spring 2018: M/W: 12:30–1:45 p.m.
2048 Malott Hall**

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Office hours:
-Mondays: 11:00 a.m.–noon
-Tuesdays: 12:30–1:30 p.m.
-By appointment

Office hours:
-Tuesdays: 10:00–11:00 a.m.
-Thursdays: 4:00–5:00 p.m.
-By appointment



Greetings:

Welcome to Strategic Communication III! This course is designed to foster critical thinking about public relations and advertising. We will discuss many key concepts of strategic communication and apply them to concrete scenarios and projects during the semester.

Course description from the KU catalog:

“This course deepens students' exposure to and understanding of two major disciplines within the broader area of strategic communication: advertising and public relations. Approximately half the course will be devoted to coverage of the principles of advertising; the other half will be devoted to coverage of the principles of public relations. Content will include defining the two professions, exploring their status within the broader area of strategic communication and analyzing current and projected professional activities. Students will gain an understanding of the principles of these evolving, separate but related major professions within strategic communication. Prerequisite: Admission to the School of Journalism and JOUR 433 for students who started at KU prior to Fall 2012. For those who started Fall 2012 or after, prerequisites are: Admission to the School of Journalism and JOUR 320.”

Learning Objectives:

By the end of this course, you should be able to:

- Understand how strategic communication activities differ by platforms and target audiences
 - Identify strategic communication tactics used online and offline in everyday life
 - Analyze and discuss opportunities and challenges facing strategic communication practitioners
 - Reflect on your own strategic communication practices
 - Develop, implement, evaluate and present your own social media campaign
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Reading:

There is no textbook for this course. We will read various texts available via KU Library’s website, such as journal articles and book chapters, as well as materials available for free online, such as case studies, news stories and videos. We expect you to have read all the assigned material before class. This will help you better understand the day’s topic and will facilitate our discussions.

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Attendance & Expectations:

You are expected to attend all class sessions. Some absences are excused, such as illnesses accompanied by a doctor’s note, family emergencies, athletic commitments, religious holidays and other similar reasons but please let me know in advance when possible so we can make arrangements to make up the missed class(es).

More than two unexcused absences will affect your final grade. Each additional absence will take away two points from your final grade. For instance, if you have three unexcused absences and your final calculated grade is 91, you will receive an 89 for the class. If you have four unexcused absences, I will deduct four points from your final calculated grade. Late arrivals (5 minutes) will also negatively affect your grade. Two late arrivals equal one absence. If you have more than four unexcused absences, you are eligible to be dropped from the course.

Participation is an important element of this course. An engaging conversation will enhance your understanding of certain concepts as well as create a healthy learning environment. Therefore, you are expected to come to class prepared to discuss the assigned readings.

During our discussions, please respect the ideas of your peers. You are encouraged to challenge someone’s particular reasoning as long as you stay courteous. You will not be judged on

your personal opinions. However, we expect you to frame your arguments using the strategic communication concepts we will have addressed and clearly articulate the steps of your reasoning.

Laptops use in class will depend on the instructor and the activity. For instance, you will not be allowed to use laptops during our in-class exercises and peer presentations. As for cell phones, please put them on silent mode. If you are expecting an important call, please let us know at the beginning of class and sit next to the classroom door.

You are responsible for completing all assignments on time. Assignments are due by the start of the class session on the date indicated unless otherwise specified on our schedule. All assignments must be typed in size 12 font, double-spaced, and sent electronically. You do not need to turn in a hard copy. If you are absent, you must email your assignment by 12:30 p.m. on the due date. We will mark down late assignments by two points for each late day. Extensions may be granted only as circumstances warrant. If you do not submit an assignment within one week of its due date, you will automatically lose the points for that assignment.

Clear writing, free of spelling and grammatical errors is expected. The quality of your writing will affect your grade on written assignments: poor writing will result in poor grades.

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Assignments:

You will complete the following assignments for your final grade (see Blackboard for guidelines):

- Class Participation: 5%
- Mini Talks (Food for Thought): 10%
- Midterm: 25%
- Individual Assignments: 25%
- Team Assignments: 35%

Class Participation: 5%

As mentioned above, your participation will impact the quality of this course. We will be addressing various aspects of strategic communication, so regardless of your specific interests, you are expected to take advantage of our discussions to express how you feel about certain communication matters related to your future career. While we understand that not everybody might feel comfortable speaking in public, you should use this course as an opportunity to enhance your level of comfort and hone your public speaking skills.

Participation includes comments and involvement in our in-class discussions and group activities; comments or links relevant to the class posted on our Blackboard discussion board; as well as other material you will share with our class.

Class participation is required to receive full participation credit. However, you do not have to be actively involved in all aspects of participation. Occasionally, our class exercises will be collected and may be graded as part of your participation.

Mini Talks (Food for Thought): 10%

You will be paired with other students to share a current story relating to the advertising and/or PR industry. The story should be less than one month old, and should be from a trade publication or news website. You will give a 15-minute “mini-talk” at the beginning of class that will include a short PowerPoint presentation (three to five slides) and thoughtful discussion questions. Your presentation will summarize the main idea of the story and its implications for our field. You will email the news story at least 48 hours before your presentation so we can post it on Blackboard for your peers to read, and you will email your slides and discussion questions at least 12 hours before your presentations.

Midterm: 25%

The midterm will consist of a series of multiple choice questions. Multiple-choice questions will be answered on a scantron, which I will provide.

You will be allowed to bring one 4x6 index card containing notes (recto verso) from our classes to help you with the midterm. However, all information on the index card must be handwritten. We will collect all index cards after the midterm.

Please note that fitting as much content as possible on your index card will not guarantee a high grade on the midterm. You need to be familiar with the material so you do not waste too much time looking for answers on your index card, which should represent your emergency solution in case your mind goes blank on a particular concept.

Individual Assignments: 25%

You will each work on two individual assignments: (1) a reflection on a message testing activity (60%), and (2) a reflection on your overall ‘mini’ social media campaign you would have conceptualized and implemented (see team assignments below) (40%).

Team Assignments: 35%

You will develop, implement and evaluate your own ‘mini’ social media campaign about a specific cause using two of the following platforms: Twitter, Facebook, Instagram, YouTube. You will work in teams with three or four of your classmates based on topic preferences.

Your grade for the team case study will be calculated as follows: Strategic Communication Plan (30%); Strategies & Tactics (25%); Three Progress Updates (10%) Evaluation Report (35%).

We will discuss each assignment in more detail during the semester.

Grades:

To calculate your final grade, I will use the following scale:

A = 93-100%	C = 73-76%
A- = 90-92%	C- = 70-72%
B+ = 87-89%	D+ = 67-69%
B = 83-86%	D = 63-66%
B- = 80-82%	D- = 60-62%
C+ = 77-79%	F = 59% or below

We will only round grades up at the 0.8 level. Therefore, your grade must reach 0.8 for me to round it up. For example, if your final grade is 89.80, I will round it up to 90.00. On the other hand, if your grade is 89.79, it will stay as it is.

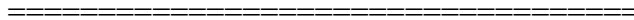
Academic Integrity:

The William Allen White School of Journalism and Mass Communications does not tolerate plagiarism, fabrication of evidence and falsification of evidence. Penalties for plagiarism, fabrication or falsification can include a failing grade for this course and expulsion from the School of Journalism and Mass Communications. If you have any questions about what constitutes original work, plagiarism, fabrication or falsification, please consult the professor(s) of this course.

Original work: The expectation when you come to this class is that you come to learn, to be creative, to stretch your imagination, and expand your skills. Therefore, all the work you do in this class must be original. That means no ‘recycling’ of assignments or papers from other classes, in the JMC School or outside the JMC School. Don’t recycle research papers, news stories, marketing plans, etc. If you conducted a study or a research paper on any aspect of strategic communication for another class, you cannot modify it for this class. Any efforts to recycle material will be regarded as academic dishonesty.

Plagiarism: Plagiarism is stealing. You take someone else’s ideas, thoughts, or words, and you present them as your own original work. This includes taking ideas from written sources, such as books, as well as materials on the Internet. Cutting and pasting materials from the Internet and presenting that work as if it were your own is plagiarism. There may be times when you want to incorporate another person’s ideas, opinions, and words into the papers you write, to make a point or to provide background. If you do, it is essential that you attribute that information—that you explain where the information came from and give credit where credit is due.

Fabrication and Falsification: Fabrication and falsification mean that you made it up. It refers to the unauthorized alteration or invention of any information or citation in an academic exercise.



Journalism School Policy on Classroom Attendance:

“No student may add a journalism class after the 20th day of a semester.”

“Students must attend their classes and laboratory periods. Instructors may take attendance into account in assessing a student's performance and may require a certain level of attendance for passing a course. Instructors may choose to drop students from a course, based on attendance, without consent.”

“The School of Journalism reserves the right to cancel the enrollment of students who fail to attend the first class or laboratory meeting.”

“The KU Office of Student Financial Aid is required by federal law to determine whether students who receive aid are attending each class in which they are enrolled. Instructors are required to report to that office absences of students who have stopped attending and names of those who have enrolled but never have attended. Students who do not attend classes may be required to repay federal and/or state financial aid.”

“Students who receive any form of financial aid should learn all requirements including minimum hours of enrollment and grades to qualify for and retain that aid.”

Seeking Assistance:

You are urged to attend office hours or meet with me by appointment to discuss any questions pertaining to the course, the readings, exams and assignments, or career prospects and opportunities. You should not hesitate to seek continuing assistance throughout the semester.

The University of Kansas is committed to helping all students learn. Please be aware that the KU Office of Student Access Services coordinates accommodations for all students who are eligible. If you have a disability for which you wish to request accommodations and have not contacted this office, please do so as soon as possible. Information about services can be found at <https://disability.ku.edu/>. Or you can visit the office on the first floor of Strong Hall. The phone number is: 785-864-4064. The email is: achieve@ku.edu. Please contact me privately regarding your needs in this course.

Copying or Recording of Classroom Lectures:

Course materials prepared by the instructor, as well as content of all lectures presented by the instructor in class and on Blackboard, are the instructor’s property. Video and audio recording of lectures without instructor consent is prohibited. On request, the instructor will usually permit students to audio tape lectures, on the condition that these audio tapes are only used as a study aid by the individual making the recording. Unless the instructor gives explicit permission, recordings of lectures may not be modified and must not be transferred or transmitted to any other person, whether or not that individual is enrolled in the course. This also applies to any lecture notes and other content prepared by the instructor on Blackboard.

Commercial Note-Taking:

Pursuant to the University of Kansas’ [Policy on Commercial Note-Taking Ventures](#), commercial note-taking is not permitted in this course. Lecture notes and course materials may be taken for personal use, for the purpose of mastering the course material, and may not be sold to any person or entity in any form. Any student engaged in or contributing to the commercial exchange of notes or course materials will be subject to discipline, including academic misconduct charges, in

accordance with University policy. Please note: note-taking provided by a student volunteer for a student with a disability, as a reasonable accommodation under the ADA, is not the same as commercial note-taking and is not covered under this policy.

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Concealed Handguns:

Individuals who choose to carry concealed handguns are solely responsible to do so in a safe and secure manner in strict conformity with [state and federal laws](#) and [KU weapons policy](#). Safety measures outlined in the KU weapons policy specify that a concealed handgun:

- Must be under the constant control of the carrier.
- Must be out of view, concealed either on the body of the carrier, or backpack, purse, or bag that remains under the carrier’s custody and control.
- Must be in a holster that covers the trigger area and secures any external hammer in an uncocked position
- Must have the safety on, and have no round in the chamber.

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Inclement Weather:

In the event of inclement weather, the decision to cancel classes is made by KU officials. To determine whether snow or icy conditions have canceled classes, call 864-7669 (864-SNOW).

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Note:

The schedule below may be modified and any potential changes will be announced in advance.

	Subject	Required readings	Due dates
Week I			
W. Jan. 17	Course introduction	Syllabus	
Week II			
M. Jan. 22	IMC (HB)	Pizza Hut Parka	
W. Jan. 24	Fundamentals of advertising (HB)	-Evolution of Ad -Future of Ad	
Week III			
M. Jan. 29	PR Process and models (JE)	-PR Intro & Models -Case Study I	
W. Jan. 31	Publics (JE)	-Know your publics -Case Studies II & III	Identify cause and organizations

Week IV

M. Feb. 5	Segmenting and targeting (JE)	Building your marketing and PR plan	
W. Feb. 7	Goals, objective, strategies and tactics & SWOT (JE)	Case Studies IV & V	

Week V

M. Feb. 12	Research & Evaluation (JE)	HPV vaccine evaluation	
W. Feb. 14	Workshop: Strategic communication plan		

Week VI

M. Feb. 19	Workshop: Strategic communication plan		Strategic communication plan T. 2/20, 5pm
W. Feb. 21	Media and the big picture, media planning process (HB)	-The big agenda -Indexing: pp. 77-79	

Week VII

M. Feb. 26	Competitive spending analysis Geographic market analysis (HB)	Media audience concept: pp. 89-98	
W. Feb. 28	Setting media objectives (HB)	Geographic market analysis: pp. 215-223	

Week VIII

M. March 5	Media scheduling & Buying (HB)	Media costs: pp.115-125	
W. March 7	Midterm		

Week IX

M. March 12	A/B Testing (HB)	Following celebrities' tweets about brands	Strategies & Tactics
W. March 14	Workshop: Message testing		

Week X

M. March 19	Spring Break		
W. March 21	Spring Break		

Week XI

M. March 26	Social media analytics (YL)	-Social media metrics -Industry report	
W. March 28	Social media analytics (YL)		Progress update

Week XII

M. April 2	Theories of persuasion (JE)	-Science of persuasion -Elements of diffusion: pp.1-7	Message testing
W. April 4	Theories of persuasion (JE)	Elaboration likelihood model	

Week XIII

M. April 9	Creating social media messages (YL)	-Social media plan -Extraordinary strategy -Plan that works	Progress update: T. 4/10, 5pm
W. April 11	Online session	Complete activity on Blackboard by 5pm	

Week XIV

M. April 16	Workshop: Overall evaluation		
W. April 18	Workshop: Overall evaluation		

Week XV

M. April 23	Team presentations		
W. April 25	Team presentations		Progress update

Week XVI

M. April 30	Workshop: Team report		
W. May 2	Concluding thoughts	Evaluation Report (team) : W. 5/2, 5pm Reflection (individual): Th. 5/3, 5pm	