

Media Planning

ADVR 4327-001/6327-001

FALL 2022

Class Meeting: MW 12:40-2:05 p.m., MJ 212

Prof. Joel Nichols

Office: 312 Meeman Journalism Building

Office Hours: Monday and Wednesday 10 a.m.-12:30 p.m. or by appointment

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COURSE REQUIREMENTS

Catalog description

Procedures for analyzing the advertising situation, writing advertising and media goals and setting advertising appropriations. Use of a microcomputer program to develop and evaluate optimum advertising media schedules.

Prerequisites

ADVR 3300, MKTG 3010

COREQUISITE: ADVR 4326

Textbooks, Software and Required Materials

The Media Handbook (6th edition) by Helen Katz

Classroom format

This is a professional program for journalists who are expected to understand, and comply with, deadlines. Think of your class as your “job,” and treat it as such. If you have problems attending class, you are encouraged to make arrangements with your employer or other conflicts that will enable you to fully participate, or drop the class and enroll in it with your schedule allows you to attend. Pop quizzes **cannot** be made up or repeated.

The class will be presented in both the lecture and discussion formats. It is primarily directed toward developing and presenting a media plan for a product or service. Tasks to be completed for the media plan include:

- Developing media objectives, strategy, weighing, and tactics
- Buying media

Accessing the course website

1. Go to the University of Memphis eLearn home page: <https://memphis.instructure.com/>
2. Log in using your University of Memphis username and password.
3. In the Term Year course list available to you, click on the link for ADVR 4326-001 to enter your course and read the instructions on the welcoming page

Grading

Your final grade for the course will be based on the following:

- Media Assignments 150pts
- Mid-Term Exam 100pts
- Final Exam 100pts
- Media Plan 150pts
- CLASS TOTAL 500pts

General definitions of letter grades

A—Mastery of course content at the highest level of attainment that can reasonably be expected of students at a given stage of development. The A grade states clearly that the student has shown such outstanding promise in the aspect of the discipline under study that he/she may be strongly encouraged to continue.

B—Strong performance demonstrating a high level of attainment for a student at a given stage of development. The B grade states that the student has shown solid promise in the aspect of the discipline under study.

C—A totally acceptable performance demonstrating an adequate level of attainment for a student at a given stage of development. The C grade states that, while not yet showing any unusual promise, the student may continue to study in the discipline with reasonable hope of intellectual development.

D—A marginal performance in the required exercises demonstrating a minimal passing level of attainment for a student at a given stage of development. The D grade states that the student has given no evidence of prospective growth in the discipline; an accumulation of D grades should be taken to mean that the student would be well advised not to continue in the academic field.

F—For whatever reasons, an unacceptable performance. The F grade indicates that the student's performance in the required exercises has revealed almost no understanding of the course content. A grade of F should warrant an adviser's questioning whether the student may suitably register for further study in the discipline before remedial work is undertaken. Of course, the most likely path to F and D grades is to miss classes and not complete the course requirements.

The plus and minus system will be used for this class.

A=90% of total possible B=80% of total possible C=70% of total possible D=60% of total possible

Other issues

Everything must be written in third person—not first or second person. Remember to be consistent and parallel with bullets.

Use 11 or 12 Times Roman for all text. Use 1.5 spacing.

All of these sections must be in one Word document that's attached in an email to me.

Also, you must label your attached file as follows:

YourLastName.Media Plan

Several items will be posted to the class Canvas.

COURSE SCHEDULE

This time-table will be adjusted/updated throughout the semester.

WEEK 1: Aug. 22 & 24: What is Media

Reading: Chapter 1

WEEK 2: Aug. 29 & 31: Media/Marketing

Reading: Chapter 2

WEEK 3: Sept. 5: LABOR DAY-NO CLASS & Sept 7: Terms, Calculations

Reading: Chapter 7

WEEK 4: Sept. 12 & 14: Optimal Media

Reading: Chapter 3

WEEK 5: Sept. 19 & 21: Optimal Media & Paid Media

Reading: Chapter 3

WEEK 6: Sept. 26 & 28: Paid Media

Reading: Chapter 4

WEEK 7: Oct. 3 Paid Media & Oct. 5 MID-TERM EXAM

Reading: Chapter 4

WEEK 8: Oct. 10: FALL BREAK- NO CLASS & Oct. 12 Owned Media

Reading: Chapter 5

WEEK 9: Oct. 17: Owned Media & Oct. 19: Earned Media

Reading: Chapter 5

WEEK 10: Oct. 24 & 26: Earned Media

Reading: Chapter 6

WEEK 11: Oct. 31 & Nov. 2 Creating the Plan

Reading: Chapter 8

WEEK 12: Nov. 7 & 9: Creating the Plan

Reading: Chapter 8

WEEK 13: Nov. 14 & 16: Evaluating the Plan

Reading: Chapter 10

WEEK 14: Nov. 21: Media Plan Finalization & Nov. 23 THANKSGIVING BREAK -NO CLASS

WEEK 15: Nov. 28: Catch-Up (if needed) & Nov. 30: LAST DAY OF CLASS-Media Plans Due

WEEK 16: Dec. 5-7: EXAMS

ASSESSMENT AND OUTCOMES

Professional Values and Competencies in ADVR 4327

- Apply the principles and laws of freedom of speech and press, both in a global context and in the United States.
- Demonstrate an understanding of the multicultural history and role of professionals and institutions in shaping communications.
- Demonstrate culturally proficient communication that empowers those traditionally disenfranchised in society, especially as grounded in race, ethnicity, gender, sexual orientation and ability, domestically and globally, across communication and media contexts.
- Present images and information effectively and creatively, using appropriate tools and technologies.
- Write correctly and clearly in forms and styles appropriate for the communications professions, audiences and purposes they serve.
- Demonstrate an understanding of professional ethical principles and work ethically in pursuit of truth, accuracy, fairness and diversity.
- Apply critical thinking skills in conducting research and evaluating information by methods appropriate to the communications professions in which they work.
- Effectively and correctly apply basic numerical and statistical concepts.
- Critically evaluate their own work and that of others for accuracy and fairness, clarity, appropriate style and grammatical correctness.
- Apply current tools and technologies appropriate for the communications professions in which they work.

How professional values and competencies will be met

Cognitive objectives to be mastered (ability to explain, analyze, understand, think critically)

- Understand different types of research methods and when to use them.
- Understand fundamental quantitative research methods.
- Understand fundamental qualitative research methods.

Performance standards to be met (demonstrable skills, abilities, techniques, applied competencies)

- Select media outlets based on target audience demographics, media consumption habits, and brand usage data.
- Create media plans that optimize consumer reach, and include budgets, schedules, and projected deliverables for reach, frequency, click-through rates, and video completion rates.

How assessment of student learning will be met

Awareness

- Understand the changing role of media placements in today's advertising environment.

Understanding

- Recognize the basics of media planning, analyzing, and placing advertising in the ad industry.

Application

- Perform analysis to determine optimal media placements for identified client(s).
- Create media plans for identified client(s).

- Conduct secondary research to evaluate competitive position, customer perceptions, and current market position.

JOURNALISM AND STRATEGIC MEDIA POLICIES

Portfolio requirement

All students in the Department of Journalism and Strategic Media are required to develop and maintain an active portfolio of their work. Undergraduate students are to begin the portfolio in JRSM 3900 and graduate students are to begin in JRSM 7002. Students are to contribute to it in every skills course thereafter. The portfolio should contain samples of the student's work from courses and/or professional experiences and should develop as the student builds skills. Portfolios will undergo a final, external review while students are enrolled in their capstone courses.

Students may use any type of web hosting for their portfolios, but it must have an independent and professional URL. Students may use any content management system, but students are encouraged to use WordPress, Wix or Squarespace. Students are encouraged to consider purchasing a URL and hosting if they plan to use the portfolio for a long term, but they must keep the portfolio active for six months following graduation from the University of Memphis.

Students should have a professional email address they plan to use throughout their professional lives, via a common email service, such as Gmail.

All portfolios must contain the following items:

- Samples of work from courses and/or professional activities. (Example: Broadcasting students must include a video reel)
- A current résumé
- A personal profile
- Contact information/means of contact
- Social media links

Students might wish to include a blog, video reels, photograph galleries, SoundSlides presentations, design PDFs, audio files and writing pieces as examples of professional work. The professional work should ultimately be tailored to the career the student seeks after graduation. Thus, each student's portfolio should show a unique blend of work.

Email

Students must have their UofM email accounts activated. Students using another provider, such as Google, are required to have all UofM email forwarded to that account. Students should go to the <http://iam.memphis.edu> website to implement forwarding of UofM email. Students are required to check their email daily. They are responsible for complying with any email sent to by professors or others in the University.

Electronic devices

Some classes require a tablet, laptop or a smartphone. Others do not. Instructors will set the policy for their specific classes.

Attendance

Class attendance is mandatory in Journalism and Strategic Media. Students may be assigned a failing grade for the semester for nonattendance or habitual late arrival. No late work will be accepted without prior arrangements with the class professor. Students may not be permitted to make up any missing work unless it is for an absence because of illness or other catastrophic emergency, such as a death in the family that can be documented (e.g. with a doctor's note or a copy of the newspaper obituary). Journalism and Strategic Media is a professional program, and students are expected to understand and comply with deadlines. Students who have some problem making it to class on time should make arrangements to correct the problem or consider taking another class. Students should consider this class as a "job" in the educational process and be on time just as they would elsewhere.

Course repetition

Majors and minors who fail to earn the minimum passing grade ("C-") in a class required by their program of study in Journalism and Strategic Media more than three times will be dropped from the program.

Students may not use or submit work from a previous course, even if it is the same course being repeated, to fulfill requirements for assignments in another course. If students wish to substantially rework the original submission, or to work with the same general idea, that may be permissible upon discussion with and written approval from the professor of the current course. All written work will be checked for policy adherence via TurnItIn.com. All creative work will be checked for policy adherence by the professor and judged against previous submissions. The only exception to this policy is the student's online portfolio and its attendant pieces (for example, the résumé and logo).

Academic integrity

In addition to University-wide policies stated in the Code of Student Rights and Responsibilities, the Department of Journalism and Strategic Media considers making up quotes from sources, turning in substantially the same assignment for credit in two different courses or students receiving any assistance from others for work assigned to be done on their own, as acts of cheating punishable to the degree determined appropriate by the course instructor and department chair. Punishment may include grade reductions or seeking dismissal of the student from the University.

Further, as this is a journalism and strategic media class, students are expected to comply with copyright law and must have sufficient permission to use any copyrighted materials used in creative projects, unless otherwise informed in cases of exercises or reproduction.

Your written work may be submitted to Turnitin.com, or a similar electronic detection method, for rating originality of your ideas. Also to evaluate proper use and assignment of sources. As part of this process, you may require to submit electronic as well as hard copies of your work. Other instructions to follow may also be given. By taking this course, you agree that all assignments may undergo this review process. The assignment may be included as a source document in Turnitin.com's restricted access database. It is solely for the purpose of detecting plagiarism in such documents. Assignments not submitted according to the instructor's procedures may be penalized or may not be accepted at all. (*Office of Legal Counsel, October 11, 2018*)

Online SETEs

Students are urged to complete the SETEs evaluation of this course. Once the instructor has posted grades, student can immediately see that grade, provided they have completed a the SETE for that class.

To access evaluation forms, students should log in to MyMemphis using their UUIDs and email passwords; click on the gray “Student” tab; complete an evaluation for each course listed and hit the “Submit” button at the bottom of the form. Completing the SETE will only take a few minutes. Faculty take the evaluations very seriously and use them to improve courses and instructional quality. Student feedback is essential and is appreciated.

Deadlines

All deadlines are firm. This is journalism and strategic media. Students needing an extension on an assignment must receive approval from the instructor. Exceptions will be made for reasonable circumstances if the student notifies the instructor prior to the due date.

AP Style and grammar

All written work in this class must follow the AP Stylebook and accepted rules of grammar and punctuation. Students are responsible for learning these rules and checking their work for errors.

Disability and accommodations

Students who need an accommodation based on the impact of a disability should contact the Office for Disability Resources for Students at 901-678-2880 in 110 Wilder Tower Hall to coordinate reasonable accommodations for students with documented disabilities.

Diversity and inclusivity

Students are required to respect the differences of others and treat all persons with respect. Discriminatory, derogatory and threatening language or behavior will not be tolerated. Further, students are expected to consider their work through a diverse mind. Media reach a mass audience, and students should be aware of how those messages are received by a diverse audience.

Weather policy

Always check with local media and the University of Memphis website regarding inclement weather. If the University is closed or classes are canceled, this course will not meet. However, students will still be responsible for that day’s work.

Student support

Student who are experiencing personal or academic challenges including, but not limited to food or housing issues, family needs, or other stressors, should visit the Office of Student Accountability, Outreach & Support page to learn about resources that can help: <https://www.memphis.edu/saos/sos/crisis-resources.php>. Any student who faces personal challenges including, but not limited to securing their food or housing and believes this may affect their performance in the course is urged to contact the Office of Student Accountability, Outreach & Support (901-678-2187) located in the University Center, Suite 359 for assistance. Students may also talk with course instructors about the challenges they are experiencing. Instructors may be able to assist in connecting with campus or community support.

COVID-19 protocols

If a student tests positive for COVID-19, they need to notify the Dean of Students Office at deanofstudents@memphis.edu and notify the University of their result. Faculty are expected to be accommodating with extra time for assignments; however, decisions will vary on a case-by-case basis according to the severity of the student's illness. To prevent the spread of COVID-19, students are encouraged to wear masks indoors, wash hands frequently and wipe down their workstations with sanitizing wipes before and after class.