Course Overview

This course is designed to complement the Advertising Management (M&L 4230) class. Taken together, you will be introduced to the field of advertising and promotion. The perspectives offered will emphasize the role of traditional advertising and other promotional mix elements in developing an integrated marketing communications (IMC) program. IMC requires an understanding of the overall marketing process, how companies organize for advertising and other promotional functions, customer behavior, communications theory, how to set goals and manage budgets.

This course will explore how marketers utilize promotional programs to enhance their advertising and other marketing efforts. It will also focus on understanding the role of pricing and the implications of various pricing strategies.

Course Objectives

By the end of the term you will be able to:

(1) Evaluate the fit of a promotional effort for a brand.
(2) Analyze the effectiveness of promotions.
(3) Critique promotional strategy and offer recommendations for improvement.
(4) Work effectively in a team environment towards a common goal.
(5) Utilize your analytic, oral presentation and writing skills.

Course Text

Belch & Belch. Advertising and Promotion: An Integrated Marketing Communications Perspective. 10th edition
Publisher: McGraw Hill
ISBN: 9781259337048

This book is required for all sections of this class and all sections of Advertising Management (BUSML 4230). While we will utilize and reference the text throughout the course for class discussions, I do not mandate that every student have their own textbook. I’m fine if students want to coordinate sharing the textbook. Some of the discussions posted on Carmen will relate to concepts from the textbook so it is the student’s responsibility to at least have access to a textbook.
Course Expectations

Don't think of this as a class in marketing; think of this as a marketing company in which you are employees trying to get ahead. When you prepare for class, imagine you are preparing for an important meeting with your boss. Don't miss a chance to advance your career because of poor preparation. Try to be the most informed person in the room!

In this class, it is expected we will treat each other with the professionalism and respect required of us in our careers. In other words, make sure your documents show pride in your work (rewrite them, edit them, proof them, then do it all again); don't expect the “boss” (namely me) to look kindly on absences or under-preparation caused by other commitments. Be sure to send notification to me if you are not going to be in class on a given day.

Inappropriate conduct (i.e., tardiness, stepping out during class, sidebar conversations, use of electronic equipment like cell phones or iPods, and eating food) is frowned upon. Each of these behaviors tends to distract your fellow classmates and thus detract from the learning environment. I, and your fellow classmates, will return your consideration by treating you with respect, listening to your opinions and offering as much constructive feedback as possible. Additionally, I will be accessible for questions when you need assistance.

Grading

Your grade will be based on the below components:

<table>
<thead>
<tr>
<th>Graded Component</th>
<th>% of Final Grade</th>
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<tbody>
<tr>
<td>1. Group Company Analysis Project*</td>
<td>40%*</td>
</tr>
<tr>
<td>2. Group Product Pricing Presentation*</td>
<td>30%*</td>
</tr>
<tr>
<td>3. In-class &amp; Online Participation</td>
<td>15%</td>
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<tr>
<td>4. Group Peer Evaluation*</td>
<td>15%*</td>
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*Individuals who receive less than 70% Peer Evaluation (as an average of all evaluations) will receive only 90% credit of the Group Project and Presentation grades.

The grading scale that will be utilized for the final grade are as follows:

- A = 93 – 100%
- A- = 90 – 92.99%
- B+ = 87 – 89.99%
- B = 83 – 86.99%
- B- = 80 – 82.99%
- C+ = 77 – 79.99%
- C = 73 – 76.99%
- C - = 70 – 72.99%
- D+ = 67 – 69.99%
- D = 63 – 66.99%

Group Company Analysis Project – 40% of final grade

You will work in teams of five or six that will be formed during the first week (you will form your own teams). Each team will select a company or brand for which you will perform an in-depth, external analysis of their pricing & promotional activities. Companies/brands cannot be duplicated and will be assigned on a first-come basis. Teams must provide their selection to the professor by Thursday, August 27th. Your goal is to uncover elements of the company’s pricing and promotional strategy based on the topics discussed in this class. The final deliverable should follow the below outline. There is no required
format or length for the deliverable but I will be looking at both thoroughness and relevance. You should look to incorporate each of the main topical areas discussed throughout the course.

*Company Analysis Project Outline & Grade Weighting:*

1) Situation Overview – 20% weighting  
   a. Company (products, financial performance, history, longevity, etc.)  
   b. Category (stage of lifecycle, competition, keys to success, history, future outlook, etc.)

2) Consumer Profile – 10% weighting  
   a. Provide an overview of the company's target consumer (demographics and psychographics)

3) Current Pricing & Promotional Strategy – 40% weighting  
   a. Summary of current pricing & promotional activities with examples  
   b. Assessment of company's key pricing & promotional strategies tying back to concepts discussed throughout the semester (i.e. what is company trying to accomplish through the various promotional activities)

4) Alternative Strategy Option – 30% weighting  
   a. Develop additional pricing & promotional strategy or alternative activities to better achieve their current strategy as described in section 3 (what should they start, stop, or change)

*Group Product Pricing Strategy Presentation – 30% of final grade*

The pricing and promotional strategy is an important aspect of every new product launch. Each group (same groups as Company Analysis Project) will be assigned a product category from a typical grocery store. Your group will assess the category pricing/promotions structure of the current brands and provide a recommended price and promotional strategy of a new product being launched into the category. You will present your assessment and recommendations to the class. Each group will have 20 minutes to present. Your presentation should include:

1) Summary of the current offerings with their pricing & promotional activities  
2) Available pricing options/strategies for your new product  
3) Your team's recommendation with rationale and support

*Class Participation – 15% of final grade*

Participation is an important part of the learning process and I strongly encourage you to be actively involved! Course contribution does not mean simply showing up to class. Your class participation grade consists of regular attendance and involvement in our class discussions. Given that daily contribution is subjective and because my memory is not perfect, I recommend that you keep a personal log of your own contribution (jot down the date and comments you made). This will be useful if you feel that I have unfairly evaluated your contribution. Many people are intimidated by the "obligation" of speaking up in class. Don't be. Your anxiety will be reduced only through practice! Getting comfortable with public speaking will give you a HUGE career advantage. Here's the secret to cutting your stress level - **BE PREPARED. Each student should come to**
class with at least three key concepts from the assigned readings that you thought was most interesting and a reasoning why. I will call on people in class to share their opinions and perspectives. In addition you are welcome at any time to ask questions.

In addition to in-class discussions, I will be occasionally posting questions on the Carmen Discussion Board based on assigned readings or additional topics. Each student is expected to participate in these discussions as if we were in the classroom. Students should also be posting discussion topics and comments that would spur additional discussions by the class. These discussion topics could be based on in-class topics, project research, or news headlines related to promotional strategy. The key is participation. This class is not intended to be one-way lecture on every topic but rather a two-way dialogue throughout the session.

Overall participation grades will be based on a combination of in-class and online discussions. Below are the general criteria that will be used to determine the grade:

**Grade = A:** Consistent leader in the classroom. Always prepared and initiates class discussion. Comments are focused and integrative (linking materials to other courses, work experiences, current events, etc.). Provides web links and commentary on topics relevant to the course. Integrates materials and discussions with other courses, experiences. Starts new discussion topics and thoughtfully comments on discussions started by other students. Provides supportive evidence for point of view.

**Grade = B:** Quality participation. Responds to instructor comments and questions when called on. Provides examples. Provides links to relevant web pages with some personal commentary.

**Grade = C:** Occasional contributions to class discussions. Brings in some new material and some new ideas. Rarely starts new discussions. Simply agrees or disagrees with the postings of others. Provides little supportive evidence.

**Grade D:** Answers questions from the instructor. Sometimes responds to other students. Attends class regularly.

**Grade = F:** Occasionally attends class and does not participate.

**Group Evaluations – 15% of final grade**

Team collaboration and participation is an important element of this class and will affect the quality of final deliverables. Each team member will provide a performance evaluation of the other members (template will be posted on Carmen). Lack of effort and contribution to the project by a team member will be reflected in the individual peer evaluations and will negatively affect that individual’s overall grade for the course.

It is important that Peer Evaluation scores are determined based on objective criteria rather than personal opinion. It is normal for group members to have different approaches, personalities, and opinions so your group will need a clear framework for how you will work together and the expectations of performance. One of the first tasks your group will have will be to develop and submit a Team Charter. The performance expectations laid out in this charter will be the basis for your Peer Evaluation scores at the end of the session. The template for the Team Charter will be posted on Carmen.
Honor Code

Academic integrity is essential to maintaining an environment that fosters excellence in teaching, research, and other educational and scholarly activities. Thus, The Ohio State University and the Committee on Academic Misconduct (COAM) expect that all students have read and understand the University’s Code of Student Conduct, and that all students will complete all academic and scholarly assignments with fairness and honesty. Students must recognize that failure to follow the rules and guidelines established in the University’s Code of Student Conduct and this syllabus may constitute “Academic Misconduct.”

The Ohio State University’s Code of Student Conduct (Section 3335-23-04) defines academic misconduct as: “Any activity that tends to compromise the academic integrity of the University, or subvert the educational process.” Examples of academic misconduct include (but are not limited to) plagiarism, collusion (unauthorized collaboration), copying the work of another student, and possession of unauthorized materials during an examination. Ignorance of the University’s Code of Student Conduct is never considered an “excuse” for academic misconduct, so I recommend that you review the Code of Student Conduct and, specifically, the sections dealing with academic misconduct.

If I suspect that a student has committed academic misconduct in this course, I am obligated by University Rules to report my suspicions to the Committee on Academic Misconduct. If COAM determines that you have violated the University’s Code of Student Conduct (i.e., committed academic misconduct), the sanctions for the misconduct could include a failing grade in this course and suspension or dismissal from the University.

If you have any questions about the above policy or what constitutes academic misconduct in this course, please contact me.
### Course Schedule

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<thead>
<tr>
<th>Date</th>
<th>Topic</th>
<th>Readings / Assignments</th>
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<tbody>
<tr>
<td>8/25/15 (Tu)</td>
<td>Course Introduction</td>
<td>Review Syllabus / <em>Choose Project Groups</em></td>
</tr>
<tr>
<td>8/27/15 (Th)</td>
<td>IMC Overview</td>
<td>B&amp;B, Ch. 1 &amp; 2 / <em>Company/Brand Decision Finalized</em></td>
</tr>
<tr>
<td>9/1/15 (Tu)</td>
<td>Consumer Promotions</td>
<td>B&amp;B Ch. 16 (pgs. 529 – 562) / <em>Team Charter Due</em></td>
</tr>
<tr>
<td>9/3/15 (Th)</td>
<td>Trade Promotions</td>
<td>B&amp;B Ch. 16 (pgs. 563 – 572)</td>
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<tr>
<td>9/10/15 (Th)</td>
<td>Direct Marketing</td>
<td>B&amp;B Ch. 14</td>
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<tr>
<td>9/15/15 (Tu)</td>
<td>Digital Marketing</td>
<td>B&amp;B Ch. 15</td>
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<tr>
<td>9/17/15 (Th)</td>
<td>Pricing Presentation Worksession</td>
<td>In-class discussion with individual groups</td>
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<tr>
<td>9/22/15 (Tu)</td>
<td>Pricing Strategy Presentations</td>
<td><em>Groups 1-4</em></td>
</tr>
<tr>
<td>9/24/15 (Th)</td>
<td>Pricing Strategy Presentations</td>
<td><em>Groups 5-8</em></td>
</tr>
<tr>
<td>9/29/15 (Tu)</td>
<td>Support Media &amp; Measurement</td>
<td>B&amp;B Ch. 13 &amp; 18</td>
</tr>
<tr>
<td>10/1/15 (Th)</td>
<td>Company Analysis Worksession</td>
<td>In-class discussion with individual groups</td>
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<tr>
<td>10/6/15 (Tu)</td>
<td>Case Discussion</td>
<td>Case will be posted on Carmen prior</td>
</tr>
<tr>
<td>10/8/15 (Th)</td>
<td>Course Debrief &amp; Activity</td>
<td><em>Company Analysis Due – All Groups</em></td>
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Professor Bio

Scott LaCross
Adjunct Professor of Marketing
Fisher College of Business

Scott LaCross is the owner of The Speiro Group, a Columbus, Ohio-based consulting firm serving companies in the areas of strategic planning, marketing execution, and leadership development. He is also the founder of StartMarketingRight.com, an online resource that helps companies plan and execute effective marketing programs. Scott has extensive marketing and brand management experience across business-to-business services, consumer products, and healthcare industries.

Prior to starting The Speiro Group and StartMarketingRight.com, Scott held various brand marketing positions with Sara Lee Corporation (now Hillshire Brands) and Abbott Nutrition. His experience includes strategic business planning, P&L management, profitability improvement, cross-functional team management, market research design, brand identity and positioning, advertising and promotions development, and new product launches.

Scott earned his MBA from Northern Illinois University and his B.S. in Marketing and Organizational Leadership from Miami University.