COURSE DETAILS
Course Code: C19MC
Full Course Title: Marketing Communications
SCQF Level: 9
SCAF Credits: 15
Available as Elective: Yes

DELIVERY LEVEL
Undergraduate: Yes  Postgraduate Taught: No  Postgraduate Research: No

COURSE AIMS
The aim of this course is provide students with a thorough grounding in the techniques, issues and relationships involved in communicating with target audiences. The focus will be on using an integrated marketing communications approach and achieving a two way dialog with your customers rather than sending them promotional messages. It aims to give students a critical view of this area and highlight the importance of client/agency relationships.

LEARNING OUTCOMES – SUBJECT MASTERY

- Understand Integrated Marketing Communications (IMC) concepts, frameworks and tools
- Understand the blend of ingredients in IMC such as advertising, sales promotion, and personal selling.
- To be aware of important influences in selecting and in the measuring of media and communications effectiveness

- Analyse complex problems and make critically sound recommendations and plans

- Apply key analytical frameworks and tools to the analysis of IMC problems, situations or cases;
- Locate and synthesise appropriate academic and practitioner resources on marketing topics

LEARNING OUTCOMES – PERSONAL ABILITIES
C19MC Marketing Communications

- To understand the reason for the stages in the agency selection process.
- To be aware of the factors influencing advertising agency-client relationships.
- To know the structure of a communications plan (or advertising plan) and to be able to construct a plan for a given situation/problem scenario.

- Work independently and as a group member

- Plan, organise and prioritise work effectively.
- Work with others to utilise a range of resources

- Competently communicate and exchange ideas in both large and small group settings;
- Interpret, use and evaluate numerical and graphical data to set and achieve goals/targets

SYLLABUS

The syllabus covers a range of issues regarding the course topic. An indicative syllabus is as follows:

- Overview of Integrated Marketing Communications (IMC)
- How Marketing Communications works
- Marketing Communications Planning: Strategy and Messages
- Marketing Communications Planning: Media
- Branding and Positioning
- Evaluating IMC
- IMC media: Sales Promotion, PR and Personal Selling, Digital marketing communications
- Marketing Communications in context

COURSE RELATIONSHIPS

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Level</th>
<th>Title</th>
<th>School</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>C18FM</td>
<td>8</td>
<td>Fundamentals of Marketing</td>
<td>School of Mgmt &amp; Languages</td>
<td>Pre-Requisite</td>
</tr>
</tbody>
</table>

LOCATION AND ASSESSMENT METHODS

<table>
<thead>
<tr>
<th>Edi</th>
<th>SBC</th>
<th>Ork</th>
<th>Dub</th>
<th>Malay</th>
<th>IDL</th>
<th>COLL</th>
<th>ALP</th>
<th>OTH</th>
<th>Method</th>
<th>Weight</th>
<th>Exam Mins</th>
<th>Type</th>
<th>Diet</th>
<th>Synoptic Course</th>
</tr>
</thead>
<tbody>
<tr>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Coursework</td>
<td>50</td>
<td>Assessment</td>
<td>Semester 2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Examination</td>
<td>50</td>
<td>120</td>
<td>Assessment</td>
<td>Semester 2</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Y</td>
<td>Y</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Examination</td>
<td>100</td>
<td>120</td>
<td>Assessment</td>
<td>Semester 2</td>
<td></td>
</tr>
<tr>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td>Y</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Examination</td>
<td>100</td>
<td>120</td>
<td>Reassessment</td>
<td>Semester 3</td>
<td></td>
</tr>
</tbody>
</table>