

**University of Florida**  
**International and Cross Cultural Advertising**  
**ADV 4400, Section 0469**  
**Spring 2018**

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This is an online course. To begin go to the UF e-Learning site at  
<http://elearning.ufl.edu/>

Then click on LOG IN To E-LEARNING in Canvas, which is located in the center of the page. You will then login using your UF Gatorlink username and password to access this course. Look for 'Courses' on the left hand side of the page and click. From there you will select ADV4400, International & Cross-Cultural Advertising, Spring 2018.

I recommend you download the Canvas App for Free at the App store on iTunes or Google Play for the Android. This will help notify you about submitting assignments, email messages, and so on.



**Course Description**

Welcome to International and Crossing Cultural Advertising!

This course is designed to introduce students to the opportunities and challenges involved in developing strategies and for implementing communication plans for international markets.

We are going to examine the topic of international advertising from an “inside out” perspective, beginning with an exploration of marketers’ opportunities among consumers in the US and before expanding the scope of discussion to international and global markets. The course attempts to provide balance

between the practical and theoretical concepts advertisers must consider if they are to effectively operate in the global marketplace.

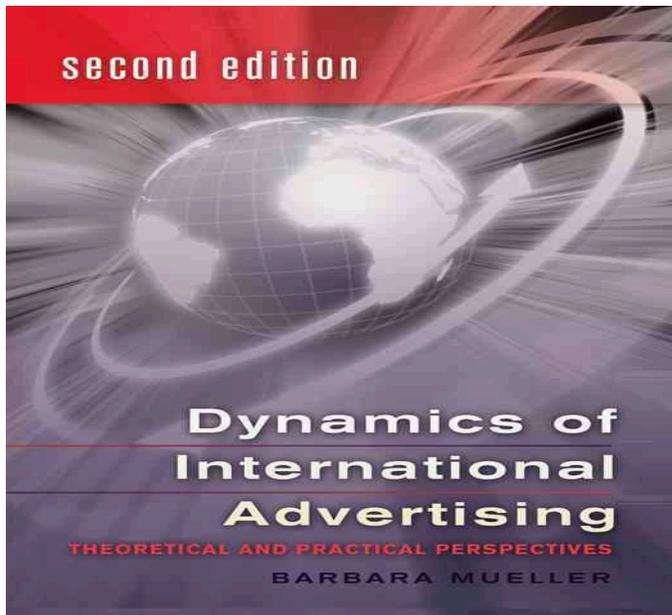
### **Course Objectives**

The objectives of the course are as follows:

- To expose you to and encourage the understanding of the issues and concerns in international advertising campaigns
- To examine relevant theories associated with understanding advertising and promotion planning decisions used to address international markets
- To analyze international advertising strategies demonstrated in successful advertising campaigns

### **Required Course Materials**

1. Mueller, Barbara (2011), *Dynamics of International Advertising: Theoretical and Practical Perspectives* (second edition). New York: Peter Lange Publishing, Inc.



2. *Ad Text Advertising Curriculum* (2011) available online at <http://www.adtext.online.org>. Published by the Advertising Educational Foundation and distributed by Johns Hopkins University Press Project MUSE.

## Grade Assessment Criteria

<u>Graded Assignments</u>	<u>Points</u>
6 Biweekly Q&A	60
4 Quizzes (20 points each)	80
4 Small Group Discussions	40
Individual Assignment #1	100
Individual Assignment #2	100
Final Group Team Project	100
<b>Total Points</b>	<b>480</b>

## Grading Scale

A	450-480 points
A-	435-449 points
B+	422-434 points
B	412-421 points
B-	398-411 points
C+	382-397 points
C	376-381 points
C-	364-375 points
D+	356-363 points
D	350-355 points
D-	335-349 points
E	0-334 points

1. **Biweekly Q & A (6)**, 60 points
  - a. Every two weeks beginning with **Module 1**, you will be asked to submit two questions (and answers) about the module reading and/or lecture content that would be appropriate to pose to class peers. The questions can be ones that you are curious about or interested in based on how it was addressed in the readings.
  - b. Generally, the questions the instructor is more interested in from you fall into the category of context questions. Context questions present the inquiry in relation to an opinion or example (real or hypothetical) that demonstrates your 'deeper thinking' about the module lecture and assigned readings. This category of questions goes beyond the one-dimensional questions written to test others' knowledge on basic definitions or terms introduced in the readings. Instead, they should demonstrate your thoughtfulness to the subject matter and willingness to assert other queries for consideration in an effort to raise the bar on the level of discussion.

c. **Create two questions from the module for the assigned week based on the criteria outlined above and then provide answers for each question you raised.** The questions and answers need to be relevant to the assigned class materials.

This assignment is due by **Sunday, 11:59PM** of each assigned week. A rubric is provided in the context of the Course Materials to clarify the weekly question evaluation criteria.

2. **Quizzes (4)**, 80 Points total: 20 points each-
  - a. There will be four quizzes consisting of 10 questions each will be given over the term. They will be scheduled approximately every **three (3)** weeks. Quiz questions will be presented in a multiple-choice format and will cover content for modules completed up to the quiz point.
  - b. For example, the first quiz, scheduled for June XX, will only cover the content from modules X – Y, quiz 2 will cover only the content covered in modules A – B, and so on.
  - c. Quizzes in this class will normally open on the **Tuesday** of the respective module at **9:00 AM** and remain open until **Wednesday** at **11:59pm** before the quiz officially closes. You can take the quiz at any time during 45 hour window.
  - d. Once a quiz has been started, it cannot be stopped until the allotted time (20 minutes) is complete.
  - e. Therefore you should take care to cover all materials prior to attempting the quiz and work steadily to complete the quiz within the designated time period. Please review the course syllabus for clarification on the designated quiz dates (provided below).  
to
    - **Quiz 1: Opens, Tuesday, 1/30 at 9AM and closes Wednesday, 1/31 at 11:59PM (Modules 1-3)**
    - **Quiz 2: Opens, Tuesday, 2/20 at 9AM and closes Wednesday, 2/21 at 11:59PM (Modules 4-6)**
    - **Quiz 3: Opens, Tuesday, 3/20 at 9AM and closes Wednesday, 3/21 at 11:59PM (Modules 7-9)**
    - **Quiz 4: Opens, Tuesday, 4/24 at 9AM and closes, Wednesday, 4/25 at 11:59PM (Modules 10-13)**
3. **Group Discussion Boards (4)**, 40 Points total: 10 points each-
  - a. The purpose of the small group discussions is to provide you with an opportunity to exchange ideas and engage with your peers. During the first week in the semester, you will be assigned to a small group of up to 5 peers to work. There are a total of 4 graded discussions throughout the semester and for the team project & presentation (explained below).

- b. For the small group discussions, you will be given a topic on which to respond through discussion board post. You will not only be asked to submit your own opinion, but also to review and respond to the opinions of two of your peers.
- c. Discussions will be graded based on your initial response as well as your two peer responses in terms of clarity and insight related to the discussion board question and peer engagement. **Please note if your initial post is submitted after the Friday due date a 2.5 deduction will be assessed to your score.**
- d. The deadlines for each group discussion board are as follows:
  - **Group Discussion Board 1 (Module 2) →**
  - **Your initial post is due Friday, January 19<sup>th</sup> at 11:59PM**
  - **Two Peer Feedback Responses due Sunday, January 21 at 11:59PM**
  
  - **Group Discussion Board 2 (Module 3)**
  - **Your initial post is due Friday, January 26<sup>th</sup> at 11:59PM**
  - **Two Peer Feedback Responses due Sunday, January 28<sup>th</sup> at 11:59PM**
  
  - **Group Discussion Board 3 (Module 5)**
  - **Your initial post is due Friday, February 9<sup>th</sup> at 11:59PM**
  - **Two Peer Feedback Responses due Sunday, January 11<sup>th</sup> at 11:59PM**
  
  - **Group Discussion Board 4 (Module 9)**
  - **Your initial post is due Friday, March 16<sup>th</sup> at 11:59PM**
  - **Two Peer Feedback Responses due Sunday, March 18<sup>th</sup> at 11:59PM**

4. **Individual assignments** (2), 200 Points total: 100 points each –  
Up to two individual written assignments will be issued for this course. Assignments must be submitted to the assignment drop box by 11:59 PM on the specified due date. Generally, assignments will have a page limit of three to five pages maximum.

All submissions should be typed or word-processed, on 8 ½ x 11" All manuscripts must be double-spaced (excluding references) in 12-point Times Roman font (no narrow fonts) with pages numbered consecutively in the upper right corner throughout the entire paper (title page is page

- 1). Allow margins of at least one inch on all four sides. Use one font style only (e.g., Times Roman). Papers must be left justified. Papers should be prepared according to one of the main academic styles:

APA, Chicago Style, and Journal of Advertising.

Students are strongly recommended to ask the instructor if they are not familiar with the mentioned formats.

File naming convention – All submissions must have the following format:

**LastName \_ FirstName \_ Assignment#\_Filename.doc or .docx** (Only .doc and .docx files will be considered. Improperly formatted files will **NOT** be considered and could result to receiving 0 points for the submission)

Late, missed, or revised assignments will be accepted only if approved by the course instructor. For example, if you have medical emergencies or other situations that are supported by UF leave policies can obtain approval to submit assignments without getting penalized.

Travel, vacation, internship, tours, etc., will not be considered under this clause. A written petition to the instructor explaining the reason for assignment tardiness must be attached with the submission. Assignments not submitted within the initial deadline will lead to a **grade penalty (usually 5% of the grade per day)** and after 7 days students will **forfeit** all possible points for that assessment.

- **Individual Assignment 1 due date: Friday, March 2<sup>nd</sup> at 11:59PM**
- **Individual Assignment 2 due date: Friday, March 30<sup>th</sup> at 11:59 PM**

5. **Final project (1)**, 100 points

**Team Project (100)**

The purpose of the presentation is to provide the class with a resource for deeper understanding about how the component topics reviewed over the term work together to contribute greater understanding of a specific topic. Each team will submit a topic proposal they wish to work on in the first few weeks of the semester to allow group members adequate opportunity to collaborate before the end-of-semester deadline.

Each team will complete both **a team project report and a PowerPoint file** that will be shared with the class via course site post at the end of the semester..

### **Extra Credit**

At various times throughout the semester, you will have opportunities to earn extra credit. Extra credit opportunities that require participation that goes beyond regular class time will be announced as much in advance as possible in order to give you time to make any necessary arrangements.

### **Grading Scale**

Your work for the course will be evaluated on the following scale.

<b>A = 100 – 93</b>	<b>C = 76 – 73</b>
<b>A- = 92 – 90</b>	<b>C- = 72 – 70</b>
<b>B+ = 89 – 87</b>	<b>D+ = 69 – 67</b>
<b>B = 86 – 83</b>	<b>D = 66 – 63</b>
<b>B- = 82 – 80</b>	<b>D- = 62 – 60</b>
<b>C+ = 79 – 77</b>	<b>E = 59 and below</b>

### **Inclusivity Statement**

We understand that our members represent a rich variety of backgrounds and perspectives. The College of Journalism and Communications and the Department of Advertising is dedicated to providing an atmosphere for learning that respects diversity. While working together to build this community, I ask all of you as members to:

- Share your unique experiences, values and beliefs.
- Be open to the view of others.
- Honor the uniqueness of your colleagues.
- Appreciate the opportunity that we have to learn from each other in this community.
- Value each other's opinions and communicate in a respectful manner.
- Keep confidential discussions that the community has of a personal (or professional) nature.

### **Academic Honesty**

The UF Conduct Code will be enforced at all times in this class:

“UF students are bound by The Honor Pledge which states, “We, the members of the University of Florida community, pledge to hold ourselves and our peers to the highest standards of honor and integrity by abiding by the Honor Code. On all work submitted for credit by students at the University of Florida, the following

pledge is either required or implied: “On my honor, I have neither given nor received unauthorized aid in doing this assignment.” The Honor Code (<http://www.dso.ufl.edu/sccr/process/student-conduct-honor-code/>) specifies a number of behaviors that are in violation of this code and the possible sanctions.

Furthermore, you are obligated to report any condition that facilitates academic misconduct to appropriate personnel.” Feel free to consult me if you have any questions or concerns.

### **Students with Disabilities**

My wish is for all of you in my class to be as comfortable in the classroom environment and to thrive as a student. Please inform me as soon as possible if there are any conditions that may limit or affect your participation in this course so I can make necessary arrangements. However, I can only do that when you have first registered with the Dean of Students Office. The Dean of Students Office will provide documentation to you as a student, which you must then present to me. For more information please visit <http://www.dso.ufl.edu.drc> or call 352-392-1261. Please follow this procedure as early as possible in the semester if you require assistance.

**Support for Students with Challenges:** Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation. Each of us is likely to face challenges that may adversely affect our class performance. I am willing to help. However, I can only help if you notify me before your performance is affected. Expect requests received for help after your performance has been negatively affected to be denied.



committed to

Your well-being is important to the University of Florida. The U Matter, We Care initiative is creating a culture of care on our campus by encouraging members of our community to look out for one another and to reach out for help if a member of our community is in need. If you or a friend is in distress, please contact [umatter@ufl.edu](mailto:umatter@ufl.edu) so that the U Matter, We Care Team can reach out to the student in distress. A nighttime and weekend crisis counselor is available by phone at 352-392-1575. The U Matter, We Care Team can help connect students to the many other helping resources available including, but not limited to, Victim Advocates, Housing staff, and the Counseling

and Wellness Center. Please remember that asking for help is a sign of strength. In case of emergency, call 9-1-1

**Course evaluation**

As a student, you are expected to provide feedback on the quality of instruction in this course by completing online evaluations at <https://evaluations.ufl.edu>. Evaluations are typically open during the last two or three weeks of the semester, but you will be given specific times when they are open. Summary results of these assessments are available to students at <https://evaluations.ufl.edu/results/>

## Course Schedule

The schedule below is a representation of topics that will be covered over the duration of the course. PLEASE use it as a reference for keeping up with assignments and deadlines. In the event of any changes to the present schedule, I will inform the class via emails and/or announcements via Canvas.

**\*\*Note All assignments (Group Discussion Boards, Bi-Weekly Q & A, Individual and group project assignments are due at 11:59PM unless otherwise specified\*\***

<u>Module</u>	<u>Topic</u>	<u>Dates</u>	<u>Quiz/Assignments</u>
Module 1	Course Introduction & Defining Multiculturalism	January 8 – January 14	Getting started discussion Student Bio Take the Millennial quiz for 2 points extra credit Bi-Weekly Q&A
Module 2	Gender, Race, Ethnicity, Sexuality, and Class	January 15 – January 21	Group Discussion 1
Module 3	Multiculturalism in the Marketplace: Targeting Latinas and African American Women	January 22 – January 28	Group Discussion 2 Bi-Weekly Q&A
Module 4	Multiculturalism in the Marketplace: Targeting Asian American and LGBTQ Consumers	January 29 – February 4	Quiz 1 (Modules 1 – 3) Submit Team Project Proposal
Module 5	The Growth of International Business and Advertising	February 5 – February 11	Group Discussion 3 Bi-Weekly Q&A
Module 6	The International Marketing Mix	February 12- February 18	
Module 7	The International Marketing & Advertising Environment	February 19 – February 25	Bi-Weekly Q&A Quiz #2 (Modules 4-6)
Module 8	The Cultural Environment	February 26- March 4	Individual Assignment 1 due

(Friday, March 2<sup>st</sup>  
at 11:59PM)

Module 9	The Cultural Environment II	March 12– March 18	Group Discussion 4 Bi-Weekly Q&A
Module 10	Creative Strategy and Execution	March 19 – March 25	Quiz 3 (Modules 7 – 9)
Module 11	Advertising Media in the International Arena	March 26 – April 1	Individual Assignment 2 due (Friday, March 30 <sup>th</sup> at 11:59PM) Bi-Weekly Q&A
Module 12	Research in International Advertising	April 2 – April 8	No assignment
Module 13	Corporate Social Responsibility	April 9–April 15	Bi-Weekly Q&A (Extra Credit Optional)
Module 14	Course Wrap Up	April 16-April 29	Group Project Final Submission Due (11:59pm, Sunday April 29th Quiz 4 (Modules 10 – 13)