

MMC 3254 Media Entrepreneurship

Spring 2025 Syllabus

Professor: Bill Stump

Contact: William.Stump@ufl.edu; bstump820@gmail.com

Class Time: Wednesdays at 9:35 a.m. (Class #13781) and 10:40 a.m.

(Class #13782). **Virtual Office Hours** Wednesday from 11:30 am till 1:30 pm and by appointment.

Course Overview

MMC 3254 is a dynamic 1-credit course designed to empower aspiring media professionals with the knowledge and skills needed to create and cultivate a successful personal media brand in the digital age.

Through lectures, guest speakers, group discussions, and hands-on projects, students will learn how to leverage their journalistic and media skills to develop a compelling and authentic brand that resonates with a chosen targeted audience.

The course introduces students to the basics of entrepreneurship and the evolving media business models, including email newsletters, podcasts, blogs/vlogs, and social content.

The course investigates general concepts of entrepreneurship and how digital technologies and the Internet have transformed media economics. Students will be introduced to recent media start-ups as case studies for applying entrepreneurial principles.

This course is for those interested in using their skills and abilities to work in one of the various forms of media today. The instruction intends to offer a broad view of the industry, and the variety of ways people can use what they know to build their careers.

In today's economy journalists and content creators are likely to be hired and compensated for core skills that can help companies reach

their goals – often more quantitative than qualitative. But quality is a crucial element of “breakthrough” products, and once that quality is defined – and the ability to deliver it is established – professionals have a true possession to carry forward into their professional lives.

In this class, students will be exposed to different approaches to product development that take advantage of the evolutionary environment in digital media, one that requires less reliance on a “corporation” and more on personal agency and an evolving toolkit of skills and abilities.

This approach also allows students to serve communities of which they are a part, taking advantage of an insider understanding and passion for particular affinity groups and lifestyles.

This type of work is less predictable because success is up to the individual and the products and communities they build, but nothing is more rewarding.

In this class, students will start to identify their strengths and weaknesses and determine how best to use them. The Delphic aphorism is still true today: The first step to success is to “know thyself.”

This requires exploration. What’s been done, by who, why, and how? What resonates with you and your short- and long-term goals? We’ll look at case studies and hear from those who’ve built success, with an eye toward an individualized version of You Inc.

This is a 1-credit class, so students won’t be inundated with reading and other commitments. The key to success is simple: show up, pay attention, do the work, be a good classmate, and participate. That’s a good recipe for career success, too.

If there is anything else students would like to learn, just speak up; we have a whole semester together. Consider me a sounding board for any questions about journalism. I may not always know the answer, but I'll probably know someone who does.

Course Goals

Expected Learning Outcomes	Methods of Assessment
Establish a digital media presence/brand identity.	In-Class Assignments, Writing/Posting Assignments
Understand how media organizations and individuals are adapting to digital disruption.	In-Class Assignments; Writing Assignments
Be an economically viable media citizen (i.e., learn to create ideas that generate interest, stickiness, and value).	In-Class Assignments; Writing Assignments
Understand the economics of media, how they're changing, and what that means for the future.	Writing Assignments, In-Class Assignments
Improve your use of media software and tech platforms.	In-Class Assignments

Course Format

- The class is 1 credit and meets one period, one day a week. Most work will be done outside of class.
 - You will have about 30 to 60 minutes of assignments per week – reading, listening, watching interesting stuff from interesting people -- in advance of class, and will be expected to contribute to class.

- You will develop a creative brand idea over the course of the semester, improving it along the way into a cohesive, consistent brand that's of value to a desired audience.

Attendance

The expectation is that you will attend each class from a place where you can actively engage with your camera on out of respect for the instructor and your peers.

There are numerous filters available that will blur your background if you are uncomfortable showing your environment. If there is a valid reason for having your camera off, please notify the instructor.

Class Preparation, Assignments, Late Work , and AI

Please complete all of the assignments on time. The calendar in this syllabus is laid out in a week-to-week format. It tells you what you need to complete before each class.

This document contains all of the due dates, and you must meet those deadlines. People who consistently miss deadlines typically don't get good grades, or sustain a career.

You may not turn in work that is not your own, including work generated by Chat GPT and other AI programs.

If you ever have a question about an assignment, ask it sooner rather than later so you don't fall behind.

Speakers and Events

We'll have various speakers join us in class virtually throughout the semester.

Assignments

Digital Brand Creation

You will create a personal “brand” using digital platforms such as a digital blog, YouTube, email newsletter, and/or social media to distribute your content. You will work to identify brand positioning:

- What is your brand?
- What value/benefit do you offer?
- What type of content are you making?
- How will you deliver authoritative content?
- How are you delivering it?
- Who is it for?
- What makes your brand unique?
- What is the visual identity?
- What is the brand tone/voice?
- Why are you the perfect person to create this content?

Over 16 weeks, you will create a Brand Pitch outlining your idea, and then three “Project Posts” that are examples of the brand you’re creating.

Your goal is to begin to establish a measurable online presence that grows over the semester.

You will be graded on the unique value proposition your theme brings to the market, how well you take advantage of the format you choose, and the ingenuity, freshness, voice, accuracy, and authenticity of your writing/scripting, presentation, and editing.

The grading rubric for the project posts:

- Is your work in line with your original intention?
- Is it clearly for your intended audience?

- Does it deliver the unique value you've planned to create?
- Is it well made content, accurate, creative, entertaining, informative, useful?
- Does it leverage the value of the platform?

In-Class

You'll be expected to attend and participate in class unless you have a documented excuse. You will have various short assignments in the form of discussion posts during the semester that will be based on that day's class. These will be practical exercises based on speakers and trending topics.

Grading

You'll be graded on your initial Brand Pitch, in-class participation, and Discussion Posts and Project Posts.

The usual qualitative measures of good journalism will apply, in addition to how well you apply the themes and ideas we are discussing in class. Although it will be difficult to drive substantial metrics in a short-time, identification of the measures that matter, and reporting out the measures, will be expected.

Your work will be weighted like so, total of 1,000 points:

In-Class Attendance/Participation:

10% (Attendance and in-class participation @ 100 points)

Discussion Posts

20% (4 Discussion Posts @ 50 points each for 200 points)

Brand Pitch

10% (1 @ 100 points for 100 points)

Project Posts:

60% (3 Project Posts @ 200 points per for 600 points)

Details of each assignment will be available in Canvas. If you're having trouble with an assignment or understanding a topic, email me or set up a time to discuss via Zoom.

The goal is for you to produce your best work possible, so please choose a project topic that you're passionate about.

Late assignments will lose 10 points per day. After four days it will not be accepted.

Academic Honesty

As a student at this university, you have accepted a commitment to the Honor Code, and the principles of academic integrity, personal honesty, and responsible citizenship on which it was founded. The instructor of this class is bound to take that commitment seriously and encourages you to contact her with specific questions regarding the Honor Code and your responsibilities within this course.

Specifically, plagiarism will be grounds for significant penalty, including potentially failing the course and being reported to student judicial board.

Plagiarism may include a failure to cite sourced material, copying portions of others' work without appropriate citation, work generated by Chat GPT and other AI programs, and inappropriately reusing your own work from other courses. Cheating on exams also is a violation of the honor code.

University of Florida students are expected to read, understand, and follow the Student Conduct & Honor Code. Violations of this code are taken very seriously and can result in your failure of this course and additional sanctions up to and including academic probation and expulsion.

Tutoring Services

The Writing Studio is a free service for current UF graduate and undergraduate students. Students have the opportunity to work one-on-one with a consultant on issues specific to their own particular development. Because their aim is to help students become more effective writers, they do not simply proofread or edit documents. They can, however, assist students to become better proofreaders and editors of their own work.

Their main office is 302 Tigert Hall, and their office phone is 352-846-1138. They also offer online tutorials from 11am-4pm ET on Wednesdays. You must register in advance for all tutorials.

Students With Disabilities

Students requesting accommodations 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 making a request for

accommodations. Please contact the professor within first two weeks of class with documentation to request accommodations.

Help With Coping

The UF Counseling and Wellness Center is a terrific, free resource for any student who could use help managing stress or coping with life. The center, at 3190 Radio Road on campus, is open for appointments and emergency walk-ins from 8 a.m. to 5 p.m. Monday through Friday. To make an appointment or receive after-hours assistance, call 352-392-1575. The UF Police can be reached at 392-1111 or, in an emergency, by dialing 911.

Instructor Evaluation

Students are highly encouraged to provide feedback on the quality of instruction in this course. These evaluations are conducted online at <https://evaluations.ufl.edu> and are typically open during the last two or three weeks of the semester. Thank you for taking the time to complete this process.

Grading Scale

A: 94-100

A-: 90-93

B+ 87-89

B: 84-86

B-: 80-83

C+: 77-79

C: 74-76

C-: 70-73

D+: 67-69

D: 64-66

D-: 60-63

E: 59 or lower

Class-by-Class Plan (Assignments and Updates Provided in Canvas)

JAN. 15, 2025

Introduction to Media Entrepreneurship

- **Topics:** Course overview, defining media entrepreneurship, introduction to creating branded content in all formats.
- **Activities:** Icebreakers, class expectations.
- **Discussion:** Reflective discussion on personal goals and expectations for the class.

JAN. 22, 2025

Understanding the Media Landscape

- **Topics:** Current media landscape, digital tools/distribution platforms, evolving media business models, and creating a 'Blue Ocean' strategy.
- **Areas of interest:** Cooking, technology, business, fitness, politics, health, music, personal growth, education, travel, climate advocacy et al.
- **Activities:** Lecture, group discussion on current media trends and content areas.

Discuss Brand Pitch Assignment.

JAN. 29, 2025

Guest Speaker No. 1: Luke Graves, Manager of Customer Success, Beehiiv, email newsletter platform.

Discussion Post No. 1 DUE

FEB. 5, 2025

Brand Pitch: Creating a Media Brand Plan:

- Define brand (topic/approach, USP, audience, look/feel, voice, content, type and delivery platform).
- Develop a content strategy aligned with your brand.
- Choose storytelling techniques for engagement.
- Plan 3 Project Posts

FEB. 7: Brand Pitches DUE

FEB. 12, 2025

Case Study on Morning Brew

- **Topic:** How Morning Brew grew from a dorm room to a \$70 million brand.
- **Listen:** How I Built This: The Meteoric Rise of Morning Brew.
- **Discussion:** The keys to Morning Brew's success and future challenges.

FEB. 19, 2025

Guest Speaker No. 2: Dilan Gomih, Wellbeing Entrepreneur, Founder of [Diligence](#) corporate wellness training. Yale and Harvard Business School to American Ninja Warrior.

Discussion Post No. 2 DUE

FEB. 26, 2025

Defining and Maximizing Creativity in an AI-Driven World

- **Topics:** What is creativity? How can we express it in our work?
- **Review:** Listen/watch a portion of Huberman Lab Podcast No. 103, from the 32-minute mark to the 57-minute mark.
- **Exercise:** Interactive creativity exercise from Rick Rubin.

Project Post No. 1 DUE

MARCH 5, 2025

Guest Speaker No. 3: Jordan Hidalgo, agency/brand video editor and producer.

Discussion Post No. 3 DUE

MARCH 12, 2025

Launching a Passion Project:

Topics: How to make what you love your job.

Review: Building expertise, defining your brand, using research and experts, finding your voice, and creating consistently.

Project Post No. 2 DUE

MARCH 19, 2025:

NO CLASS SPRING BREAK

WEEK 11 – MARCH 26, 2025

Guest Speaker No. 4: TK

Discussion Post No. 4 DUE

WEEK 12 – APRIL 2, 2025

Project Post Check-In: Students share their Project Posts with peers in breakout groups to get feedback.

WEEK 13 – APRIL 9, 2025

Topic: Strategies for Sustained Growth

- **Key Themes to Discuss:**
 - Preparing for launch: Creating buzz and excitement around your content.
 - Integration among blog, newsletter, social, and YouTube.
 - Post-launch tactics: Engaging your audience, measuring success, and iterating based on feedback.
 - Long-term growth: Building partnerships, maintaining consistency, and planning for scaling.

APRIL 16, 2025

The Future of You Inc.: Scaling Your Brand and Career

- **Key Themes:**
 - Evolving your personal brand as your career grows.
 - Identifying new revenue streams: Speaking engagements, courses, books, and collaborations.
 - Staying relevant: Adapting to industry trends and technological advancements.
- **Reflection Exercise:**
 - Students write a letter to their "future selves," describing where they want their brand to be in 5 years and the steps they'll take to get there.

Project Post No. 3 DUE

APRIL 23, 2025

Students share projects. Final Class Wrap-Up.

Recommended Readings

The Strategic Digital Media Entrepreneur, by Penelope M. Abernathy and JoAnn Sciarrino.

Zero to One: Notes on Startups, or How to Build the Future, by Peter Thiel and Blake Masters.

How I Built This: The Unexpected Paths to Success from the World's Most Inspiring Entrepreneurs, by Guy Raz.

Purple Cow: Transform Your Business by Being Remarkable, by Seth Godin.

About the Professor: *Bill Stump is a creative executive with deep experience launching, leading, and growing healthy lifestyle brands in the U.S. and abroad. He has held top brand positions at Men's Health, Women's Health, and Prevention, and is the founder and principal at Well Made Creative Consulting.*