

## ***Advanced Advertising Strategy***

MMC 6936 Section: 789

### ***Class Periods:***

M Period 3-5 (9:35 AM - 12:35 PM)

***Location:*** Weimer G030

***Academic Term:*** SPRING 2025

### ***Instructor:***

Santiago Kember

[s.kember@ufl.edu](mailto:s.kember@ufl.edu)

352-294-1670

Office & Office Hours: Monday, 4:00 PM to 5:00 PM; Wednesday 9:30 AM to 10:30 AM or by appointment, via Zoom. Office location Weimer 3058.

### ***Course Communication:***

Please email me through Canvas or regular UF email using “MMC 6936” as the subject line with questions about assignments and class content. Please include as much information as possible in your email so I can respond accurately. Contacting me through Canvas is the most efficient way to communicate. I will make every effort to respond to your email within 24 hours of you sending it.

### ***Course Description***

This course explores advanced concepts and strategies in advertising, focusing on consumer behavior insights, brand strategy, creative execution, and campaign management. Students will engage in case studies, strategic planning, and creative execution to prepare for leadership roles in the advertising industry.

### ***Course Pre-Requisites / Co-Requisites***

Graduate student.

### ***Canvas***

<http://elearning.ufl.edu/>

### ***Course Objectives***

At the end of the course, the student should be able to:

- Understand advanced advertising theories and their practical applications.
- Develop strategic advertising plans.
- Analyze consumer behavior to inform advertising strategies.
- Turn secondary and primary research findings.
- Leverage research data to distill powerful, relevant insights.
- Create and present comprehensive advertising campaigns.

- Evaluate the effectiveness of advertising strategies using key performance indicators (KPIs).
- Constructively evaluate own work as well as the work of peers
- Develop presentation skills

**Materials and Supply Fees**

Please bring to class with your laptop. Some activities will require you to research online.

**Required Textbook and Software**

- Super Strategist: The Art and Science of Modern Account Planning, Lesley Bielby, Kindle Edition, (April 27, 2021)
- Any Insights Yet? Connect the Dots. Create New Categories. Transform Your Business Kocek, Yellow Bird Press (October 29, 2023)
- **Additional readings and case studies will be provided throughout the course.**

**Recommended Textbook**

- Steel, J. (1998). Truth, lies, & advertising: The art of account planning. New York, NY: John Wiley & Sons, Inc.

**Course Schedule**

Date	CONTENT/ACTIVITY	READINGS	Assignment	Module
1/13/25	Syllabus review & intro			<b>MODULE 1: Introduction to Advanced Advertising Strategy</b>
	Review of fundamental advertising concepts			
	Introduction to strategic planning in advertising			
1/20/25	HOLIDAY			
1/27/25	Quiz #1 In class moderated discussion on Account Planning readings	Super Strategist (Bielby): Intro, Chapters 1 and 2		<b>MODULE 2: Consumer Behavior and Insights</b>
	Lecture: Consumer Behavior & Insights: Understanding consumer psychology; Research methods for consumer insights	Super Strategist (Bielby): Chapter 5		
	In class discussion on insights readings	Any insights yet? (Kocek) Part 1		

2/3/25	Quiz # 2 In class moderated discussion: Any Insights yet? Part 2: How do you build an insight reading	Any insights yet? (Kocek) Part 2 - How do you build an insight		
	Small group project brief Group Project Brief			
	Group similarities and naming			
2/10/25	Library Workshop			<b>MODULE 3: Group Formation, Project Brief, and Understanding the Context</b>
	In-class work on Situation Analysis for group project			
	Social Listening tools (Atlas Lab Workshop)			
2/17/25	Quiz # 3 In class moderated discussion on Super Strategist Chapters 3 & 4 Brand Matters and the Brand House	Super Strategist (Bielby): Chapter 3 & 4 Brand Matters and the Brand House	Group Project: Research design and discussion guides for group project (due 2/16)	<b>MODULE 4: Brand Strategy and Positioning</b>
	Lecture: Building strong brands, Brand positioning and differentiation			
	Developing and sharing Mind Maps, and In-class teamwork on Perceptual Maps for group project		In-class mind maps and perceptual maps development	
2/24/25	Case studies on successful brand strategies			<b>MODULE 5: Creative Strategy and Execution</b>
	Lecture: Getting to insights that matter			
	In class moderated discussion on Super Strategist Chapter 6 Data and the Science of Strategic Planning, Chapter 7 The Creative Brief reading	Super Strategist (Bielby) Chapters 6 and 7 Data and the Science of Strategic Planning, and The Creative Brief		
3/3/25	Quiz # 4 In class moderated discussion on podcast	-	Reflect on the podcast Easy ways to Cut the Crap and Build Something Great with Alex M H Smith, Author of No Bullsh*t Strategy	
	Lecture on strategic frameworks			

	In-class work Strategic Framework application for group project			
3/10/25	Quiz # 5 In class moderated discussion on Data and the Science of Strategic Planning reading	Super Strategist (Bielby): Chapter 6 Data and the Science of Strategic Planning reading	Group Project: Situation Analysis & Strategic approach, First Peer Review	<b>MODULE 6: Campaign Development and Management</b>
	Lecture on steps in campaign development; Managing advertising campaigns; Measuring campaign success			
	In class working session on campaign management and measurement for group project			
3/17/25	SPRING BREAK			
3/24/25	Ethical considerations in advertising			<b>MODULE 7: Ethical and Legal Issues in Advertising</b>
	Legal regulations and compliance			
	Case studies on ethical dilemmas			
3/31/25	Challenges of global advertising			<b>MODULE 8: Global Advertising Strategies</b>
	Adapting strategies for different markets			
	Case studies on global campaigns			
4/7/25	In class moderated discussion on Super Strategist Chapters 8 The Customer Journey	Super Strategist (Bielby) Chapters 8 The Customer Journey		<b>MODULE 9: Advanced Topics in Advertising</b>
	Lecture on Content strategy Case study on Content Strategy			
	In class working session on Customer Journey and Content Strategy for group project			
4/14/25	Quiz # 6 In class moderated discussion on Any Insights Yet Part 4 How to sell an insight	Any Insights yet? (Kocek)Part 4 How to sell an insight		<b>MODULE 10: The Art of Presenting Ideas &amp; Final</b>

	Lecture on Big ideas and Storytelling			<b>Project Presentations</b>
	In class working session on campaign group project final presentation			
4/21/25	Final Group Project Presentations		Final Group Campaign Presentations (Due 4/20)	
			Final Group Campaign Peer Review	

**Attendance**

Class Attendance will be taken at each meeting time. Students are also expected to actively participate in class.

Each student is allowed one “free” missed class without penalty to the final attendance point total. However, “free” absences do not automatically excuse the student from assignment due dates. For excused absences, make-ups, and additional clarification of UF’s attendance policy, please see: <https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>  
Please note that for religious absences, UF requires students to notify the Professor before the absence.

**Late Policy**

Unless you have a documented reason for not completing an assignment by the due date (except for factors listed in the UF attendance policy link above), late submissions on homework, exams, and quizzes will not be accepted. Extra credit projects will not be assigned in lieu of late submissions.

**UF Policies**

**University Policy on Accommodating Students with Disabilities**

Students with disabilities requesting accommodations should first register with the Disability Resource Center (352-392-8565, [www.dso.ufl.edu/drc/](http://www.dso.ufl.edu/drc/)) by providing appropriate documentation. Once registered, students will receive an accommodation letter which must be presented to the instructor when requesting accommodation. Students with disabilities should follow this procedure as early as possible in the semester.

**University Policy on Academic Misconduct**

Academic honesty and integrity are fundamental values of the University community. Students should read the UF Student Honor Code at <https://sccr.dso.ufl.edu/policies/student-honor-code-student-conduct-code/>.

## **Netiquette: Communication Courtesy**

All class members are expected to follow rules of common courtesy in all email messages, threaded discussions, and chats. See the course netiquette guidelines on Canvas.

## **Getting Help**

For issues with technical difficulties for E-learning in Canvas, please contact the UF Help Desk at:

helpdesk@ufl.edu  
(352) 392-HELP - select option 2  
<https://elearning.ufl.edu/student-help-faqs/>

**Other resources are available at <http://www.distance.ufl.edu/getting-help> for:**

- Counseling and Wellness Resources
- Disability resources
- Resources for handling student concerns and complaints
- Library Help Desk support

## ***Class Expectations, and Make-Up Policy***

- Students should attend all classes. Excused absences must be consistent with university policies in the Graduate Catalog and require appropriate documentation. Additional information can be found in Attendance Policies.
- Students should actively participate in class discussions. I understand that some of you may feel more comfortable than others speaking in front of your peers and /or voicing your opinions. Providing your opinion will be very important in your future as a professional, whether orally or in written format.
- Be respectful of diverse opinions during class discussions or group activities. All opinions count.
- Laptops are allowed during class for research and/or note-taking. Cell phones are not allowed during class.
- Students are responsible for all material covered in class.
- Students should complete readings BEFORE the class in which they are discussed.
- Students are responsible for checking Canvas frequently for the latest class information and updates.

## ***Assignments***

To fully comprehend shopper marketing, students will have the opportunity to apply the skills learned in the course. The quality of one's experience in this course can be attributed, in part, to the level of involvement in the learning process. Therefore, students are expected (and encouraged) to be part of the learning process through regular and consistent participation.

Written assignments will be submitted through Canvas and should adhere to the specifications detailed in each project summary. All assignments must be submitted by the due date to avoid point forfeiture.

## **Quizzes**

Quizzes are intended to be short-form, low-stakes assessments that gauge the student's knowledge and understanding of the course readings and lectures. Quizzes will be administered via CANVAS. Students must take the quiz within the designated due date to avoid forfeiting the quiz opportunity. Students are allowed only one attempt per Canvas quiz. Each quiz is timed and will automatically close at the end of the allotted time.

## **Group Project**

Groups will be asked to deliver a formal presentation of their project close to the end of the semester. Each group will have to attend scheduled check-in meetings with the instructor. Each team member will receive a calculated score from individual and group scores. A grading rubric will be provided to clarify the instructor's expectations for the final deliverable and specific milestones throughout the development of the group project.

### **Group Project:**

Students will be divided into groups to work on a comprehensive advertising campaign project. Each group will:

- Develop a strategic advertising plan based on a given brief.
- Conduct consumer research and apply insights to their strategy.
- Create a series of creative executions (e.g., print ads, digital content).
- Present their campaign to the class and receive feedback.

### **Peer Evaluation:**

To ensure fair grading and provide constructive feedback, each group member will complete a peer evaluation form at the end of the project. This evaluation will assess:

- Contribution to the project
- Collaboration and teamwork
- Quality of work
- Communication skills

Peer evaluations will account for 10% of the group project grade.

### **Grading & Make Up Policy:**

We will follow UF Attendance Policies regarding attending class, assigned work, quizzes, and exams. Exceptions may only be allowed at the discretion of the instructor, with proper notification of a documented reason for why you cannot complete an assigned component of this class.

Missing a quiz, activity, or exam without permission results in zero points for such activity or quiz. Under certain circumstances where the student misses a quiz, activity, or exam for unanticipated reasons, students will have two business days (i.e., 48 weekday hours) to inform the instructor and negotiate a make-up opportunity. In either case, valid, verifiable documentation supporting the reason for the absence is required (doctor's note, accident report, etc.).

Excused absences must be consistent with university policies in the [Graduate Catalog](#) and require appropriate documentation. Additional information can be found in [Attendance Policies](#).

### **Evaluation of Grades**

<b>Assignment</b>	<b>Percentage of Final Grade</b>
Short Quizzes	34%
Individual Assignments	37%
Group Project	25%
Class participation	4%
TOTAL	100%

### **Grading Policy**

The following is given as an example only.

<b>Percent</b>	<b>Grade</b>	<b>Grade Points</b>
95.0 - 100.0	A	4.00
90.0 - 94.9	A-	3.67
87.0 - 89.9	B+	3.33
83.0 - 86.9	B	3.00
80.0 - 82.9	B-	2.67
77.0 - 79.9	C+	2.33
73.0 - 76.9	C	2.00
70.0 - 72.9	C-	1.67
67.0 - 69.9	D+	1.33
63.0 - 66.9	D	1.00
60.0 - 62.9	D-	0.67
0 - 59.9	E	0.00

More information on UF grading policy may be found at:

[UF Graduate Catalog](#)

[Grades and Grading Policies](#)

### **Students Requiring Accommodations**

Students with disabilities who experience learning barriers and would like to request academic accommodations should connect with the [Disability Resource Center](#). It is important for students to share their accommodation letter with their instructor and discuss their access needs, as early as possible in the semester.

### **Course Evaluation**

Students are expected to provide professional and respectful feedback on the quality of instruction in this course by completing course evaluations online via GatorEvals. [Click here for guidance on how to give feedback in a professional and respectful manner](#). Students will be notified when the evaluation period opens, and can complete evaluations through the email they receive from GatorEvals, in their Canvas course menu under GatorEvals, or via [ufl.bluera.com/ufl/](http://ufl.bluera.com/ufl/). [Summaries of course evaluation results are available to students here](#).

### **University Honesty Policy**

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](#) 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. If you have any questions or concerns, please consult with the instructor or TAs in this class.

### ***UF Plagiarism Policy***

Plagiarism Definition - A student shall not represent as the student’s own work all or any portion of the work of another.

Plagiarism includes but is not limited to:

- Quoting oral or written materials including but not limited to those found on the internet, whether
- published or unpublished, without proper attribution.
- Submitting a document or assignment which in whole or in part is identical or substantially identical to a document or assignment not authorized by the student.
- Unauthorized use of materials or resources.
- Prohibited collaboration or consultation.
- Submission of paper or academic work purchased or obtained for an outside source.

For UF’s Plagiarism Policy visit <http://regulations.ufl.edu/wp-content/uploads/2018/06/4.040-1.pdf>

### ***Software Use***

All faculty, staff, and students of the University are required and expected to obey the laws and legal agreements governing software use. Failure to do so can lead to monetary damages and/or criminal penalties for the individual violator. Because such violations are also against University policies and rules, disciplinary action will be taken as appropriate. We, the members of the University of Florida community, pledge to uphold ourselves and our peers to the highest standards of honesty and integrity.

### ***Class Recording***

Students are allowed to record video or audio of class lectures. However, the purposes for which these recordings may be used are strictly controlled. The only allowable purposes are (1) for personal educational use, (2) in connection with a complaint to the university, or (3) as evidence in, or in preparation for, a criminal or civil proceeding. All other purposes are prohibited. Specifically, students may not publish recorded lectures without the written consent of the instructor.

A “class lecture” is an educational presentation intended to inform or teach enrolled students about a particular subject, including any instructor-led discussions that form part of the presentation, and delivered by any instructor hired or appointed by the University, or by a guest instructor, as part of a University of Florida course. A class lecture does not include lab sessions, student presentations, clinical presentations such as patient history, academic exercises involving solely student participation, assessments (quizzes, tests, exams), field trips, private conversations between students in the class or between a student and the faculty or lecturer during a class session.

Publication without permission of the instructor is prohibited. To “publish” means to share, transmit, circulate, distribute, or provide access to a recording, regardless of format or medium, to another person (or persons), including but not limited to another student within the same class section. Additionally, a recording, or transcript of a recording, is considered published if it is posted on or

uploaded to, in whole or in part, any media platform, including but not limited to social media, book, magazine, newspaper, leaflet, or third-party note/tutoring services. A student who publishes a recording without written consent may be subject to a civil cause of action instituted by a person injured by the publication and/or discipline under UF Regulation 4.040 Student Honor Code and Student Conduct Code.”

### ***Student Privacy***

There are federal laws protecting your privacy with regards to grades earned in courses and on individual assignments. For more information, please see the [Notification to Students of FERPA Rights](#).

### ***Campus Resources:***

Health and Wellness

#### **U Matter, We Care:**

If you or a friend is in distress, please contact [umatter@ufl.edu](mailto:umatter@ufl.edu) or 352 392-1575 so that a team member can reach out to the student.

**Counseling and Wellness Center:** [counseling.ufl.edu/cwc](http://counseling.ufl.edu/cwc), and 392-1575; and the University Police Department: 392-1111 or 9-1-1 for emergencies.

#### **Sexual Assault Recovery Services (SARS)**

Student Health Care Center, 392-1161.

**University Police Department** at 392-1111 (or 9-1-1 for emergencies), or [police.ufl.edu](http://police.ufl.edu).

### ***On-Line Academic Resources***

**E-learning technical support**, 352-392-4357 (select option 2) or e-mail to Learning-support@ufl.edu.

**Career Resource Center**, Reitz Union, 392-1601. Career assistance and counseling.

**Library Support**, Various ways to receive assistance with respect to using the libraries or finding resources.

**Teaching Center**, Broward Hall, 392-2010 or 392-6420. General study skills and tutoring.

**Writing Studio**, 302 Tigert Hall, 846-1138. Help brainstorming, formatting, and writing papers.

#### **Student Complaints Campus**

#### **Students Complaints**