

ADV 4101
****COPYWRITING AND VISUALIZATION****
FALL 2025 SYLLABUS

Professor: Dr. Kasey Windels

Class Time / Location: Tues. & Thurs. from 9:35-11:30 a.m. / WEIM 3215

Office Hours / Location: Tues. from 11:30-12:30 & Thurs. from 1:45-2:45 / WEIM 3050

Email / Office Location: kwindels@ufl.edu / WEIM 3050

Course Website: Relevant course info will be posted on Canvas.

MATERIALS

- Required: *The Advertising Concept Book*, 3rd Edition, by Pete Barry.
- Recommended: Access to a computer with InDesign and Photoshop.
 - Adobe offers Creative Cloud to students for \$30 a month.
 - UF has discounted licensing for \$65 for 6 months and \$120 for 12 months:
<https://software.ufl.edu/software-listings/adobe-discounted-for-students.html>
- Recommended: A sketch pad for idea generation during the creative process.

COURSE DESCRIPTION

This course focuses on advertising creative strategy, conceptualization and execution. You will develop your conceptual, aesthetic and creative sophistication through activities, assignments, and critiques. You will learn about the creative process, including how to generate ideas, develop rough layouts, extend ideas across media in a single campaign, and sell advertising that people will enjoy seeing and hearing. This course will challenge you to enlighten, entertain, enrage, and (most of all) engage us with your work.

COURSE OBJECTIVES

- Recognize well-executed advertising and understand what makes it strategically sound.
- Generate and develop work that is strategic, memorable and persuasive.
- Practice writing creative briefs and following them when developing campaigns.
- Enhance your ability to generate ideas.
- Develop campaigns that carry a big idea across several media.
- Practice and enhance essential copywriting skills.
- Practice and enhance essential design principles and layout skills.
- Judge creative work and accept critical appraisal your own.
- Improve soft skills associated with the ad industry: present, persuade, and think critically and creatively.

"Genius is one percent inspiration, ninety-nine percent perspiration."

--Thomas Edison

CREATIVE RESOURCES

You are encouraged to keep up with current news and trends in advertising and beyond. Please make a habit of browsing the following resources:

- Industry websites, publications and blogs, including AdAge, Adweek, and the advertising subreddits on Reddit.
- Industry podcasts, such as Sweathead with Mark Pollard (strategy) and Adweek podcasts.
- Industry social media accounts, such as @stuffaboutadvertising on TikTok, @astoundingpursuits on TikTok, @strategytips on TikTok, @sweathead on Instagram.
- Creative trade publications, such as *Communication Arts*, *Lurzer's International Archive*, and *Print* magazine.
- Books, such as *Hey Whipple, Squeeze This* by Luke Sullivan or *Creative Advertising* by Mario Pricken.
- Part of being a good creative is having lots of cultural resources upon which to draw. Consume a wide variety of movies, books, art, magazines and podcasts to feed your brain.

While you were exposed to the Adobe Creative Suite in VIC 3001, you can keep practicing and learning in this course and on your own, through YouTube and Lynda. UF students have access to thousands of hours of training videos through Lynda, including training on Adobe Creative Suite. Learn how to login here: <https://training.it.ufl.edu/linkedin/>. Here are some courses I recommend:

- "Photoshop 2025 Essential Training" by Julieanne Kost
- "Photoshop 2021 Essential Training: Design" by Julieanne Kost
- "InDesign 2025 Essential Training" by David Blatner
- "InDesign 2023 Quick Start" by Kladi Vergine

GRADING

Campaign 1	20%
Campaign 2	20%
Campaign 3	20%
Reading Quizzes	15%
Activities	15%
Job Interview	10%

The full assignment and rubric for each assignment will be posted on Canvas at least one week before its due date this semester.

1. **Campaigns:** You will develop three creative advertising campaigns. The focus in this course is on effortful and persistent idea generation, creative problem solving, conceptual thinking, and polished execution and presentation of the advertising campaigns. You will be graded based on your effort in all phases of campaign development, from idea generation to concept development, to execution, to presentation.

2. **Reading Quizzes:** Reading allows you to learn from the great thinkers in the industry. There will be two quizzes covering the course readings. The quizzes will be multiple choice and true/false questions. Reading guides will be posted on Canvas. Reading quizzes must be taken in person.
3. **Activities:** Activities are very important, especially in an applied class such as this. That's where you start to practice and use the skills we read about and learn about in class. Activities will be completed during the class period. Lowest 2 scores dropped, no makeups.
4. **Job Interview:** Job interviews are essential to getting internships and other positions, but they take some practice. At the end of the semester, you will find a job ad online for a job you might want in the future. You will provide me with the job ad, and I will act as the employer who interviews you for the position.

"Creativity doesn't wait for that perfect moment.
It fashions its own perfect moments out of ordinary ones."
-- Bruce Garabrandt

GRADING SCALE

	94.00 and above = A	90.00 – 93.99 = A-
87.00 – 89.99 = B+	84.00 – 86.99 = B	80.00 – 83.99 = B-
77.00 – 79.99 = C+	74.00 – 76.99 = C	70.00 – 73.99 = C-
67.00 – 69.99 = D+	64.00 – 66.99 = D	61.00 – 63.99 = D-
60.99 and below = E		

Please see UF grading policies at <https://catalog.ufl.edu/UGRD/academic-regulations/grades-grading-policies/>.

CONCEPTS ON WHICH YOU WILL BE GRADED

- **Grit:** Are you developing many new and different ideas over several days and weeks to increase your chances of finding a truly creative idea?
- **Message:** Does your work clearly communicate a main message? Is it clear what consumers should think about your brand after seeing this message?
- **Concept:** Does your work use an interesting tool or device to communicate its message?
- **Craft:** Is your layout well designed? Does the typography work? Is your body copy tight, memorable and evocative? Do the layout and copy work well together?
- **Campaign Coherence:** Are all elements in the campaign strategically, conceptually and visually in sync?
- **Originality:** Do I want to run down the hall and show your work to every person I see? Did you create a unique, interesting way of looking at the product or service, so that people actually want to hear what you have to say about it?
- **Presentation:** Did you fully describe why certain decisions were made and why the campaign works? Were you able to communicate why your campaign was smart/successful?

"Sometimes magic is just spending more time on something than anyone else might reasonably expect."

--Raymond Joseph Teller

POLICIES

- **In-Person Course:** Our course is an in-person course. Lecture, discussion, activities and presentations will occur in the classroom. You are responsible for getting notes from a classmate if you are unable to attend class.
- **Attendance, Late Assignments, Make-Ups:** In an applied course, attendance is very important. It's the time where we learn, discuss, and critique work. We will follow the UF policy set out here: <https://catalog.ufl.edu/UGRD/academic-regulations/attendance-policies/>. For campaigns, quizzes, and the job interview: If you miss class due to a university-approved excused absence such as jury duty or illness, then you must contact the instructor prior to missing class and turn in any missed assignments on the first day you return to campus. For late assignments without university approved excuses, you will lose one letter grade per day late (including all days of the week, not just class days). Note that there are no make-ups for activities, but I will drop your lowest 2 scores.
- **Classroom Preparedness:** Students should attend classes and participate in class discussions. Students should complete readings before the class in which they are discussed. Finally, students should check email and Canvas frequently for the latest class information and updates.
- **Technology/Paying Attention:** I prefer that you take hand-written notes in class and keep your laptops closed to avoid distraction. Research shows that we learn and remember more from handwriting our notes. Also, when we're distracted rather than engaged, we can't improve as creatives. No text messaging/web surfing during class. If you do this you will be asked to stop. If you continue, you will be asked to leave.
- **Grade Challenges:** Grades will not be discussed via email, the telephone or in class. If you disagree with a grade given on any assignment, you must appeal the grade during my office hours or in an appointment with me. In this appeal, you must clearly state the problem and give a clear, concise explanation as to why you feel the grade is inaccurate. You must appeal assigned grades within two weeks of your receiving that particular grade. After two weeks, all grades are final.
- **Hours of Work:** Per UF policy, for each hour you are in class, you should plan to spend at least two hours on preparing for the next class and completing homework and assignments. Because this course is worth three credit hours, you should expect to spend nine hours per week on the course.
- **Honor Code:** Please review the UF Student Honor Code and Student Conduct Code, which can be found at: <https://sccr.dso.ufl.edu/policies/student-honor-code-student-conduct->

[code/](#). Any violation of the codes will be reported to the proper University administrators and may result in other sanctions.

- **Plagiarism:** Original writing is essential to ethical advertising. It is also essential for this class. Cheating is any action that violates University norms or an instructor's guidelines for the preparation and submission of assignments. Such actions may include using or providing unauthorized assistance or materials on course assignments or possessing unauthorized materials during an exam.

Plagiarism involves the representation of another's work as your own, for example: (a) Submitting as one's own any material that is copied from published or unpublished sources such as the Internet, chatGPT or other AI services, print sources, or video programs without proper acknowledgement that it is someone else's (b) Paraphrasing another's views, opinions or insights without proper acknowledgement or copying of any source in whole or in part with only minor changes in wording or syntax even with acknowledgement (c) Submitting as one's own work a report, examination, paper, computer file, lab report or other assignment which has been prepared by someone else or by AI. (d) Presenting work created for another course as original work in this class.

UF requires faculty who find evidence of plagiarism to submit a report to Student Conduct and Conflict Resolution. Please read the UF Student Honor Code for more information.

- **Effective Writing and Presentation Skills:** Your written communication is expected to be clear and concise. I will grade you on your ideas as well as on grammar, syntax, spelling and other writing mechanics. Be sure to proofread all papers and presentations carefully. Presentation skills are another important component of communication. We will have class assignments that focus on presentation skills and delivery. I will specify a time limit for each presentation. You must observe these limits. Plan and rehearse the material.
- **Professional Credibility:** There are certain egregious errors that signify to a client or superior that you have not given adequate attention to your assignment. One example of an egregious error is misspelling the client's name. Another is misrepresenting facts about the client. Agencies get fired on the spot for these types of errors. You will receive a two-letter-grade reduction on the assignment.
- **Professional Execution:** You should execute and present your ideas as if you were pitching to a client or creative director. You can choose the tools (Photoshop, InDesign, Canva, PPT, Prezi, etc.), but the key is to develop professional work.
- **E-mail Policy:** As e-mail has become a favored way to communicate in academia and industry, you must learn to use it appropriately. Thus, when e-mailing me, address me formally. I will generally return it within 24 hours of receiving it on weekdays or by Monday evening if I receive it on the weekend. If you need to discuss something in length, visit my digital office hours or email me to set up a time to meet virtually.
- **Students with Disabilities:** Students with disabilities can receive accommodations. The first step is to contact the Disability Resource Center (352-329-8565; www.dso.ufl.edu/drc/).

Once you receive your accommodation letter, provide a copy to the professor as early as possible in the semester.

- **Counseling and Wellness Center:** Your well-being is important to the University of Florida. The U Matter, We Care initiative is committed to 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 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 Evaluations:** Students are expected to provide professional and constructive feedback on the quality of instruction via the online course evaluation system, GatorEvals. You will be notified when the evaluation period begins, and you can find GatorEvals through your Canvas course menu.
- **Recording the Professor:** 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.

ADV 4101**TENTATIVE COURSE SCHEDULE**

	Date	Topic / Lecture	Read / Listen	Assignments Due
1	Aug. 21	Intro to ADV 4101		
2	Aug. 26	Advertising & Creativity 101	Intro, Ch. 1, 4	
	Aug. 28	Insights and Creative Briefs	Ch. 2, Pollard on Planning	Briefed on Campaign 1
3	Sept. 2	Writing a Creative Brief		Due: Research on Campaign 1 Client Due in Class: Draft of Brief
	Sept. 4	The Creative Process		Due: Campaign 1 Idea Gen 1 & 2
4	Sept. 9	Generating Ideas Concepting	Ch. 6, eBook	
	Sept. 11	Feedback on Campaign 1 Thumbnails 1		Due: Campaign 1 Thumbnails 1
5	Sept. 16	Pitching Creative Work Work on Ideas in Class	Ch. 15	Due: Campaign 1 Thumbnails 2 Reading Quiz 1
	Sept. 18	Present Campaign 1		Due: Present Campaign 1 Due: Turn in Campaign 1
6	Sept. 23	Copy: Headlines, subheads, taglines, body copy	Ch. 3, 5, 11 HW5	Briefed on Campaign 2
	Sept. 25	Copy: Storytelling and manifestos	Ch. 12, ACC7	Due: Campaign 2 Idea Gen 1 & 2
7	Sept. 30	Visualization: Typeface and design basics	Ch. 14	Due: Campaign 2 Thumbnails 1
	Oct. 2	Visualization: Layout and composition	AD8, AD9	Due: Campaign 2 Thumbnails 2
8	Oct. 7	Critiquing Ads		Due: Campaign 2 Roughs
	Oct. 9	Present Campaign 2		Due: Present Campaign 2 Due: Turn in Campaign 2
9	Oct. 14	Traditional Media		Briefed on Campaign 3
	Oct. 16	Digital and Social Media	Ch. 9-10	Due: Campaign 3 Idea Gen 1 & 2
10	Oct. 21	Integrated Marketing Communication	Ch. 13	
	Oct. 23	Feedback on Campaign 3 Thumbnails 3		Due: Campaign 3 Thumbnails 1
11	Oct. 28	Pointers: Interview & Cover Letter		Reading Quiz 2
	Oct. 30	Pointers: Resume & Digital Portfolio	Ch. 16	Due: Campaign 3 Thumbnails 2 Due: Job Call
12	Nov. 4	Job Interviews/ Work on Campaign 3		Job Interviews via Zoom
	Nov. 6	Job Interviews/ Work on Campaign 3		Job Interviews via Zoom
13	Nov. 11	No School: Veteran's Day		
	Nov. 13	Job Interviews/ Work on Campaign 3		Job Interviews via Zoom
14	Nov. 18	Job Interviews/ Work on Campaign 3		Job Interviews via Zoom
	Nov. 20	Feedback on Campaign 3 Roughs		Due: Campaign 3 Roughs
15	Nov. 25	No School: Thanksgiving Week		
	Nov. 27	No School: Thanksgiving Week		
16	Dec. 2	Present Campaign 3		Due: Present Campaign 3 Due: Turn in Campaign 3

**This syllabus is subject to change as the instructor deems appropriate and necessary.*

**When only chapters are listed, that refers to Advertising Concept Book*

**Other readings will be posted on Canvas*

"You need to let the little things that would ordinarily bore you suddenly thrill you."

--Andy Warhol