

# ADV 3008: Principles of Advertising

Fall 2014    Sect 0052    Room: McCarty C

T Per 3-4, R 3

[www.drweigold.com](http://www.drweigold.com)    Path Advising Office, Weimer Hall    Office Hrs: M-H by email appointment    Email: [mweigold@jou.ufl.edu](mailto:mweigold@jou.ufl.edu)

## Course Text:

Arens, Weigold, Arens, 14e (2013). Contemporary Advertising and IMC. Burr Ridge, IL: McGrawHill/Irwin and McGrawHill Connect System: <http://connect.customer.mheducation.com/products/connect-for-arens-contemporary-advertising-14e/>. You should choose Connect Plus w/Textbook. It will give you a digital copy of the text and your homework platform.

## Objectives:

- Demonstrate and understanding of advertising concepts and practices
- Explain the role and impact of advertising in America and the world
- Introduce opportunities available to students in careers in advertising and related fields



## Description:

Advertising is a pervasive force in modern society. Each year advertisers spend upwards of a thousand dollars for each person living in the U.S. What is the purpose of such expenditures, and what are the effects? Those are some of the issues this course will deal with.

We also examine advertising from the inside, from the perspective of the advertiser (the client) and the specialists who create advertising, the ad agency. You will learn about the different roles within each of these types of organizations. You will also find out about how they do their job, what people inside the business are like, and what role you might someday play should you choose an advertising career.

## Grades

Your grade is based on the number of points that you earn out of 300 possible.

- A = 279 points
- A- = 270 points
- B+ = 261 points
- B = 249 points
- B- = 240 points
- C+ = 231 points
- C = 219 points
- C- = 210 points
- D = 180 points
- E = below 180 points

For more information on UF's grade policy see: <https://catalog.ufl.edu/ugrad/current/regulations/info/grades.aspx>

## Exams

3 exams worth 50 points each, 150 points total. Exams are objective (50 questions, multiple choice, 1 point each). Exam dates are listed below.

## Exam Schedule

Exam 1: Oct 2; Chapters 1-6

Exam 2: Nov 6; Chapters 7-9, 13,14

Exam 3: Dec 9; Chapters 15-17, 10-12

## Homework

16 assignments, 10 points each, 160 points total

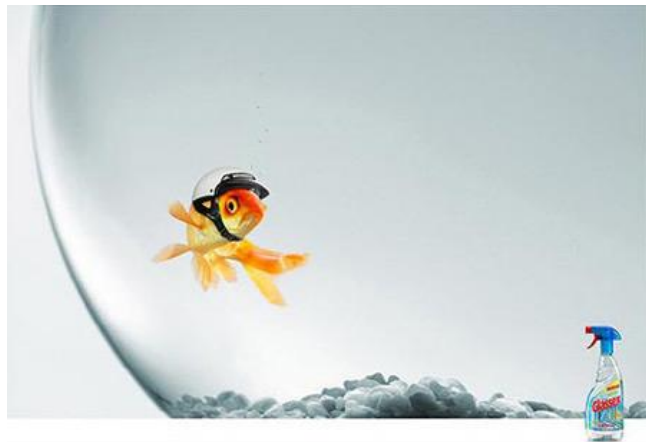
## Website

Course calendar, this syllabus, grade postings, everything you need at <http://www.drweigold.com/>

## Extra Credit

Extra credit can be earned one of 3 ways:

- Participate in research studies. 2 points for each hour of participation, up to a maximum of 10 points.
- Bonus questions from the Wall Street Journal. Each exam will have five bonus questions



me by email ([mweigold@jou.ufl.edu](mailto:mweigold@jou.ufl.edu)) or by phone (352-392-1124).

## Absences

Class attendance is expected. If you miss a class you are responsible for getting the materials and finding out about class announcements.

## Excused Absences

Absences are excused (you can makeup an exam) if

- You had an unexpected/unpreventable emergency
- You can provide written documentation of the emergency (doctor's note, accident report)
- You notify (or have someone notify) me or the advertising office prior to the exam. You can contact

## Lateness

Please arrive on time. Bus service can be tricky. Arriving late (or leaving early) is disruptive.

## Classroom Behavior

Please respect me and your fellow students by observing the lecture, using your computer to take notes, and generally respecting the classroom environment. Failure to observe these rules will lead to losing points.

## Academic Integrity and Honesty

If you are unaware of the UF conduct code, please follow the link below. It will be enforced at all times in the class.

<https://www.dso.ufl.edu/sccr/process/student-conduct-honor-code/>

## Accommodations:

Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to you. You then must bring the documentation to me when requesting accommodation.

## Course Evaluations:

Students are expected to provide feedback on the quality of instruction in this course based on 10 criteria. These evaluations are conducted online at <https://evaluations.ufl.edu>. Evaluations are typically open during the last two or three weeks of the semester, but students will be given specific times when they are open. Summary results of these assessments are available to students at

<https://evaluations.ufl.edu/results>.

## Homework Due Dates:

9/5-Ch 1; 9/5-Ch 2; 9/12-Ch 3; 9/19-Ch 4; 9/26-Ch 5; 9/26-Ch 6; 10/10-Ch 7; 10/10-Ch 8; 10/17-Ch 9; 10/24-Ch 13; 10/31-Ch 14; 11/14-Ch 16; 11/14-Ch 17; 11/21-Ch 10; 11/21-Ch 11; 12/5-Ch 12;