



APPLIES TO ACADEMIC YEAR 2006/2007

KLS 2504 Arts Marketing

Program

Bachelor in Arts and Management (2. year)

Responsible for the course

Donatella de Paoli

Department

Communication - Culture and Languages

Term

According to study plan

ECTS Credits

6

Objective

The purpose of the course is to give the students knowledge and understanding of marketing the arts and cultural products and businesses. This will be done on the basis of defining the product and services. This course will enable the students to analyze the arts and culture market in order to create inventive and effective marketing strategies for enterprises in the arts and cultural sector.

Aura, identity, experiences, stories, traditions, values and sensual impulses are all important aspects of artistic and cultural products. This will be reflected in the course through the emphasis on the distinctive character of the arts and its explicit culture. A sociological perspective on culture and consumers will also give an understanding of the audiences or customers that demand artistic and cultural products. In this way the students will be given an understanding of what affects vital preferences and behavior amongst the audiences and therefore what could and should be emphasized in the marketing strategy.

Marketing the arts and culture implies marketing established institutional art organizations as well as promoting artists, festivals, art projects etc. The arts and the business are generally brought together through marketing, which means that arts may be used in branding of corporations and traditional products and services. The arts and culture can also be used to create attractive places, cities, regions and countries. Sponsoring the arts and collaborations between arts and business are also key subjects in the course. Additionally, the issue of media relations and strategy will also be presented, as an important factor in arts marketing.

Prerequisites

There are no specific demands for previous knowledge to attend this course.

Compulsory literature

Books:

Bourdieu, P. 1995. Distinksjonen : en sosiologisk kritikk av dømmekraften. Oslo :Pax. s. 44 – 131

Hill, Liz, C. O'Sullivan og Terry O'Sullivan. 2003. Creative arts marketing. 2nd ed. Amsterdam: Elsevier

Collection of articles:

De Paoli, Donatella. 2006. Artikkelsamling til KLS 2504 Markedsføring av kunst og kultur. Oslo: Handelshøyskolen BI

Recommended literature

Books:

Colbert, F. 2001. Marketing culture and the arts. 2nd ed. Montreal: Presses HEC

Hoyle, Leonard H. 2002. Event marketing : how to successfully promote events, festivals, conventions and expositions. New York: John Wiley

Kotler, P. og J. Scheff. 1997. Standing room only : strategies for marketing the performing arts. Boston, Mass. : Harvard Business School Press

Martorella, R., red. 1996. Art and business : an international perspective on sponsorship.

Westport, Conn. : Praeger

Schmitt, Bernd H. 1999. Experiential marketing : how to get customers to sense, feel, think, act, and relate to your company and brands. New York : Free Press

Course outline

Defining the products and services in the arts and entertainment sector
A sociological and business perspective on the market and audiences in the arts
Marketing strategy for art organizations and temporary art projects
Relationship marketing in the arts- building long- lasting relations with the audiences
Branding the arts
Media relations and strategy in marketing the arts and entertainment
Sponsoring the arts and collaborations between arts and business
The arts and culture as attractions

Computer-based tools

No specific computer tools except Blackboard are used in this course.

Course structure

The course is executed by 36 hours. It is suggested that students form study groups to work with cases related to the course. Writing the project paper together will prepare the group on teamwork.

Evaluation

The course is concluded with a take-home examination (72 hours). The exam can be solved individually or by student teams containing 1-3 students.

Evaluation code(s)

KLS 25041 - Take-home examination count for 100% to achieve a grade in KLS 2504 Arts Marketing, 6 credits.

Aids at the examination

All tools are allowed during the exams.

Makeup exam

A re-sit is held in connection with the next scheduled exam in the course.