



APPLIES TO ACADEMIC YEAR 2007/2008

GRA 6433 Theories and methods in marketing communication

Program

Advanced Specialization Course (MSc), Master of Science in Business and Economics, Master of Science in Business and Economics (Marketing), Master of Science in Marketing (Marketing)

Responsible for the course

Even Johan Lanseng, Bendik Samuelson

Department

Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

English

Communication is a fundamental part of most marketplace transactions. In its purest form price communicates the information necessary for a transaction. In most other deviations from perfect competition, any marketer has to communicate more than price in order to establish, sustain, and grow his business. This course aims to provide deep understanding for theoretical perspectives on marketing communication as a field of scientific research. The course will draw extensively on advertising research due to the richness and maturity of this perspective, and we will give detailed attention to methodological challenges in advertising research. In other words, this is not a course in creating advertising, but a course covering the premisses for how communication works, and how to assess communication effects.

Objective

To address the managerial challenges of marketing communication in an analytical manner, this course seeks to establish a sound platform of knowledge based on attitudes and persuasion research from social psychology, as well as learning and memory principles from cognitive psychology. Dual process theories like the elaboration likelihood model (ELM), and the heuristic-systematic model (HSM) represent fundamental models from which to derive rich insights into the information processing perspective on marketing communication. Through these models, students will learn how attributes of the recipient, the message, the context, and the sender interact in producing communicative effects. As a logical implication, communication effects can be analyzed.

Prerequisites

GRA 4145 Brand Management or equivalent from other leading programs.

Compulsory literature

Articles:

Compilation of articles

Recommended literature

Course outline

- Overview of marketing communication planning
- The information processing perspective/ persuasion
 - Attitudes and persuasion
 - Dual process models
 - Learning and neural networks
- Communication process entities
 - Source

- Message
- Recipient
- Context
- Methodological issues in communication research

Computer-based tools

None in particular, however, SPSS latest version will be utilized

Course structure

Part one: Marketing communication from a managerial perspective

Part two: cognitive premisses for communication effects

Part three: Principles of persuasion in advertising

Specific Information regarding student evaluation will be provided in class. Please note that while attendance is not compulsory in all courses, it is the student's responsibility to obtain any information provided in class that is not included on the course homepage/Blackboard or text book.

Evaluation

Your course grade will be based on the following activities and weights:

- Term paper 60%
- Three hour written exam 40%

Term paper shall be submitted electronically using Safe Assignment, and will be scanned for plagiarism.

All activities have to be passed in order to obtain a grade in the course.

Evaluation code(s)

GRA 64331 accounts for 100% of the final grade in the course GRA 6433.

Aids at the examination

For the three hours written exam: Bilingual dictionary.

Makeup exam

Re-takes are only possible at the next time a course will be held. When course evaluation consists of class participation or process elements, the whole course must be re-evaluated when a student wants to retake an exam. Retake examinations entail an extra examination fee.

Honor Code

Academic honesty and trust are important to all of us as individuals, and represent values that are encouraged and promoted by the honor code system. This is a most significant university tradition. Students are responsible for familiarizing themselves with the ideals of the honor code system, to which the faculty are also deeply committed.

Any violation of the honor code will be dealt with in accordance with BI's procedures for cheating. These issues are a serious matter to everyone associated with the programs at BI and are at the heart of the honor code and academy integrity. If you have any questions about your responsibilities under the honor code, please ask.