

**Loyola University**  
**Conflict Management & Communication COMM 317**  
**Fall 2018 Course Syllabus**

Instructor: Lambe Bobby Papoulias, Ed.D.  
Cell Phone: (562) 805-1942  
E-mail: LPapoulias@LUC.edu

Office: 111 E. Pearson, #906 Lewis Tower  
Office Hours: Wednesday, 11:30am – 12:30pm

Class Day(s): Monday  
Class Time(s): 7:00PM – 9:45PM  
Class Location: Room 602 (Corboy Law Center)

Text: Media Flight Plan 7th Edition  
Dennis G. Martin, Robert D. Coons  
Deer Creek Publishing

Supplemental Readings: Advertising Age, Ad Age, Ad Week

**Class Focus/Learning Objectives**

While the focus of the course will be on planning media, we will examine and consider all of the marketing components necessary to plan, develop and execute an effective media plan. This course examines the questions that must be asked, the process by which possible answers are assessed, and how decisions may ultimately be made toward best constructing a media plan for a product or service. The course is designed to provide fundamentals on the language, tools, research methods/media math and concepts employed; the diverse capabilities of the various media available; the building of media plans that tie to established marketing objectives, strategies and tactics; and the successful implementation/execution of those plans.

**How the Class Will Operate**

Class will primarily consist of lecture and discussion. We can all learn from each other. Therefore, you are expected to have read the appropriate text chapters and outside materials prior to each class. I will facilitate class discussions on the material contained in the assigned readings. We will not discuss all of the materials or content contained in each chapter. However, you will be responsible for it on exams. When possible, we will have guest speakers who are specialists in the areas we are discussing.

**Course Requirements**

1. All text materials will not necessarily be covered in class. However, students are responsible for all assigned readings. Assigned materials must be read before coming to class each day.

2. Other assignments and due dates will be covered/explained in class. Assignments are due on time. One letter grade will be deducted for every day an assignment is turned in late.
3. Students are expected to have active e-mail accounts and to be able to use them.
4. Active class participation is a requirement of this course.

### **Class Attendance and Professionalism**

The seminar format of this class requires that students actively participate in class discussions and team activities. Students are expected to attend every class, arrive on time and be fully prepared to discuss the assigned reading. Students who miss classes are responsible for the material covered, including any changes in class readings or schedules. Failure to participate, lack of preparedness or excessive absences or tardy arrivals will be reflected in final grades. Professional behavior is expected and required to every student. Please be respectful to the opinions of others.

### **Grading Policies and Assignments**

All work will be judged by professional standards. Neat, well-written, typed, carefully edited copy (i.e. no spelling, punctuation or grammatical errors) is expected. Due dates for all assignments will be communicated in class. Assignments are due at the beginning of the class designated.

### **Group/Individual Projects**

The core team projects will be to build a Media Plan for a product or service. The teams will also work together to prepare and present a number of cases studies. These projects are designed to let students experience what media planners do on a day-to-day basis. They are also designed so the student can experience the dynamic of working in a small (4-6) member groups, be creatively stimulated by listening to and building on the insights of others, and work effectively as part of a team. The core plan will be built over time, and teams will make sporadic presentations on the progress of their work, concluding with a final, formal presentation. In addition, each student will select a traditional, non-traditional, digital, social based media or viral marketing campaign to analyze and report on. Details will be discussed the first day of class.

### **Class Participation**

There will be plenty of opportunity during class sessions to discuss the material, relate the material to personal experience and observations, and probe for even greater understanding of media in general. Just as in the case for media professionals, the ability for each student to discuss, relate and challenge traditional norms will play an important role in the value of the total class experience.

### **Grading**

Evaluation of advertising is often subjective or so it may seem in this course. But the instructor has evaluated numerous media plans in his career and will provide guidance for the major

group assignment but it is up to you to seek clarification. It is up to you the student to make sure that you understand all aspects of the two assignments. Grades are as follows:

A	93 - 100%	B-	80 - 82.99%	D+	67 - 69.99%
A-	90 - 92.99%	C+	77 - 79.99%	D	64 - 66.99%
B+	87 - 89.99%	C	73 - 76.99%	D-	60 - 63.99%
B	83 - 86.99%	C-	70 - 72.99%	F	Below 60%

**Student Evaluation Points**

Group Media Plan/Presentation	150
Individual Project	150
Class Participation*/HW/Quizzes	100
Final Exam	100
<b>Total</b>	<b>500</b>

\*Class participation and assignments are essential to a good grade in this course. If you come to class unprepared, or if you do not come to class or fail to complete all of your assignments on time, it will be very difficult to earn a good grade in this course.

**Plagiarism**

Plagiarism is a serious form of violation of academic integrity. Plagiarism is the appropriation for gain of ideas, language, or work of another without sufficient public acknowledgment and appropriate citation that the material is not one’s own. It is true that the very thought probably has been influenced to some degree by the thoughts and actions of others. Such influences can be thought of as affecting the ways we see things and express all thoughts. Plagiarism, however, involves the deliberate taking and use of specific works and ideas of others without proper acknowledgment of the source. Plagiarism on the part of the student in academic work or dishonest examination behavior will result minimally in the instructor assigning a grade of “F” for the assignment or examination. All instances of academic dishonesty must be reported to the chairperson of the department involved.

**Disability**

Any student with a learning disability that needs special accommodation during exams or class periods should provide documentation from Services for Students with Disabilities confidentially to the instructor. The instructor will accommodate that student’s needs in the best way possible, given the constraints of course content and processes. It is the student’s responsibility to plan in advance in order to meet their own needs and assignment due dates.

COM 317 – Media Planning		
Fall 2018 – Dr. L. Bobby Papoulias		
Week	Subject/Chapter	Assignments & Due Dates
1 8/27	Introduction, Syllabus Review, Class Introductions, Team Assignment and Activity	
2 9/3	No Class: Labor Day	

<b>3</b> 9/10	MFP: Chapter 1 Review MFP: Chapter 2 Review Individual Project Review	
<b>4</b> 9/17	MFP: Chapter 3 Review Building Teams – Group Activity Meet with Instructor 1 on 1 Submit proposal for Individual Project – Complete Online During Class Time (Final Decision for company)	MFP: Exercise 1 MFP: Exercise 2 Due 9/23, 11:55pm
<b>5</b> 9/24	MFP: Chapter 4 Review MFP: Chapter 5 Review Quiz 1 (MFP: Chapters 1-3)	MFP: Exercise 6 Due 9/30, 11:55pm
<b>6</b> 10/1	MFP: Chapter 6 Review MFP: Chapter 7 Review Group Media Plan/Presentation Review	MFP: Exercise 7 MFP: Exercise 8 Due 10/13, 11:55pm
<b>7</b> 10/8	<b>No Class: Mid-Semester Break</b>	
<b>8</b> 10/15	MFP: Chapter 8 Review MFP: Chapter 9 Review Quiz 2 (MFP: Chapters 4-6)	MFP: Exercise 9 MFP: Exercise 10 MFP: Exercise 11 Due 10/21, 11:55pm
<b>9</b> 10/22	<b>ONLINE WEEK</b> <b>Watch Online Lecture &amp; Complete Survey</b> MFP: Chapter 10 Review Quiz 3 (MFP: Chapters 7-10)	MFP: Exercise 12 MFP: Exercise 13 Due 10/29, 11:55pm
<b>10</b> 10/29	Group Project: Meet with your groups to finalize group project. Practice Presentation and finalize report.	
<b>11</b> 11/5	Individual Case Study Presentations	Case Study Due at time of Presentation
<b>12</b> 11/12	Individual Case Study Presentations	
<b>13</b> 11/19	Media Planning Activity Groups Meet with Instructor in Class	
<b>14</b> 11/26	Group Presentations Final Exam Review	Group Project Due 11/26
<b>15</b> 12/3	Extra Credit Assignment Writing Assignment Questions/Wrap-Up Final Exam	Final Exam In Class
<b>16</b> 12/10	Finals Exam Week: Complete Individual Project	Individual Project Due During Final Exam