



MKTG-289 – Integrated Marketing Communications

Business

Effective Term & Year: Fall 2024

Course Outline Review Date: 2029-04-01

Program Area: Business Management

Description:

The purpose of this course is to gain an overview of the marketing communications process as it applies to marketing in organizations. Using case studies, a simulation, and other aspects of the marketing mix, students gain experience with Integrated Marketing Communications (IMC) strategies to understand the interrelationships between business performance and marketing communications.

Program Information:

This course is required for the Marketing Diploma and the Tourism Management Diploma. It can be used as a business elective in other programs.

Delivery Methods: On-campus (Face-to-Face), Online

Credit Type: College of the Rockies Credits

Credits: 3

Course type/s: Business Management

Instructional Activity and Hours:

Activity	Hours
Classroom, Directed Studies or Online Instruction	45
Seminar/Tutorials	

Laboratory/Studio	
Practicum/Field Experience	
Co-op/Work Experience	
Other	
Total	45

Course Requisites:

- Earned a minimum grade of C- (55%) in each of the following:
 - **MKTG281** – Principles of Marketing (3)

Flexible Assessment: Yes

Students are able to request formal recognition of their prior learning or experience outside the classroom. Challenge examination, portfolio-assisted assessment, or work-based assessment are used to identify, assess, and recognize prior skills, competencies, and knowledge to achieve course credit. Tuition fees apply, refer to Policy [2.5.5 Prior Learning Assessment and Recognition \(PLAR\)](#) or contact an education advisor for more information.

Course Transfer Credit:

For information about receiving transfer credit for courses taken at either British Columbia or Alberta institutions, please see <https://www.bctransferguide.ca/> or <https://transferalberta.alberta.ca> . For more transfer credit information, please visit <https://www.cotr.bc.ca/Transfer>

All requests for course transfer credit from institutions in British Columbia or elsewhere should go to the College of the Rockies Enrollment Service office.

Textbook Resources:

Textbook selection varies by instructor and may change from year to year. At the Course Outline Effective Date the following textbooks were in use:

Guolla, M., Belch, G., Belch, M.: Advertising and Promotion: An Integrated Marketing Communications Perspective, 8th Canadian Edition with Connect, McGraw-Hill, 2023

Open Source TextBook:

Grayson, R: Foundations in Digital Marketing, BCcampus, 2023

Please see the instructor's syllabus or check COTR's online text calculator <https://textbook.cotr.bc.ca/> for a complete list of the currently required textbooks.

Learning Outcomes:

Upon the successful completion of this course, students will be able to:

- Explain the concept of Integrated Marketing Communications and its benefits for business;
- Examine how integrated marketing communications can enhance brand equity, brand relationship, and influence consumer behaviour;
- Apply the fundamentals of marketing communications, including targeting, positioning, and budgeting;
- Evaluate the effectiveness of various digital marketing tools applied in an IMC strategy;
- Evaluate strategies that apply Indigenous perspectives and are culturally responsive; and
- Develop an original marketing communications strategy based on the application of the principles of IMC

Course Topics:

- Understanding Integrated Marketing Communications (Overview, Strategic Planning, Principles, Branding Strategy)
- Planning for Integrated Media (Creative, Broadcast, Print, Out-of-Home Media, Direct Response, Online + Interactive Communication Strategies)
- Planning for Integrated Marketing (Sales Promotion, Public Relations, Experiential Marketing, Events + Sponsorships, Personal Selling)
- Measuring Plan Performance (Evaluating Marketing Communications Programs)
- Online Advertising
- Email Marketing
- Online Reputation Management

See instructor's syllabus for the detailed outline of weekly readings, activities and assignments.

Evaluation and Assessments

Assessment Type: On-Campus (face-to-face) and Online, or Hybrid

Assessment Type	% of Total Grade
Assignments	25%
Class Participation	5%
Midterm	20%
Final Project	30%

Final Exam	20%
Total	100%

Grade Scheme

A+	A	A-	B+	B	B-	C+	C	C-	D	F
>=90	89-85	84-80	79-76	75-72	71-68	67-64	63-60	59-55	54-50	<50

Pass requirements: None

Evaluation Notes: Certificate and diploma students are required to maintain a minimum course grade of C- (55%) in all program courses. BBA students are required to maintain a minimum course grade of C (60%) and an average course grade of C+ in all program courses that contribute to the BBA.

Exam Attendance:

Students must attend all scheduled exams at the appointed time and place. Instructors may approve an alternate exam to accommodate an illness or personal crisis. Department heads will consider other written requests. Any student who misses a scheduled exam without prior approval will receive a "0" on the exam.

Academic Policies:

College of the Rockies policies related to courses can be found at <https://cotr.bc.ca/about-us/college-policies/> and include the following:

- Policy 2.1.4 Course Audit
- Policy 2.4.1 Credential Framework
- Policy 2.4.3 Students with Documented Disabilities
- Policy 2.4.4 Student Rights, Responsibilities and Conduct
- Policy 2.4.8 Academic Performance
- Policy 2.4.9 Student Feedback and Concerns
- Policy 2.4.11 Storage of Academic Works
- Policy 2.5.3 Student Appeal
- Policy 2.5.5 Prior Learning Assessment and Recognition (PLAR)

Equivalent Course(s) and Course Code Changes

Prior Course Code: BUAD 229 >> MKTG 289

Date changed: June 2010

Course Changes:

The College of the Rockies updates course outlines regularly to meet changing educational, employment and marketing needs. The instructor will notify students in writing of any updates to this outline during the semester. The instructor reserves the right to revise, add or delete material while meeting the learning outcomes of this course outline.