**ADVERTISING**

**The Advertising Major**

The advertising major prepares students for careers in business and industry or for graduate education. Students majoring in advertising find career opportunities in professions requiring applied communication expertise. Graduates are qualified for positions in the creative and account sides of advertising within businesses, agencies and media. The capstone professional internship experience, coupled with coursework that focuses heavily on writing, research and professional abilities, provide opportunities for students to practice and refine their skills.

To receive a bachelor of arts degree in advertising, a student must earn at least 120 credits. A minimum of 72 credits must come from courses other than ADVRT, JL MC or P R. At least 50 of these credits must come from the liberal arts and sciences. Overall, at least 45 credits must be from 300-level courses or above. Advertising majors are required to take:

- **MKT 340** Principles of Marketing 3
- **SP CM 212** Fundamentals of Public Speaking 3
- **STAT 101** Principles of Statistics (or another approved statistics course) 4

The degree requirements allow for a minimum of 34 credits and a maximum of 48 credits to be taken in ADVRT, JL MC or P R. These include:

- **JL MC 101** Mass Media and Society 3
- **JL MC 110** Orientation to Journalism and Communication 1
- **JL MC 201** Reporting and Writing for the Mass Media (C+ or better) 3
- **ADVRT 230** Advertising Principles 3
- **ADVRT 301** Research and Strategic Planning for Advertising and Public Relations 3

One of the following two courses:

- **ADVRT 334** Advertising Creativity (C+ or better)
- **ADVRT 336** Advertising Account Management (C+ or better)

One of the following two courses:

- **ADVRT 434** Advertising Campaigns
- **ADVRT 436** Advertising Portfolio Practicum
- **JL MC 460** Law of Mass Communication 3
- **JL MC 462** Media Ethics, Freedom, Responsibility 3
- **ADVRT 499A** Professional Media Internship: Required 3

Additional recommended courses and requirements for the advertising major are available from the Greenlee School.

Students taking one major at the school may not seek a second major or minor in the school. All Greenlee School majors are required to take a second major or minor outside the school as an area of expertise. All Greenlee School majors are required to take 499A. Greenlee majors and minors cannot take ADVRT, JL MC or P R courses pass/not pass.

**Minor in Advertising**

Students cannot select more than one minor in the Greenlee School of Journalism and Communication. Minors in the Greenlee School are not available to Greenlee majors.

For a minor in advertising, students complete 15 credits.

- **JL MC 101** Mass Media and Society 3
- **ADVRT 230** Advertising Principles 3
- **ADVRT 301** Research and Strategic Planning for Advertising and Public Relations 3

6 credits from the following:

- **ADVRT 335** Advertising Media Planning
- **JL MC 307** Digital Video Production
- **JL MC 401** Mass Communication Theory
- **JL MC 406** Media Management
- **JL MC 474** Communication Technology and Social Change
- **JL MC 476** World Communication Systems
- **JL MC 477** Diversity in the Media
- **ADVRT 497** Special Topics in Communication

Total Credits 15

**Advertising, B.A.**

**Freshman**

<table>
<thead>
<tr>
<th>Fall</th>
<th>Credits</th>
<th>Spring</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGL 150</td>
<td>3</td>
<td>ECON 101</td>
<td>3</td>
</tr>
<tr>
<td>JL MC 110</td>
<td>1</td>
<td>LIB 160</td>
<td>1</td>
</tr>
<tr>
<td>JL MC 101</td>
<td>3</td>
<td>ADVRT 230</td>
<td>3</td>
</tr>
<tr>
<td>Arts and Humanities</td>
<td></td>
<td>3 Arts and Humanities</td>
<td></td>
</tr>
<tr>
<td>Natural Science</td>
<td></td>
<td>3 International Perspectives Science</td>
<td></td>
</tr>
<tr>
<td>Social Science</td>
<td></td>
<td>3 Natural Science</td>
<td></td>
</tr>
</tbody>
</table>

Total Credits 16

**Sophomore**

<table>
<thead>
<tr>
<th>Fall</th>
<th>Credits</th>
<th>Spring</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ENGL 250</td>
<td>3</td>
<td>JL MC 201</td>
<td>3</td>
</tr>
<tr>
<td>STAT 101</td>
<td>4</td>
<td>ADVRT 301</td>
<td>3</td>
</tr>
</tbody>
</table>
For JL MC 300 and 400-level choices, please choose from the list of selected courses available from an academic adviser. You may schedule an appointment with an adviser by either calling 515-294-4342 or visiting with our front office staff at 101 Hamilton Hall.

**University Requirement**: Students in all ISU majors must complete a three-credit course in U.S. Diversity, as well as a three-credit course in International Perspectives. The approved course lists are found at the following web addresses: (U.S. Diversity) http://www.registrar.iastate.edu/students/div-ip-guide/usdiversity-courses) and (International Perspectives) http://www.registrar.iastate.edu/students/div-ip-guide/IntlPerspectives-current. Students must also demonstrate their communication proficiency by earning a grade of C or better in ENGL 250.
**Advertising**

**College of LAS Requirement:** Minimum of 120 credits, including a minimum of 45 credits at the 300-level and above. You must also complete the LAS Foreign Language requirement and any unmet ISU admission requirements.

**Minor or Second Major:** Students are required to fulfill a secondary area of expertise. This requirement can be met by declaring a minor or a second major outside of the Greenlee School of Journalism and Communication.

**Courses primarily for undergraduates:**

**ADVRT 230: Advertising Principles**
(3-0) Cr. 3.
Historical, social, economic and legal aspects of advertising. Evaluations of advertising research, media, strategy and appeals. Study of the creation of advertising.

**ADVRT 301: Research and Strategic Planning for Advertising and Public Relations**
(Cross-listed with P R). (3-0) Cr. 3.
Prereq: ADVRT 230 or P R 220
The use of primary and secondary research for situations, organizations and the public. Formation and development of strategic plans for public relations and advertising students.

**ADVRT 334: Advertising Creativity**
(2-2) Cr. 3.
Prereq: JL MC 110; Minimum of C+ in JL MC 201; ADVRT 301/P R 301
Development and execution of creative advertising materials. Copywriting, art direction and computer applications. Creative strategy development, execution and evaluation.

**ADVRT 335: Advertising Media Planning**
(3-0) Cr. 3.
Prereq: ADVRT/P R 301
Concepts of media planning and selection in the development, execution and evaluation of advertising campaigns. Characteristics and capabilities of the advertising media. Utilization of market segmentation, consumer buying and media audience databases.

**ADVRT 336: Advertising Account Management**
(3-0) Cr. 3.
Prereq: JL MC 110; Minimum of C+ in JL MC 201; ADVRT/P R 301
Fundamentals of account management with emphasis on leadership, sales techniques, relationship building, presentation skills, and strategic thinking. Includes aspects of agency communications, team building, client management, evaluating creative concepts and media plans, and developing strategic proposals and campaign recommendations.

**ADVRT 390: Professional Skills Development**
F.S.
Prereq: Minimum of C+ in JL MC 201; other vary by topic. Instructor permission for non-majors.
Check with Greenlee School for course availability.

**ADVRT 434: Advertising Campaigns**
(3-0) Cr. 3. F.S.
Prereq: Minimum of C+ in ADVRT 334 or ADVRT 336, and major status
Development of advertising campaigns for business and social institutions. Projects involve budgeting, media selection, market analysis, campaign strategy and creative execution.

**ADVRT 435: Advertising Competition**
Prereq: Permission of instructor, Junior/senior standing strongly recommended
Preparation of materials for regional and national competitions.

**ADVRT 436: Advertising Portfolio Practicum**
(2-2) Cr. 3. S.
Prereq: Minimum of C+ in ADVRT 334, non-majors with instructor permission
Advanced advertising writing and design. Emphasis on creative strategy, problem solving and execution of creative materials in print, broadcast and online media for a variety of clients.

**ADVRT 490: Independent Study in Communication**
Cr. arr.
Prereq: Junior classification and contract with supervising professor to register
Projects during which students may study problems associated with a medium, a professional specialization, a philosophical or practical concern, a reportorial method or writing technique, or a special topic in their field. Credit is not given for working on student or professional media without an accompanying research component. No more than 3 credits of ADVRT/JLPC/PR 490 may be used toward a degree in the Greenlee School.

**ADVRT 497: Special Topics in Communication**
Prereq: Junior classification. See Schedule of Classes for possible prerequisites.
Seminars or one-time classes on topics of relevance to students in communication.
ADVRT 499: Professional Media Internship
Cr. 1-3. F.S.S.
Prereq: JL MC majors: JLMC 110 and minimum of C+ in JL MC 202 or JL MC 206 or PR 321; ADVRT majors: JL MC 110 and minimum of C+ in JL MC 201 and ADVRT 301; PR majors: JLMC 110, PR 301 and minimum of C+ in PR 321. All students, formal faculty adviser approval.
Required of all Greenlee School majors. A 400-hour (for 3 credits) internship in the student's journalism and mass communication or advertising or public relations specialization. Assessment based on employer evaluations, student reports and faculty reviews. Available only to Greenlee School majors. Offered on a satisfactory-fail basis only.

ADVRT 499A: Professional Media Internship: Required
Cr. 3. F.S.S.
Prereq: JL MC majors: JLMC 110 and minimum of C+ in JL MC 302 or JL MC 306; ADVRT majors: JLMC 110 and minimum of C+ in JL MC 201 and ADVRT 301; PR majors: JLMC 110, PR 301 and minimum of C+ in PR 321. All students, formal faculty adviser approval.
Initial, required internship. A 400-hour (for 3 credits) internship in the student's specialization. Assessment based on employer evaluations, student reports and faculty reviews. Available only to Greenlee School majors. Offered on a satisfactory-fail basis only.

ADVRT 499B: Professional Media Internship: Optional
Cr. 1-3. F.S.S.
Prereq: JL MC majors: JLMC 110 and minimum of C+ in JL MC 302 or JL MC 306; ADVRT majors: JLMC 110 and minimum of C+ in JL MC 201 and ADVRT 301; PR majors: JLMC 110, PR 301 and minimum of C+ in PR 321. All students, formal faculty adviser approval.
Optional internship in the student's specialization. Assessment based on employer evaluations, student reports and faculty reviews. Available only to Greenlee School majors. Offered on a satisfactory-fail basis only.