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. Coursework in this major focuses on writing, research, digital and emerging media, and professional abilities. Students are required to complete a capstone internship experience 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.

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. The minor must include at least 9 credits that are not used to meet any other department, college, or university requirement.

- 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:  6

- ADVRT 335  Advertising Media Planning
- JL MC 307  Digital Video Production
- JL MC 390  Professional Skills Development
- 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

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16  16
### Sophomore

#### Fall
- **ENGL 250** 3 credits
- **STAT 101** 4 credits
- Arts & Humanities per U.S. Diversity 3 credits
- World Languages and Cultures or Elective 4 credits
- Natural Science 2 credits

#### Spring
- **ENGL 250** 3 credits
- **STAT 101** 4 credits
- Arts & Humanities per U.S. Diversity 3 credits
- World Languages and Cultures or Elective 4 credits
- Natural Science 2 credits

#### Credits
- Fall: 16
- Spring: 16
- Total: 32

### Junior

#### Fall
- **MKT 340** 3 credits
- **ADVRT/JL/MC/P R-300 level** 3 credits
- **Elective** 3 credits
- **Minor/second major choice** 3 credits
- **Minor/second major choice** 3 credits

#### Spring
- **ADVRT/JL/MC/P R-300 level** 3 credits
- **Elective** 3 credits
- **Minor/second major choice** 3 credits
- **Elective or Minor/second major choice** 3 credits
- **Elective or Minor/second major choice** 3 credits

#### Credits
- Fall: 12
- Spring: 12
- Total: 24

### Senior

#### Fall
- **JL MC 462** 3 credits
- One of the following:
  - **Elective or Minor/second major choice** 3 credits

#### Credits
- Fall: 15
- Spring: 15
- Total: 30

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.
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**
(2-1) Cr. 3.
Prereq: J L MC 110; Minimum of C+ in J L 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: J L MC 110; Minimum of C+ in J L 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**
(Cross-listed with J L MC, P R). Cr. 1-3. Repeatable, maximum of 6 credits. F.S.
Prereq: Minimum of C+ in J L MC 201; other vary by topic. Instructor permission for non-majors.
Check with Greenlee School for course availability.

**ADVRT 391: Short Course Intensive**

**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 including primary and secondary research, target audience analysis, campaign strategy, media planning, budgeting 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**
(3-0) Cr. 3. S.
Prereq: Minimum of C+ in ADVRT 334, non-majors with instructor permission
Advanced advertising writing and design. May include campaign development for competitions. Other projects include creative development in a variety of media for an online portfolio.

**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/JLMC/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.SS.
Prereq: JL MC majors: JL MC 110 and minimum of C+ in JL MC 302 or JL MC 303; ADVRT majors: JL MC 110, ADVRT/P R 301 and minimum of C+ in JL MC 201; P R majors: JL MC 110, ADVRT/P R 301 and minimum of C+ in P R 321.
All students, formal faculty adviser approval.
See ADVRT/JL MC/P R 499A or 499B. Offered on a satisfactory-fail basis only.

ADVRT 499A: Professional Media Internship: Required
Cr. 3. F.S.SS.
Prereq: JL MC majors: JL MC 110 and minimum of C+ in JL MC 302 or JL MC 303; ADVRT majors: JL MC 110, ADVRT/P R 301 and minimum of C+ in JL MC 201; P R majors: JL MC 110, ADVRT/P R 301 and minimum of C+ in P R 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.SS.
Prereq: JL MC majors: JL MC 110 and minimum of C+ in JL MC 302 or JL MC 303; ADVRT majors: JL MC 110, ADVRT/P R 301 and minimum of C+ in JL MC 201; P R majors: JL MC 110, ADVRT/P R 301 and minimum of C+ in P R 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.