Macquarie University has taken all reasonable measures to ensure the information in this publication is accurate and up-to-date. However, the information may change or become out-dated as a result of change in University policies, procedures or rules. The University reserves the right to make changes to any information in this publication without notice. Users of this publication are advised to check the website version of this publication [or the relevant faculty or department] before acting on any information in this publication.

Notice
As part of Phase 3 of our return to campus plan, most units will now run tutorials, seminars and other small group activities on campus, and most will keep an online version available to those students unable to return or those who choose to continue their studies online.

To check the availability of face-to-face activities for your unit, please go to timetable viewer. To check detailed information on unit assessments visit your unit's iLearn space or consult your unit convenor.
## General Information

<table>
<thead>
<tr>
<th>Unit convenor and teaching staff</th>
</tr>
</thead>
<tbody>
<tr>
<td>Unit Convenor</td>
</tr>
<tr>
<td>Lawrence Ang</td>
</tr>
<tr>
<td><a href="mailto:lawrence.ang@mq.edu.au">lawrence.ang@mq.edu.au</a></td>
</tr>
<tr>
<td>Contact via Via email</td>
</tr>
<tr>
<td>Wednesday 4pm-6pm</td>
</tr>
</tbody>
</table>

- **Credit points**: 10
- **Prerequisites**: 40cp at 1000 level or above including MKTG1001 or MKTG101
- **Corequisites**: MKTG1003 or MKTG203
- **Co-badged status**

### Unit description

The ability to effectively communicate and persuade consumers is a major challenge facing marketers. Aside from clutter, consumers are also getting busier. The rise of social media also means that consumers are now more subtly influenced by their friends, and with the rise in multi-channel marketing, consumers expect a seamless experience when interacting with organisations. Being able to communicate the right message to the right people at the right time, using the right channels in an integrated fashion, is crucial to the success of any marketing communications. This unit develops students’ knowledge of the principles and practices of integrated marketing communications. It covers planning processes, tools of marketing communications, creativity and media planning, among others. Students gain knowledge about developing and implementing effective integrated marketing communications campaigns.

## Important Academic Dates

Information about important academic dates including deadlines for withdrawing from units are available at [https://students.mq.edu.au/important-dates](https://students.mq.edu.au/important-dates)

## Learning Outcomes

On successful completion of this unit, you will be able to:

**ULO1**: Identify and define key terms, concepts, frameworks and models of marketing
communications.

**ULO2**: Employ creative thinking techniques to solve problems, both as an individual and in a group.

**ULO3**: Develop an effective integrated marketing communications plan.

**ULO4**: Conduct communication research in the field, analyse and interpret the results.

**General Assessment Information**

Late assessment submissions must also be submitted through the appropriate submission link in iLearn. No extensions will be granted unless an application for Special Consideration is made and approved. There will be a deduction of 10% of the total available marks made from the total awarded mark for each 24 hour period or part thereof that the submission is late. Late submissions will not be accepted after solutions have been discussed and/or made available.

Note: Further information on submitting an Application for Special Consideration can be found at https://students.mq.edu.au/study/my-study-program/special-consideration

**Assessment Tasks**

<table>
<thead>
<tr>
<th>Name</th>
<th>Weighting</th>
<th>Hurdle</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quiz/Test</td>
<td>40%</td>
<td>No</td>
<td>Weeks 3,5,8,10 and 13</td>
</tr>
<tr>
<td>Pitch Project - Presentation</td>
<td>10%</td>
<td>No</td>
<td>Week 6</td>
</tr>
<tr>
<td>Report</td>
<td>20%</td>
<td>No</td>
<td>Week 9</td>
</tr>
<tr>
<td>Pitch Project - Report</td>
<td>30%</td>
<td>No</td>
<td>Week 13</td>
</tr>
</tbody>
</table>

**Quiz/Test**

Assessment Type ¹: Quiz/Test
Indicative Time on Task ²: 2 hours
Due: **Weeks 3,5,8,10 and 13**
Weighting: 40%

Students are required to complete up to five open-book quizzes online. Each quiz is worth 8%.

On successful completion you will be able to:

- Identify and define key terms, concepts, frameworks and models of marketing communications.

**Pitch Project - Presentation**

Assessment Type ¹: Presentation
Indicative Time on Task ²: 5 hours
Due: Week 6  
Weighting: 10%

Students will give a 3-5 minute online or face-to-face presentation, with their group members. The main objective of this presentation is to articulate the viability of the plan in fulfilling the objective(s) in the outlined brief. Students will be individually assessed on their presentation skills.

On successful completion you will be able to:

- Identify and define key terms, concepts, frameworks and models of marketing communications.
- Employ creative thinking techniques to solve problems, both as an individual and in a group.
- Develop an effective integrated marketing communications plan.

Report

Assessment Type 1: Report  
Indicative Time on Task 2: 26 hours  
Due: Week 9  
Weighting: 20%

Students will be required to collect field data (worth 5%), analyse and interpret their results and draw implications on communication effectiveness in a well-written assignment (worth 15%).

On successful completion you will be able to:

- Identify and define key terms, concepts, frameworks and models of marketing communications.
- Develop an effective integrated marketing communications plan.
- Conduct communication research in the field, analyse and interpret the results.

Pitch Project - Report

Assessment Type 1: Report  
Indicative Time on Task 2: 20 hours  
Due: Week 13  
Weighting: 30%
Students will work in groups on a creative brief. The main objective of this brief is to produce a group report (worth a total of 20%) that shows an effective and well-articulated IMC plan. The objective of the report is to help students integrate their critical thinking and writing skills. The remaining 10% will be a peer assessment where students will assess each other for their group participation, engagement and involvement.

On successful completion you will be able to:
- Identify and define key terms, concepts, frameworks and models of marketing communications.
- Employ creative thinking techniques to solve problems, both as an individual and in a group.
- Develop an effective integrated marketing communications plan.

1 If you need help with your assignment, please contact:
   - the academic teaching staff in your unit for guidance in understanding or completing this type of assessment
   - the Learning Skills Unit for academic skills support.

2 Indicative time-on-task is an estimate of the time required for completion of the assessment task and is subject to individual variation

Delivery and Resources

Mode of delivery: All lectures are pre-recorded, but half the tutorials are online and half face-to-face.


Unit Schedule

Please refer to iLearn

Policies and Procedures

Macquarie University policies and procedures are accessible from Policy Central (https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central). Students should be aware of the following policies in particular with regard to Learning and Teaching:
- Academic Appeals Policy
- Academic Integrity Policy
• Academic Progression Policy
• Assessment Policy
• Fitness to Practice Procedure
• Grade Appeal Policy
• Complaint Management Procedure for Students and Members of the Public
• Special Consideration Policy (Note: The Special Consideration Policy is effective from 4 December 2017 and replaces the Disruption to Studies Policy.)

Students seeking more policy resources can visit the Student Policy Gateway (https://students.mq.edu.au/support/study/student-policy-gateway). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

If you would like to see all the policies relevant to Learning and Teaching visit Policy Central (http://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central).

**Student Code of Conduct**

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: https://students.mq.edu.au/admin/other-resources/student-conduct

**Results**

Results published on platform other than eStudent, (eg. iLearn, Coursera etc.) or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in eStudent. For more information visit ask.mq.edu.au or if you are a Global MBA student contact globalmba.support@mq.edu.au

**Student Support**

Macquarie University provides a range of support services for students. For details, visit http://students.mq.edu.au/support/

**Learning Skills**

Learning Skills (mq.edu.au/learningskills) provides academic writing resources and study strategies to help you improve your marks and take control of your study.

• Getting help with your assignment
• Workshops
• StudyWise
• Academic Integrity Module

The Library provides online and face to face support to help you find and use relevant information resources.

• Subject and Research Guides
Student Enquiry Service
For all student enquiries, visit Student Connect at ask.mq.edu.au
If you are a Global MBA student contact globalmba.support@mq.edu.au

Equity Support
Students with a disability are encouraged to contact the Disability Service who can provide appropriate help with any issues that arise during their studies.

IT Help
For help with University computer systems and technology, visit http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/.
When using the University's IT, you must adhere to the Acceptable Use of IT Resources Policy. The policy applies to all who connect to the MQ network including students.