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Disclaimer
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
Some on-campus classes have moved online for the first two weeks of Session, before returning to campus in Week 3. If you are studying a unit outside of the primary Session 2 timetable, please contact your teaching staff team for further details.

Some classes/teaching activities cannot be moved online and must be taught on campus. To find out if you are enrolled in one of these classes/teaching activities, you can check to see if your unit is on the list of units with mandatory on-campus classes/teaching activities.

Your Unit Convenor will provide more information via an iLearn announcement when your iLearn unit becomes available.
General Information

Unit convenor and teaching staff
Unit Convenor
Dr. Kay Naumann
kay.naumann@mq.edu.au
Contact via Email
All consultations done via zoom
Monday 1pm-2pm via zoom link on ilearn

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

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 submissions of assignments:

Sometimes unavoidable circumstances occur that might prevent you from submitting an assignment on time and, in that case, you may be eligible to lodge a Special Consideration request.

Unless a Special Consideration request has been submitted and approved, please note that no extensions to assignment deadlines will be granted. Assignments that are submitted late will attract a late penalty:

1. 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.
2. No assignment will be accepted more than 72 hours after the due date and time (incl. weekends) after the original due date.
3. No late submissions will be accepted for timed assessments (e.g., quizzes, online tests) or for tasks with a weighting of 10% or less of the total unit assessment.

Assessment Tasks

<table>
<thead>
<tr>
<th>Name</th>
<th>Weighting</th>
<th>Hurdle</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Report</td>
<td>20%</td>
<td>No</td>
<td>Week 7</td>
</tr>
<tr>
<td>Pitch Project - Report</td>
<td>30%</td>
<td>No</td>
<td>Week 13</td>
</tr>
<tr>
<td>Quiz/Test</td>
<td>40%</td>
<td>No</td>
<td>Weeks 3, 5, 7, 9, 12</td>
</tr>
<tr>
<td>Pitch Project - Presentation</td>
<td>10%</td>
<td>No</td>
<td>Weeks 10 &amp; 11</td>
</tr>
</tbody>
</table>

Report

Assessment Type 1: Report
Indicative Time on Task 2: 26 hours
Due: Week 7
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: Report  
Indicative Time on Task: 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.

**Quiz/Test**

Assessment Type: Quiz/Test  
Indicative Time on Task: 2 hours  
Due: Weeks 3, 5, 7, 9, 12  
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**: Presentation  
**Indicative Time on Task**: 5 hours  
**Due**: Weeks 10 & 11  
**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.

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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, and tutorials are one hour and are either online or half face-to-face.
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 (https://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
• Ask a Librarian

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.