

**The Kelkar Education Trust's  
V. G. Vaze College of Arts, Science and Commerce  
(Autonomous)**



**The Kelkar Education Trust's  
Vinayak Ganesh Vaze College of Arts, Science & Commerce  
(Autonomous)**

**SYLLABUS FOR S.Y.B.COM  
(JUNE 2024 ONWARDS)**

**PROGRAMME: BACHELOR OF COMMERCE**

**SEMESTER III & IV**

**COURSE: ADVERTISING I & II**

<b>Course Code</b>	<b>Paper Title</b>	<b>Credit</b>
<b>VGUCVSEC301 &amp; VGUCVSEC401</b>	<b>Advertising I &amp; II</b>	<b>02</b>

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**1. Syllabus as per Choice Based Credit System**

- |   |   |
|---|---|
| <b>1) Name of the Programme</b>                 | <b>: S.Y.B.COM – ADVERTISING I &amp; II</b> |
| <b>2) Course Code</b>                           | <b>: VGVUCVSEC301 &amp; VGVUCVSEC401</b>    |
| <b>3) Course Title</b>                          | <b>: Advertising I &amp; II</b>             |
| <b>4) Semester wise Course Contents</b>         | <b>: Copy of the syllabus Enclosed</b>      |
| <b>5) Reference &amp; Additional References</b> | <b>: Enclosed in the syllabus</b>           |
| <b>6) Credit Structure</b>                      |   |
| <b>(No. of Credit per Semester)</b>             | <b>: 02</b>                                 |
| <b>7) No. of Lectures Per Unit</b>              | <b>: 10</b>                                 |
| <b>8) No. of Lectures Per Week</b>              | <b>: 02</b>                                 |
| <b>9) No. of Tutorials Per Week</b>             | <b>: NIL</b>                                |

**2. Scheme of Examination**

**: Semester End Exam: 60 Marks**

(4 Questions of 15 Marks)

**Internal Assessment 40 Marks:**

**Test: 15 Marks**

**Project/Assignments: 15 Marks**

**Class Participation: 10 Marks**

**3. Special Notes (if any)**

**: No**

**4. Eligibility (if any)**

**: As laid down in the College-  
-Admission Brochure/Website**

**5. Fee Structure**

**: As per College Fee Structure Specification**

**6. Special Ordinances/Resolutions (if any)**

**: No**

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Programme: SYBCOM

Semester: III & IV

Course: Advertising I & II

Course Code: VGVUCVSEC301 & VGVUCVSEC401

Teaching Scheme (Hrs/Week)				Continuous Internal Assessment (CIA) 40 marks					End Semester Examination	Total
L	T	P	C	CIA-1	CIA-2	CIA-3	CIA-4	Lab	Written	
2	-	-	2	15	15	10	-	-	60	100
<b>Maximum Time, Semester End Exam (Theory) – 2 Hrs.</b>										

**Prerequisite: Basic Interest in Advertising & Media**

### Course Objectives

- 1) Understanding the working of different media.
- 2) Getting an insight into consumer buying behaviour.
- 3) Understanding the process of drafting advertisements for different media.
- 4) Exploring career opportunities in advertising and media.

### ADVERTISING I

#### Course Outcomes:

Students should be able to...

**CO1:** To understand and examine the growing significance of advertising.

**CO2:** To comprehend how integrated marketing communication affects product branding and marketing.

**CO3:** To grasp the future and job opportunities in advertising, gain practical experience in how it works.

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**ADVERTISING - I**

<b>COURSE CONTENTS SEMESTER III</b>		
<b>Sr. No.</b>	<b>Modules/Units</b>	<b>Lectures</b>
<b>1</b>	<b>Introduction to Advertising</b>	<b>10</b>
	<p><b>Integrated Marketing Communications (IMC):</b> Concept, Features, Elements, Role of advertising in IMC; Digital Advertising - Modes</p> <p><b>Advertising:</b> Concept, Features, Evolution of Advertising, Active Participants, Benefits of Advertising to Business Firms &amp; Consumers.</p> <p><b>Classification of Advertising:</b> Geographic, Media, Target Audience &amp; Functions.</p>	
<b>2</b>	<b>Advertising Agency</b>	<b>10</b>
	<p><b>Ad Agency:</b> Features, Structure and services offered, Types of advertising agencies, Agency selection criteria</p> <p><b>Agency and Client:</b> Maintaining Agency–Client relationship, Reasons and ways of avoiding Client Turnover, Creative Pitch, Agency compensation</p> <p><b>Careers in advertising:</b> Skills required for a career in advertising, Various Career Options, Freelancing Career Options - Graphics, Animation, Modelling, Dubbing.</p>	
<b>3</b>	<b>Brand Building and Special Purpose Advertising</b>	<b>10</b>
	<p><b>Brand Building:</b> Role of Advertising in developing Brand Image &amp; Brand Equity, AIDA Model, &amp; Managing Brand Crisis, Branded content – Principles, Approach to engaged audiences.</p> <p><b>Special purpose advertising:</b> Rural Advertising, Political Advertising, Advocacy Advertising, Corporate Image Advertising, Green Advertising – Features of all the above special purpose advertising,</p> <p><b>Trends in Advertising:</b> Media, Ad spends, Ad-agencies, Execution of Advertisements, Use of Data Analytics for Targeting, Data-driven advertising, Storytelling in advertising.</p>	
	<b>Total</b>	<b>30</b>

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**ADVERTISING II**

**Course Outcomes:**

**Students should be able to...**

**CO1:** To direct learners toward practical areas, such as classic and new-age media.

**CO2:** To comprehend the planning process of advertising campaigns taking into account many factors such as target audiences, the budget, media strategies and timelines.

**CO3:** To carry out and evaluate advertising campaigns including creativity and celebrity endorsements.

**CO4:** To get insights into creativity for advertising, including broadcast ads and understand the evaluations of advertising.

**ADVERTISING - II**

**COURSE CONTENTS SEMESTER IV**

Sr. No.	Modules/Units	Lectures
<b>1</b>	<b>Media in Advertising</b>	<b>10</b>
	<p><b>Traditional Media:</b> Print, Broadcasting, Out-Of-Home Advertising and Films - Advantages and Limitations of all the above Traditional Media</p> <p><b>New Age Media:</b> Digital Media / Internet Advertising – Forms, Significance and Limitations, Recent Trends in Advertising - Video Advertising.</p> <p><b>Media Research:</b> Concept, Importance, Tool for regulation - ABC and Doordarshan Code. Evaluation - Pre-Testing and Post-Testing of Advertisements – Methods and Objectives.</p>	
<b>2</b>	<b>Planning Advertising Campaigns</b>	<b>10</b>
	<p><b>Advertising Campaign:</b> Concept, Advertising Campaign Planning – Steps Determining advertising objectives - DAGMAR Model, Augmented Reality and Virtual Reality in Ad Campaign.</p> <p><b>Advertising Budgets:</b> Factors Determining Advertising Budgets, Methods of Setting Advertising Budgets, Media Objectives - Reach, Frequency and GRPs</p> <p><b>Media Planning:</b> Concept, Process, Factors considered while selecting Media, Media Scheduling Strategies.</p>	
<b>3</b>	<b>Execution &amp; Evaluation of Advertising</b>	<b>10</b>

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	<p><b>Creativity:</b> Concept and Importance, Creative Process, Concept of Creative Brief, Techniques of Visualization, Broadcast ads – Executive Styles, Jingles &amp; Music – Importance.</p> <p><b>Creative Aspects:</b> Buying Motives - Types, Selling Points- Features, Appeals – Types, Concept of Unique Selling Proposition (USP)</p> <p><b>Creativity through Endorsements:</b> Endorsers – Types, Celebrity Endorsements – Advantages and Limitations.</p>	
	<b>Total</b>	<b>30</b>

**Beyond Syllabus**

Presentations, Discussions on Current Advertisements, Preparing Scrap Book of Advertisements.

**QUESTION PAPER PATTERN**

**Maximum Marks: 60**

**Duration: 2 Hours**

**Question to be set: 04**

Q. No.	Particulars	Marks
<b>Q. 1.</b>	<p><b>Module I</b></p> <p>Attempt any TWO of the following out of THREE Questions:</p> <p>(i)</p> <p>(ii)</p> <p>(iii)</p>	<b>15 Marks</b>
<b>Q.2.</b>	<p><b>Module II</b></p> <p>Attempt any TWO of the following out of THREE Questions:</p> <p>(i)</p> <p>(ii)</p> <p>(iii)</p>	<b>15 Marks</b>
<b>Q.3.</b>	<p><b>Module III</b></p> <p>Attempt any TWO of the following out of THREE Questions:</p> <p>(i)</p> <p>(ii)</p> <p>(iii)</p>	<b>15 Marks</b>
<b>Q.4.</b>	<p><b>Module IV</b></p> <p>Attempt any TWO of the following out of THREE Questions:</p>	<b>15 Marks</b>

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	(i)	
	(ii)	
	(iii)	

**RECOMMENDED RESOURCES**

<b>Text Books</b>	
<b>Reference Books</b>	
	<ol style="list-style-type: none"> <li>1. Advertising and Promotion: An Integrated Marketing Communications Perspective George Belch and Michael Belch, 2015, 10th Edition, McGraw Hill Education</li> <li>2. Contemporary Advertising, 2017, 15th Edition, William Arens, Michael Weigold and Christian Arens, Hill Higher Education</li> <li>3. Strategic Brand Management – Kevin Lane Keller, 4th Edition, 2013 – Pearson Education Limited</li> <li>4. Kleppner’s Advertising Procedure – Ron Lane and Karen King, 18th edition, 2011 – Pearson Education Limited</li> <li>5. Advertising: Planning and Implementation, 2006 – Raghuvir Singh, Sangeeta Sharma –Prentice Hall</li> <li>6. Advertising Management, 5th Edition, 2002 – Batra, Myers and Aaker – Pearson Education</li> <li>7. Advertising Principles and Practice, 2012 - Ruchi Gupta – S.Chand Publishing</li> <li>8. Brand Equity &amp; Advertising- Advertising’s role in building strong brands, 2013- David A. Aker, Alexander L. Biel, Psychology Press</li> <li>9. Brand Positioning – Strategies for Competitive Advantage, Subroto Sengupta, 2005, Tata McGraw Hill Publication.</li> <li>10.The Advertising Association Handbook - J. J. D. Bullmore, M. J. Waterson, 1983 - Holt Rinehart &amp; Winston.</li> </ol>

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	<p>11. Integrated Advertising, Promotion, and Marketing Communications, Kenneth E. Clow and Donald E. Baack, 5th Edition, 2012 – Pearson Education Limited</p> <p>12. Kotler Philip and Eduardo Roberto, Social Marketing, Strategies for Changing Public Behaviour, 1989, The Free Press, New York.</p> <p>13. Confessions of an Advertising Man, David Ogilvy, 2012, Southbank Publishing Advertising, 10<sup>th</sup> Edition, 2010 - Sandra Moriarty, Nancy D Mitchell, William D. Wells, Pearson.</p>
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**The final syllabus has been approved by the following BoS Members:**

Dr. Adhir Vasant Ambavane - Head of the Department of Commerce

Mr. Manoj Arjun Sangare - Member – Faculty

Ms. Suchitra Poojari - Member – Faculty

Dr. Kishori Bhagat - Vice-Chancellor Nominee

Mr. Sanjeev Shah - Industry / Corporate Sector

Dr. Shobha Samir Dedhiya - Subject Expert – From Other University (SNDT)

Dr. Pramila Patil Subject Expert – From Other University (SNDT)

CA Kunal Sanil - Meritorious Alumnus



**DR. ADHIR AMBAVANE**  
**CHAIRMAN – BOS**



**DR. KISHORI BHAGAT**  
**VC – NOMINEE (BOS)**