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Teacher(s)	Charry Karine ;
Language :	French
Place of the course	Mons
Main themes	This course presents the array of communication tools available to an organization, whatever its sector of activity (including non-for-profit). The various tools included in the « marketing mix » will be defined and developed, relying on examples and case studies. Last, elements enabling ethical thoughts will be presented and considered for various targets such as the vulnerable one that children represent.
Aims	<p>Given the « competencies referential » linked to the LSM Master 120 in Sciences de Gestion et in Ingéniorat de Gestion, this course mainly develops the following competencies:</p> <ul style="list-style-type: none"> • Open students' competencies and understanding of a 360° marketing communication ; • Develop a critical integrated perspective that enables the optimization of investments (costs/efforts/ content) in marketing communication ; • Understand cognitive, affective and behavioral processes that impact message decoding ; • Encourage critical thoughts in a given marketing communication context ; • comprehend ethical concerns linked to communication. <p>1</p> <p>« By the end of this teaching unit, student should be able to identify all communication tools that are available to marketers, including the most alternative ones (considering that high competition calls for new communication means). With this tools, he will be able to understand the strategic and operational consequences of each tool and will be able to offer the optimal communication mix, adapting the tools and the content to the contexts. Last but not least, he will be able to offer a critical analysis on communication practices, especially effectiveness and ethical ones.</p> <p>-----</p> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Evaluation methods	Evaluation is based on a written exam in January/September. Students regularly contributing to the course through active participation will receive a bonus
Teaching methods	<ul style="list-style-type: none"> • Lectures • Data to be collected in the field • In class exercises • Scientific paper discussed
Content	<p>Introduction</p> <p>Different forms of communication</p> <p>Specific Targets</p> <p>Kids</p> <p>Seniors</p> <p>Social Marketing Communications</p> <p>Ethics and Communication.</p>
Bibliography	<p>Support de cours</p> <p>Syllabus de cours mis à disposition sur le site de cours de l'UCL (student corner)</p> <p>Le syllabus est basé sur les ouvrages de références suivants</p> <p>De Pelsmacker, P., Geuens, M. et Van den Bergh, J. (2013), Marketing Communications ' A European Perspective, fifth edition, Pearson International.</p> <p>De Baynast, A et Lendrevie (2014), Publicitor ' publicité on line et off line, 8ième édition, Dunod.</p> <p>Malaval, P. et Decaudin, J-M. (2012), Pentacom ' Communication corporate, interne, financière, marketing b-to-c et b-to-b, 3ième édition, Pearson.</p> <p>Lendrevie, J. et Levy, J. (2014), Mercator, 11ième édition, Dunod</p> <p>Il s'appuie également sur de nombreuses publications scientifiques dont les références sont spécifiées dans les slides de cours.</p>

Faculty or entity in charge	COMU
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Programmes containing this learning unit (UE)				
Program title	Acronym	Credits	Prerequisite	Aims
Master [120] in Communication	CORP2M	5		
Master [120] in Management	GESM2M	5		
Master [120] in Business Engineering	INGE2M	5		
Master [60] in Information and Communication	COMM2M1	5		
Master [120] in Management	GEST2M	5		
Master [120] in Communication	COMM2M	5		