



Universidad
de Navarra

Marketing: historical and cultural perspectives (Fcom-Gr.Marketing)

Guía docente 2023-24

PRESENTACIÓN

- **Titulación:** Marketing
- **Módulo I:** Contextos
 - **Nivel 2. Contexto histórico, jurídico y deontológico**
 - **Asignatura:** Marketing: Historical & Cultural Perspectives

- **ECTS:** 6
- **Curso, semestre:** Primero, primer semestre
- **Carácter:** Obligatoria
- **Profesorado:** Francisco J. Pérez Latre
- **Idioma:** Inglés
- **Aula, Horario:** Aula 6: Tuesday 10.00-11.45 and Wednesday 9.00-10.45

Breve descripción: This course investigates marketing and brands as drivers of culture, history & innovation. It hopes to build in students an appreciation for the cultural and social dimensions of marketing. It doesn't pretend to cover the whole field but it will expand the horizons of marketing students. Its aim is discovery: a look at the best practices of the past will help students conceive the marketing ideas that shape the present and can define the future. Student attendance is expected.

COMPETENCIAS

Basic competencies

CB1 - Students should demonstrate knowledge and understanding of the subject area based on general secondary school education. They should have a general level that is well supported by advanced texts, but that also encompasses aspects that suggest knowledge of the leading edge of their field of study.

CB2 - Students should be able to apply their knowledge to their job or vocation in a professional way. They should be able to prove their general competencies by developing and defending arguments and solving problems within their subject area.

CB4 - Students should be able to convey information, ideas, problems, and solutions to both specialized and general audiences.

CB5 - Students should have developed the learning skills necessary to undertake higher programs of study with greater independence.

General competencies



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CG1 - Expressing thoughts and ideas in speech and writing in an accurate, orderly, creative fashion, in the field of commercial and institutional communication.

CG3 - Understanding and valuing the impact of advertising and public relations on history, economics and business, law, ethics, and technology.

CG4 - Generating innovative ideas through initiative and entrepreneurship in the design and management of advertising and public relations projects.

CG5 - Engaging in responsible decision-making and problem-solving by applying teamwork, time planning, management, and leadership skills.

Specific competencies

CE2 – Being familiar with the diverse schools, theories, and methods that form the foundation of public relations theory.

CE3 – Being familiar with the foundations of persuasive and institutional communication in a global context.

CE4 - Analyzing institutional communication strategies to identify their component parts and apply them in practice.

CE5 -Analyzing advertising communication strategies to identify their component parts and apply them in practice.

CE9 - Employing written and spoken language skills in accordance with the rules of strategic communication, which call for synthesis and creativity.

CE14 - Understanding recent ideas and current affairs and how they affect the work of advertising communicators.

CE19 - Thinking strategically and creatively to solve communication problems.

CE26 – Being familiar with and applying research and strategic and tactical development processes through institutional communication campaigns.

PROGRAMA

1. Introduction: Basics of Brands as Drivers of Culture & Innovation
2. The Art of Writing Advertising: David Ogilvy, Bill Bernbach & Leo Burnett
3. The Marketing Wars: Adidas vs. Nike
4. Apple: "Why 1984 won't be like 1984"
5. The Pursuit of Happiness: A History of Coca-Cola
6. The Fourth Screen: From Blackberry to Netflix
7. The Soul of Starbucks
8. The "I Love New York" campaign
9. BMW Films: The Rise of Branded Content
10. P&G: Sponsor of Brands
11. Burger King: A Challenger Brand 2014-2021
12. Local & Global: The Brands of Beer
13. Spotify and The Sound of Music
14. The Brands of Politics



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15. Marketing & the Ethics of Influence

ACTIVIDADES FORMATIVAS

Our course activities combine lectures and seminars that use the case study method. Students also study a book to go deeper into the subject. They are expected to participate in the classroom, demonstrating engagement with the course content.

Theoretical face-to-face classes (60 h.)

Class preparation and personal Study (90 h.)

EVALUACIÓN

CONVOCATORIA ORDINARIA

The subjects' evaluation in December has two components:

- a) The grade of the textbook's test, made up of ten short and specific questions about the class presentations and the textbook (Tungate, Mark. *Adland: A Global History of Advertising*, Kogan Page) (70%).
- b) The professor's and students' assessment of students' engagement and participation in class (30%).

In order to count the grades on participation, students must reach at least 4 out of 5 points in the December exam. Below 4, students will need to repeat the exam in June.

Please read the below statement carefully.

The School of Communication advocates the ethical use of documentary sources and ICT resources.

For this reason, any and all forms of plagiarism are completely unacceptable in this subject. Plagiarism will be penalized across all tasks: projects, exercises, and examinations. Plagiarism is defined as the whole or partial use of textual, graphic, and/or audiovisual content produced by a third party without crediting the original author(s).

Likewise, any form of fraud, deception, pretense, or falsification aimed at improving one's academic results by illicit means will be penalized.

Correct spelling and grammatical accuracy are to be observed in all written tasks and examinations. The evaluation of such activities takes these requirements into account.

- Academic projects that draw on books, articles, films, websites, and/or any other documentary sources should include a complete list of works cited. The [style guide of the American Psychological Association \(APA\)](#) is to be followed in this regard.

CONVOCATORIA EXTRAORDINARIA



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In June, the exam will include ten short and specific questions about the textbook (Tungate, Mark. *Adland: A Global History of Advertising*, Kogan Page) and our class presentations.

HORARIOS DE ATENCIÓN

Dr. Francisco J. Pérez Latre (perezlatre@unav.es)

- Despacho 0701 Departamento de Marketing y Empresas de Comunicación. Edificio Biblioteca de Humanidades. Planta Baja
- Horario de tutoría: Martes de 13 a 14 y Miércoles de 12 a 14.

BIBLIOGRAFÍA

- TUNGATE, Mark (2007). *Adland: a global history of advertising*. London /Philadelphia: Kogan Page, 2007, ISBN: 0749448377 (**Manual de la asignatura**)
[Localízalo en la Biblioteca](#)

Bibliografía complementaria

- WU, Tim (2017). *The Attention Merchants*. London. Atlantic Books.
- HIGGINS, Denis (2003). *The Art of Writing Advertising: Conversations With William Bernbach, George Gribbin, Rosser Reeves, David Ogilvy & Leo Burnett*. New York: McGraw-Hill.
- FOX, Stephen (1997). *The Mirror Makers: A History of American Advertising & Its Creators*. Urbana & Chicago: University of Illinois Press.
- TWITCHELL, James B. (2000). *Twenty Ads That Shook The World: The Century Most Groundbreaking Advertising and How It Changed Us All*. New York: Crown Publishers.