
Syllabus for Integrated Marketing Communications at UT Tyler

Integrated Marketing Communications

Spring 2026

MARK4305-060

Online Delivery

Professor: Dr. Kevin James, Associate Professor of Marketing, Chair of the Department of Management and Marketing

E-mail Address: kjames@uttyler.edu

Office: Soules College of Business Room 350.35

Office Hours: Office hours will be M/T from 10 am to 1:30 pm and TH from 10 am to 1 pm. Email kjames@uttyler.edu for assistance. I'm happy to speak with you.

**MARK4305.060 is an online delivery. This means that announcements will reach you via Canvas. We will not do zoom sessions. Delivery will be video, slides, and writing assignments. See below for a complete list of materials.

It is very important that you check these twice a week for course material. I will use Canvas to post updates, and if you don't regularly check Canvas for announcements, you will miss things. Be warned!! **I will post announcements the first week of class. If you are not getting them, be sure sure sure (3 times) that this is corrected ASAP and you are getting the weekly announcements. Failure to get and pay close attention to weekly announcements will result in very poor performance in this class. Please don't let this happen to you.

Material is due by the due date when the material is posted. Canvas announcements will be sent to you. Failure to check announcements in an online course will result in a very poor performance in this course. Ensure that you are receiving announcements and checking Canvas for information. **

Required Materials

Textbook: Integrated Marketing Communication. By J. Craig Andrews and Terence A. Shrimp. 11th edition. Cengage

ISBN: 978-0-357-98397-3

Course Description:

This course provides the student with an introduction to promotional strategy and social media tools. The student should leave the course with an understanding of the various outlets available to marketers when promoting a product or service. Some of the basic principles to be covered include understanding the Integrated Marketing Communications (IMC) process, the basic communication process involved in advertising, and developing a feel for the promotional mix. Given the focus of employers, student demand, and the nature of marketing in the 21st century, this class will have a social media component built-in. In particular, learners will attain a social media certificate pertaining to content marketing through Hubspot and create a personal website using Weebly.

Specific Learning Objectives:

- Understand recent promotion trends
- Identity and discuss the IMC concept and its role as IMC relates to Marketing and Business Communications
- Identify and discuss the promotional outlets available to marketers including (but not limited to) broadcast media, print, support media, direct marketing, the internet, personal selling, sales promotions, publicity, and public relations
- Evaluate how a firm ought to choose the all-important target market(s)
- Justify how a company segments the market
- Plan how a firm will use IMC (and stress social media) to overcome a marketing problem or capture a marketing opportunity
- **Overview of Course Grading -- NOTE THAT THE FINAL GRADE TAB IN CANVAS IS NOT TURNED ON AND SHOULD NOT BE TURNED ON. THE WAY YOUR GRADE WILL BE CALCULATED IS USING THE SCALE BELOW. SO BE SURE THAT YOU ARE FAMILIAR WITH THE WEIGHTING SYSTEM BELOW. I will provide you with an Excel Spreadsheet so that you can easily calculate your grade in Modules. The excel spreadsheet is titled Grade Calculator.**

3 exams @ 100 points each (300 points total)

Homework (150 pts total)

Hubspot Certification (75 pts)

Website Assignment (75 pts)

TOTAL 600 POINTS

Grading Scale

A= (100-90%)

B=(less than 90% to 80%)

C= (less than 80% to 70%)

D=(less than 70% to 60%)

F=(less than 60%)

Tests

Three (3) examinations will be given to measure student learning. The exams will be worth 100 points each. Format can include a combination of multiple choice and will be taken online. The exams will cover material from the textbook, lectures, and homework. Please note that any material in the book is considered “fair game” for testing.

This is very important. No makeup exams will be given **unless** you make arrangements with me **PRIOR** to the exam in writing. This policy is for your benefit as students do much worse on makeup exams than when the exam is taken on time. That means that you cannot miss an exam and then ask to make it up. To miss an exam and then ask to make it up will result in a zero (0) grade on the exam. We will use a proctoring service for this course. I will provide details prior to the exam.

Hubspot Certification

You will be required to attain a Hubspot CONTENT MARKETING certification as part of this course. The certification will require you to watch videos and take a series of tests **ON YOUR OWN ONLINE**. The certification is free of charge. By completing the course and showing me proof of completion via screenshots or printed out tests **WITH YOUR NAME ON IT**, you get a 75-point addition to your course grade (yippee). By not completing the certificate by the due date in the course schedule, you receive 0 points (don’t let this happen to you). The date for certificate completion will be assigned in the course calendar.

Homework

Homework or cases will be assigned throughout the semester and announced on Canvas. Most homework will be assignments relating to the week's class material. Late work will not be accepted. Work will be turned in using Canvas and I'll give you information as the semester continues. These papers should be treated as professional documents uploaded to a boss, and you are trying to display your knowledge of the material. Instructions will be provided. All homework will be run through Turn It In – and there is a plagiarism score and an Artificial Intelligence (AI) score. Any AI or plagiarism score that is 25% or more will receive a zero.

My strong recommendation to you as a student is to not use AI in this class. You should learn to think about IMC in this class – so that YOU can be the expert – NOT AI. Plus, AI makes a lot of mistakes. Lastly, if you are in a job interview and an employer asks you an IMC related question, you won't be able to say hey – let me ask AI.

Website Assignment

Students will use Weebly to create a personal website. Weebly is free of charge, used in industry, and very easy to use. Weebly FREE VERSION is what I require for you to use (so don't ask to use wicks, publisher, etc). Website will be due near the end of the semester. The goal is to give you experience creating a website about something you know (yourself). I will provide you with more information during the semester and details about what I will be looking for. You must publish your website for a short time around the end of the semester so that I can grade the assignment with the URL. I used to try to use work arounds, but there is not a work around any longer. Websites must be published, and further instructions will be provided to you. Note, a word document with information must be turned in along with the website or the assignment receives a zero. More details will be provided after the first test.

**The syllabus is subject to change. Changes will be announced on Canvas.

TENTATIVE Spring 2026 IMC Schedule

Week 1 Introduce Class & Syllabus

1/12 Chapter 1

Week2

1/20 Chapter 2

Week3

1/26 Chapter 3

Week4

2/2 Chapter 4

Week5

2/9 Chapter 5

Week6

2/16 Chapter 6

Exam to Cover Chapter 1-5 (2/19) exam opens at 5 pm and closes Monday, 2/23 at 11:59 pm)

Week7

2/23 Chapter 7

Week8

3/2 Chapter 8

Week9

3/9 Chapter 9

Week10 Chapter 10: Exam posted Thursday, 3/26, at 5 pm due 3/30 (Monday) by midnight to cover Chapters 6, 7, 8, 9.

3/23

Week11 **Chapter 11**

3/30

Week12 **Chapter 12**

4/6

Hubspot Due 4/10 (Friday) by midnight (submit the certificate to canvas)

Week13 **Chapter 13**

4/13

Website Due 4/17 by midnight (submit a link to canvas with the word document)

Week14 **Chapter 14 and 15**

4/21

Week15 Final Exam Covering Chapters 10-15

Exam opens the final exam week Tuesday and closes on Friday.

4/27

Final grades due May 5th by noon posted to MYUTtyler.