Course Details/ Description:
The Advertising Practicum course is designed to provide students with hands-on marketing experience. You will be part of a marketing promotions agency and will work on the advertising and/or promotions strategy for a specific client that will be announced at the start of the semester. You will research, design, present, and execute a custom-made solution for the client. This can include an advertising campaign, on-campus promotional event, public relations campaign, direct marketing campaign, an interactive web-based campaign etc. Additional information will be provided at the start of the semester. Past clients have included the US State Department (as part of a national case competition) and Holyoke Works (a non-profit in Holyoke, MA); see http://people.umass.edu/emiller1/adproj_main.html for examples of the work created.

Please note that because of the short time line for project deliverables, students will be expected to conduct significant work outside of class. Much of your work will be done independently or with other team members. The nature of this work (e.g., tabling, chalking, creating print materials, writing press releases, photo shoots, research, data analysis) will depend on the specific project objectives. Do not take this class if you are not willing or able to make a substantial time commitment to do the work. In exchange for this time commitment, you will receive a unique marketing experience that you can use in future jobs and when talking with recruiters (as well as course credit that will count towards the marketing major).

To apply for the course:
1. Complete the attached application form.
2. Include a cover letter / brief essay (1-2 pages) on why you should be “hired” for a position on this team. (Our goal is to assemble a team with varied skills and backgrounds that will be able to work together in a challenging environment. Describe any special skills or background that you can bring to the team and why you think you would be a good candidate for the departments you prefer.)
3. Return these materials to Professor Miller (Isenberg 218B) by email (emiller@isenberg.umass.edu) or drop in her Isenberg mail box (2nd floor of Isenberg).

Applications received by Dec 1 will receive priority. However, applications will be accepted until the end of the add/drop period or all positions are filled, whichever comes first. The class is limited to 25 students. Participants will receive 3 credits for the course, and must have taken MK301 (Fundamentals of Marketing). Preference will be given to students who have taken at least one of these additional courses: MK422 (Advertising & Promotions), MK491F (Social Media) or MK412 (Marketing Research) or are taking them concurrently.

If you are enthusiastic, willing and able to invest your time both inside and outside of class, and want a unique, hands on marketing experience, send in your application. Contact Professor Miller (emiller@isenberg.umass.edu) with any questions.
Application Form for MK498B: Advertising Practicum
Spring 2018

Name ____________________________________________________________
Spire#: ______________________
Email: ___________________________ Phone: __________________________
Major: ___________________________ Expected Graduation (month/year)_____

Marketing courses you have taken:
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________
_________________________________________________________________

GPA: __________

With this application, please attach:
• A brief essay (1-2 pages) answering why you should be “hired” for a position
  on this team. Describe any special skills or background that you can bring to
  the team and why you think you would be a good candidate for the
  departments you prefer.
• A copy of your CV

Depending on class size, students may be organized into teams. How interested
are you in being a team leader? (circle one)

Extremely Interested Somewhat Interested Might be Interested Not Interested

(page 1)
What areas interest you most? (place a 1 next to your top choice, 2 next to your second choice, etc. If you are not interested in an area, leave it blank)

_____ Research
_____ Public Relations
_____ Creative
_____ Event Planning
_____ Budget
_____ Operations (in charge of timeline, scheduling, keeping people on track)
_____ Technology (website or app development)
_____ Presentation Preparation
_____ Other (please specify: ________________________________ )