



52:630:361:90 Digital Marketing Fundamentals
Spring 2023
Asynchronous Online

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Office Hours: By appointment

COURSE DESCRIPTION

Digital platforms are the most rapidly growing medium in history. In this digital age, there is a growing need for digital marketers. This course will familiarize students with the fundamentals of digital marketing by adopting a practical approach. Students will develop the skills to solve real-world business problems and exploit digital business opportunities.

In this course, students will learn fundamental digital marketing strategies, including website design, web analytics, and digital content. Students will explore a range of digital marketing tools, including search engines, display advertising, social media, mobile, and more.

LEARNING GOALS AND OBJECTIVES

This course is designed to help students develop knowledge and practical skills. After completing this course, students will demonstrate the following:

- Critically evaluate the company's needs and develop digital marketing recommendations to fulfill these needs.
- Understand, analyze, and utilize quantitative data to make digital marketing decisions.
- Effectively communicate their understanding of digital marketing concepts.
- Recognize and utilize a variety of digital tools and applications.
- Analyze and evaluate the development and execution of digital campaigns.

Students develop these skills and knowledge through actively participating the course activities and assignments.

COURSE MATERIALS

Textbook (Required):

In this course, we will use Stukent's **Digital Marketing Essentials** (written by Jeff Larson and Stuart Draper). This is an electronic textbook, and the authors of the book keep the content up to date by following the updates in the digital landscape.

You can purchase the textbook from the bookstore or directly from Stukent. Please find the most economical solution for yourself between two options. Remember, students using financial aid can only use this by purchasing through the bookstore.

Purchase from Bookstore: You can purchase an access code for the textbook via the bookstore <https://universitydistrict.bncollege.com/>. Once you have purchased your access code from the bookstore, register for the textbook by going to: <https://home.stukent.com/join/A0E-191>

Purchase from Stukent: You can purchase the book directly from Stukent with a price of \$79.99. To do this, go to the course site on Stukent at: <https://home.stukent.com/join/A0E-191>
You can follow step-by-step instructions on purchasing the book from the following link: <https://stukenthelp.zendesk.com/hc/en-us/articles/360000509314-How-do-I-Pay-With-a-Credit-Card->

Please make sure to use your first and last name while registering in order to receive full credit for your work. If you run into any access issues, you can contact Stukent: support@stukent.com.

Case Studies:

In this course, we will work on case studies. You are required to purchase case studies from the following link: <https://hbsp.harvard.edu/import/1012569>

Canvas:

I will use Canvas extensively to post class materials, required readings, grades, and announcements. Therefore, please check Canvas each day. All assignments must be submitted via Canvas-Assignments page. Remember, assignment deadlines require that students submit their work via Canvas on time. Please adhere deadlines and submit your work on time.

Rutgers email:

All official communications with students will be done using the Rutgers email address provided to you. Please forward your Rutgers email to your personal email if necessary. **Not checking your Rutgers email is not an excuse for missing any communications.**

EXAM POLICIES

There are no exams in this course.

GRADING POLICY

Assignment	Max Points	Percentage
Written Briefings (6 briefings*3 pts each)	18 points	18%
Discussion Posts (10 posts *1.5 pts)	15 points	15%
Discussion Responses (10 responses*1 pts)	10 points	10%
Quizzes (12 quizzes*1 pts each)	12 points	12%
Digital Marketing Project-Phase I	15 points	15%
Digital Marketing Project-Phase II	16 points	16%
Digital Marketing Project- Self & Peer Evaluation	4 points	4%
Participation	10 points	10%
TOTAL	100 points	100%

Your points from each component will be summed. The final course grade will be as follows.

A	90 and above
B+	84.5 - < 89.4
B	79.5 - < 84.4
C+	74.5 - < 79.4
C	69.5 - < 74.4
D	60.0 - < 69.4
F	Below 60

Written Briefings (18%). In the beginning of the course, you will read a case study about Google. For the rest of the semester, you will keep investigating Google by writing briefings. Written briefings will be completed independently. Each briefing will be around 2 pages.

Discussions (15% Posts & 10% Responses). For each module, the discussion site will open on Friday after everyone submits their briefing. Then, all students discuss their insights during the same period (Fri-Mon). This schedule is essential to give everyone an equal chance to reflect their original opinion in the briefings. Since the discussions are collective work simulating in-class discussions in a virtual space, late submission is not feasible/possible.

- **Discussion Posts:** You will write your discussion posts based on your insights from the written briefings that assigned in the same week. When there is no assigned briefing, you will write your posts based on the topic related questions. By doing this assignment, you'll have a chance to share your insights and opinions with your classmates.
- **Responses.** You will write one response to a post for each discussion. By doing this assignment, you'll have a chance to read your classmates' insights and opinions.

Quizzes (12%). After reading the textbook chapters each week, you will complete the quiz for that chapter via Canvas. These quizzes will help you to keep yourselves on track with the material.

Digital Marketing Project (15% Phase I & 16% Phase II & 4%Evaluation). This project will give you an opportunity to demonstrate your understanding of digital marketing practices. You will apply your learnings and pitch your recommendations for a real client. In the first part

of the project, you will examine your client's current digital performance. In the second part, you will develop a digital marketing campaign. This project involves team collaboration. You will organize into teams with maximum 5 members. It is essential that all team members coordinate and participate in good faith with their team. As a default, all team members will receive the same grade (except for the self-assessment and peer evaluation). However, in the unlikely event that a member(s) fails to participate in teamwork, I reserve the right to investigate the situation and adjust the grade down, including receiving zero points, for the team member(s).

Participation (10%). You'll earn points by watching lectures and attending extra discussions. You must watch lectures each week via VoiceThread and submit them to confirm that you watched them.

Additionally, there will be extra discussions during the course. These discussions aim to enhance your understanding of the course content and connect it to the real world. For instance, you will be sharing digital marketing related content, including:

- Current events, news, media, advertisements, daily life
- Connecting ideas from other classes, reporting on industry speakers or academic research

Deadlines. Unless indicated otherwise, all assignments must be turned in through Canvas by the date and time specified. Assignments delivered after the deadline will have their scores reduced by 1% of the maximum score for every hour it is overdue. Please notify me in advance if you need to make alternative arrangements.

Note that your final grade is not subject to negotiation.

ONLINE FORMAT AND SCHEDULE

We will start a new topic on Tuesday. You are expected to complete multiple assignments during the week. The deadlines are strictly enforced. The class follows a rigorous schedule, and you should expect to be working at least as many hours as with a traditionally scheduled class (5-7 hours). Plan to log into Canvas at least a few times a week to complete activities for this course. Below, you can see a typical schedule of a week. I will post announcements in advance to let you know if there are any changes/additions in due dates (e.g., course project due).

Module #						
Tue	Wed	Thu	Fri	Sat	Sun	Mon
Complete reading the book chapter and/or case study, AND watching the lecture		DUE: Briefing	<i>(Discussion site opens)</i>		DUE: Discussion post	DUE: Discussion reply (to a classmate) Quiz

CLASS SCHEDULE (Please note that I reserve the right to make changes to this course schedule, if needed)

Module	Week of	Topic	Readings	Assignments
1	1/17 & 1/24	Course Intro; Digital Marketing Foundations	Ch. 1 & Case study: “Google”	Quiz 1 Briefing 1 (Google Case) Discussion 1
2	1/31	Digital Usefulness & Usability	Ch. 2	Quiz 2 Briefing 2 (Digital Usability) Discussion 2
3	2/7	Digital Analytics	Ch. 3	Quiz 3 Briefing 3 (Digital Analytics) Discussion 3 Digital Marketing Project: Forming teams
4	2/14	Search Engine Optimization (On-Site)	Ch. 4	Quiz 4 Digital Marketing Project: Deciding on a client
5	2/21	Search Engine Optimization (Off-Site)	Ch. 5	Quiz 5 Briefing 4 (Search Engines) Discussion 4
6	2/28	Paid Search Marketing	Ch. 6	Quiz 6 Briefing 5 (Paid Media-Advertising) Discussion 5
7	3/7	Display Advertising	Ch. 7	Quiz 7 Digital Marketing Project: Phase I
	3/14	SPRING BREAK		
8	3/21	Social Media Marketing I	Ch. 9	Quiz 8 Briefing 6 (Social Media) Discussion 6
9	3/28	Social Media Marketing II	Ch. 10	Quiz 9 Discussion 7
10	4/4	Mobile Marketing	Ch. 12	Quiz 10 Discussion 8 Digital Marketing Project: Phase I Revisions
11	4/11	Email Marketing	Ch. 8	Quiz 11 Discussion 9
12	4/18	Content Marketing		Discussion 10
13	4/25	Online Reputation Management	Ch. 11	Quiz 12
	5/1	Digital Marketing Project: Phase II		

PREPARATION AND COMMUNICATION POLICY

Expect me to prepare properly for each session. I expect the same of you. Complete all background reading and written assignments. Participate in weekly discussions. You cannot learn if you are not prepared.

As a student, you are expected to:

- Spend approximately 5-7 hours per week to keep up with this course material.
- Complete all assignments on time.
- Produce college-level quality writing.
- Earn your grade by actively participating in online discussions.

Communication with other students:

The following protocols on the codes of behavior reflect professional business norms on manners, courtesy, and respect. Even though many of you are already aware of these protocols, they are explicitly stated here so that everyone is cognizant of the same protocols.

- You should treat others as you would like others to treat yourself.
- Be mindful that what is acceptable in a text or discussion with friends may not be appropriate in a classroom or in an online conversation.
- Never send offensive and insulting messages* (this is a violation of the Student Code of Conduct). If you disagree with something, say so and state your reasons.

Communication with me:

Note that during the week, from Monday until Friday, I will try reply to all e-mails within 24 hours. Please do not expect immediate response. (If you do not hear from me within 48 hours, please re-send your email as I may have overlooked or accidentally deleted your e-mail.)

Although, I check my e-mails a few times daily, I may not be able to completely answer all e-mails immediately upon receiving them. Note that I may also be travelling out of town on many weekends and may not be able respond to weekend e-mails until Monday.

Pronouns

This course affirms people of all gender expressions and gender identities. Feel free to correct me on your preferred gender pronoun. If you have any questions or concerns, please do not hesitate to contact me.

Chosen Name (Preferred Name)

If you have a chosen name or preferred name other than what is listed on the roster, kindly let me know. If you would like to have your name changed within the rosters officially, go to:

<https://deanofstudents.camden.rutgers.edu/chosen-name-application>

ACADEMIC INTEGRITY

The Academic Integrity policy can be found at <http://studentconduct.rutgers.edu/student-conduct-processes/academic-integrity/>

I do NOT tolerate academic dishonesty. Rutgers University takes academic dishonesty very seriously. **Students are responsible for understanding the principles of academic integrity and abiding by them in all aspects of their work at the University.** Students are also encouraged to help educate fellow students about academic integrity and to bring all alleged violations of academic integrity they encounter to the attention of the appropriate authorities.

Academic Integrity means that you (the student) must:

- properly acknowledge and cite all use of the ideas, results, or words of others,
- properly acknowledge all contributors to a given piece of work,
- make sure that all work submitted as your own in a course activity is your own and not from someone else
- obtain all data or results by ethical means and report them accurately
- treat all other students fairly with no encouragement of academic dishonesty

Adherence to these principles is necessary in order to ensure that:

- everyone is given proper credit for his or her ideas, words, results, and other scholarly accomplishments
- all student work is fairly evaluated, and no student has an inappropriate advantage over others
- the academic and ethical development of all students is fostered
- the reputation of the University for integrity is maintained and enhanced.

Failure to uphold these principles of academic integrity threatens both the reputation of the University and the value of the degrees awarded to its students. Every member of the University community therefore bears a responsibility for ensuring that the highest standards of academic integrity are upheld. Violations are taken seriously and will be handled according to University policy.

CODE OF STUDENT CONDUCT

Rutgers University-Camden seeks a community that is free from violence, threats, and intimidation; is respectful of the rights, opportunities, and welfare of students, faculty, staff, and guests of the University; and does not threaten the physical or mental health or safety of members of the University community, including in classroom space.

As a student at the University, you are expected adhere to the Code of Student Conduct. To review the code, go to: <https://deanofstudents.camden.rutgers.edu/student-conduct>

Note that the conduct code specifically addresses disruptive classroom conduct, which means "engaging in behavior that substantially or repeatedly interrupts either the instructor's ability to teach or student learning. The classroom extends to any setting where a student is engaged in work toward academic credit or satisfaction of program-based requirements or related activities."

DISABILITY SERVICES/ACCOMMODATIONS

The University is committed to supporting the learning of all students and faculty will provide accommodations as indicated in a Letter of Accommodation issued by the Office of Disability Services (ODS). If you have already registered with ODS and have your letter of accommodations, please share this with me early in the course. If you have or think you have a disability (learning, sensory, physical, chronic health, mental health or attentional), please contact <https://success.camden.rutgers.edu/disability-services>

Accommodations will be provided only for students with a letter of accommodation from ODS. Their services are free and confidential. Letters only provide information about the accommodation, not about the disability or diagnosis.