

 <b>FLORIDA ATLANTIC UNIVERSITY</b>	<b>NEW COURSE PROPOSAL</b> <b>Undergraduate Programs</b>		UUPC Approval <u>1/29/24</u> UFS Approval _____ SCNS Submittal _____ Confirmed _____ Banner Posted _____ Catalog _____
	Department Marketing College Business <i>(To obtain a course number, contact erudolph@fau.edu)</i>		
Prefix <b>MAR</b>  Number <b>4103</b>	<i>(L = Lab Course; C = Combined Lecture/Lab; add if appropriate)</i>  <b>Lab Code</b>	<b>Type of Course</b> <input type="text" value="Lecture"/>	<b>Course Title</b> Introduction to Social Media Marketing
<b>Credits</b> <i>(See Definition of a Credit Hour)</i> <b>3.00</b>	<b>Grading</b> <i>(Select One Option)</i> <b>Regular</b> <input checked="" type="radio"/> <b>Sat/UnSat</b> <input type="radio"/>	<b>Course Description</b> <i>(Syllabus must be attached; see Template and Guidelines)</i> Social Media Marketing (SMM) is the use of social media by marketers to increase brand awareness, identify key audiences, generate leads and build meaningful relationships with customers. Social media allows businesses to gain a competitive advantage through the creation and distribution of valuable, relevant and consistent content to attract and retain clearly defined audiences.	
<b>Effective Date</b> <i>(TERM &amp; YEAR)</i> <b>Fall 2024</b>	<b>Prerequisites, with minimum grade*</b> MAR3023		<b>Corequisites</b>  <b>Registration Controls</b> <i>(Major, College, Level)</i> Enrolled In an undergraduate College of Business degree program.
<i>*Default minimum passing grade is D-. Prereqs., Coreqs. &amp; Reg. Controls are enforced for all sections of course</i>			
<b>WAC/Gordon Rule Course</b> <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No  WAC/Gordon Rule criteria must be indicated in syllabus and approval attached to proposal. See <a href="#">WAC Guidelines</a> .		<b>Intellectual Foundations Program (General Education) Requirement</b> <i>(Select One Option)</i>  None  General Education criteria must be indicated in the syllabus and approval attached to the proposal. See <a href="#">Intellectual Foundations Guidelines</a> .	
<b>Minimum qualifications to teach course</b> Member of the FAU graduate faculty and has a master's degree in the subject area (or a closely related field).			
<b>Faculty Contact/Email/Phone</b> Dr. Ann Root, aroot@fau.edu		<b>List/Attach comments from departments affected by new course</b>	
<b>Approved by</b> Department Chair <u>MA Ell</u> College Curriculum Chair <u>Julia Briggs</u> College Dean <u>Dr. [Signature]</u> UUPC Chair <u>Korey Sarge</u> Undergraduate Studies Dean <u>Dan Meeroff</u> UFS President _____ Provost _____		<b>Date</b> <u>10/19/2023</u> <u>11-30-23</u> <u>11/30/23</u> <u>1/29/24</u> <u>1/29/24</u> _____ _____	

Email this form and syllabus to [mjenning@fau.edu](mailto:mjenning@fau.edu) seven business days before the UUPC meeting.

**MAR 4103-001**

**Introduction to Social Media Marketing**

Day/Time

3 credits

Semester, Year

Prof. XXXXX YYYYY

Office: XXXXXX

Office hours:

Classroom:

Telephone: 561-297-XXXX

Email: [zzzzz@fau.edu](mailto:zzzzz@fau.edu)



**Course Description**

Social Media Marketing (SMM) is the use of social media by marketers to increase brand awareness, identify key audiences, generate leads and build meaningful relationships with customers. Social media allows businesses to gain a competitive advantage through the creation and distribution of valuable, relevant and consistent content to attract and retain clearly defined audiences.

**Additional Course Description**

Today many companies are not preparing for the future of social. It's not that businesses aren't trying; many of them have Facebook, Twitter, LinkedIn or Instagram accounts established. They are present and disseminating content on those platforms, but they do not have a proper social media marketing plan in place. It is not enough for students today who will enter the workforce to just be equipped with general theories and knowledge when it comes to social media marketing. Students will need to know how to utilize new and constantly updated social media marketing strategies for businesses.

**Instructional Method**

This class, as scheduled, will be held in-person with a live remote option. I will teach in-person classes in the assigned classroom and on the scheduled day and time. For students who are unable to attend a class session in-person, I will provide a link to attend remotely on the scheduled day and time. Class participation will be a component of the grade and will require remote participants to be on time, stay the duration of the class, turn on their cameras, be on camera, and contribute to the class discussion. All of these must be satisfied to earn full class participation points. Lecture slides and video recordings will be available but will not substitute for attendance.

**Prerequisites/Corequisites**

MAR3023

**Course Objectives/Student Learning Outcomes**

By the end of the course, students will know how to implement a successful content strategy for Facebook, Instagram, Twitter, TikTok, Pinterest, LinkedIn, and YouTube.

In addition, upon completion of this course, students will be proficient in the following aspects of Social Media:

- How social media has disrupted traditional marketing
- The benefits of and why social media marketing is important
- How to develop their personal brands
- How to create a social media marketing strategy

## Course Objectives/Student Learning Outcomes cont.

- Creating and optimizing business profiles on each social network
- Implementing a social media content strategy on each social network
- The benefits of and how to market with blogs, vlogs, podcasts and webinars
- How to launch a social media marketing campaign
- How to create a social media influencer marketing strategy
- Creating an employee advocacy program
- Social media policies and crisis response plans
- Social media advertising on each social network
- Social selling
- Social media analytics and measuring ROI

### Course Evaluation Method

Chapter Assignments & Case Studies 30%

Chapter Quizzes 40%

Participation 10%

Social Media Client Project 20%

### **Chapter Assignments and Case Studies: 30%**

Throughout the semester, you will be given various assignments related to each chapter in the “Essentials of Social Media Marketing” digital textbook, including but not limited to:

- The social media skills gap
- Auditing and developing your personal brand
- Creating a social media marketing strategy and plan
- Case Study: Facebook Marketing X-Jump Trampoline Park
- Instagram company post analysis
- Leveraging Twitter to create evergreen content
- Creating a Snapchat content strategy
- Creating a Pinterest board and Pinterest content strategy
- Creating a company LinkedIn profile with company posts
- Completing free LinkedIn learning courses
- Analyzing company YouTube videos and creating a YouTube content strategy
- Writing a blog post or BuzzFeed article, recording a vlog, or recording a podcast.
- Case Study: COVID-19’s Impact on Consumers and Businesses
- Wishpond Social Media Marketing Campaign Assignment
- Identifying social media influencers
- Influencer marketing TikTok challenge
- Creating an influencer marketing strategy for a brand
- Calculating the potential reach of employee advocacy programs
- Writing a social media policy
- Identifying and analyzing a social media crisis
- Social media advertisement analysis
- Social selling
- Measuring social media ROI

### **Exams: 40%**

- Chapter Quizzes

**Participation: 10%**

Class participation consists of completing the homework assignments, answering and asking questions in class, participating in any group projects or class activities and working on the client project.

**CLIENT SOCIAL MEDIA PROJECT: 20%**

In groups or as a class project, students will take over the social media accounts and create a social media marketing strategy for a real company.

As students' progress through each chapter, they will apply their learnings to the real business.

Students will:

- Create a social media calendar with weekly posts that are approved by the business, and publish them on the social media accounts. Posts will be optimized properly and will include the post text as well as images and videos.
- Write a blog on behalf of the company, and publish it on their blog site if applicable.
- Create and run a social media marketing campaign for the client.
- Develop an influencer marketing strategy for the client.
- Create an employee advocacy plan for the client.
- Create a social media policy, and develop a crisis response plan for the client.
- If budget is available, students will place a social media ad for the client.
- Throughout the semester, students will analyze results and provide the client with a social media report.

At the end of the semester, students will create a social media marketing plan and summary of recommendations for the client. Students should present the plan in person or online to the client. The plan will consist of:

1. Title Page
2. Table of Contents
3. Executive Summary
4. Overview (an overview of the client's current social media presence, a competitive analysis, goals, strategies, target market, tools, implementation, monitoring, and budget)
5. Social Media Audit
6. SWOT Analysis
7. Target Market
8. Competitor Assessment
9. Goals, Objectives, and Metrics
10. Social Media Strategy and Platform Selection
11. Roles and Responsibilities
12. Content Strategy
13. Distribution Strategy
14. Employee Advocacy Program
15. Social Media Policy and Critical (Crisis) Response Plan
16. Influencer Program
17. Advertising Strategy
18. Results
19. Recommendations

## Course Grading Scale

Letter	Percentage	Points
A	94% – 100%	940 – 1,000
A-	90% – 93%	900 – 930
B+	87% – 89%	870 – 890
B	84% – 86%	840 – 860
B-	80% – 83%	800 – 830
C+	77% – 79%	770 – 790
C	74% – 76%	700 – 760
C-	70% – 73%	700 – 730
D+	67% – 69%	670 – 690
D	64% – 66%	640 – 660
D-	60% – 63%	600 – 630
F	<60%	<600

### Attendance Policy

*Students are expected to attend all of their scheduled University classes and to satisfy all academic objectives as outlined by the instructor. The effect of absences upon grades is determined by the instructor, and the University reserves the right to deal at any time with individual cases of non-attendance. Students are responsible for arranging to make up work missed because of legitimate class absence, such as illness, family emergencies, military obligation, court-imposed legal obligations or participation in University-approved activities. Examples of University-approved reasons for absences include participating on an athletic or scholastic team, musical and theatrical performances and debate activities. It is the student's responsibility to give the instructor notice prior to any anticipated absences and within a reasonable amount of time after an unanticipated absence, ordinarily by the next scheduled class meeting. Instructors must allow each student who is absent for a University-approved reason the opportunity to make up work missed without any reduction in the student's final course grade as a direct result of such absence.*

### Counseling and Psychological Services (CAPS) Center

*Life as a university student can be challenging physically, mentally and emotionally. Students who find stress negatively affecting their ability to achieve academic or personal goals may wish to consider utilizing FAU's Counseling and Psychological Services (CAPS) Center. CAPS provides FAU students a range of services – individual counseling, support meetings, and psychiatric services, to name a few – offered to help improve and maintain emotional well-being. For more information, go to <http://www.fau.edu/counseling/>*

### Disability Policy

*In compliance with the Americans with Disabilities Act Amendments Act (ADAAA), students who require reasonable accommodations due to a disability to properly execute coursework must register with Student Accessibility Services (SAS) and follow all SAS procedures. SAS has offices across three of FAU's campuses – Boca Raton, Davie and Jupiter – however disability services are available for students on all campuses. For more information, please visit the SAS website at [www.fau.edu/sas/](http://www.fau.edu/sas/).*

### Code of Academic Integrity

Students at Florida Atlantic University are expected to maintain the highest ethical standards. Academic dishonesty is considered a serious breach of these ethical standards, because it interferes with the university mission to provide a high quality education in which no student enjoys an unfair advantage over any other. Academic dishonesty is also destructive of the university community, which is grounded in a system of mutual trust and places high value on personal integrity and individual responsibility. Harsh penalties are associated with academic dishonesty. For more information, see [University Regulation 4.001](#).

If your college has particular policies relating to cheating and plagiarism, state so here or provide a link to the full policy—but be sure the college policy does not conflict with the University Regulation.

### Required Texts/Readings

“Essentials of Social Media Marketing,” by Michelle Charello

Ebook

Publisher: Stukent

ISBN: 978-0-9996302-3-5

### Course Topical Outline

MARXXXX-XXX Social Media Marketing					
#	Class Date	What	Reading	Assignments	Due Date
1	Week 1	Review syllabus Form Teams	Syllabus	Team Name & Logo	
2	Week 2	Introduction to Social Media	Chapter 1	Quiz Social Media Audit - TEAM	
3	Week 3	Developing Your Personal Brand	Chapter 2	Quiz SWOT - TEAM	
4	Week 4	Social Media Marketing Strategy & Social Media Advertising	Chapter 3	Quiz Target Market - TEAM	
5	Week 5	Marketing with Facebook	Chapter 4	Quiz Competitor Assessment - TEAM	
6	Week 6	Marketing with Instagram	Chapter 5	Quiz Case Study due	
7	Week 7	Marketing with Twitter	Chapter 6	Quiz Goals, Objectives & Metric - TEAM	
8	Week 8	Marketing with Pinterest	Chapter 8	Quiz Roles & Responsibilities - TEAM	
9	Week 9	Marketing with LinkedIn	Chapter 9	Quiz Case Study Due	

10	Week 10	Marketing with YouTube Marketing with TikTok	Chapter 10 & 11	Quiz Content Strategy - TEAM
11	Week 11	Blogs, Vlogs, Podcasts, and Webinars	Chapter 12	Quiz Distribution Strategy - TEAM
12	Week 12	Social Media Marketing Campaigns Influencer Marketing with Social Media	Chapter 13 &14	Quiz Influencer Program & Advertising Strategy - TEAM
13	Week 13	Employee Advocacy & Social Media Policies and Crisis Response Plan	Chapter 15 & 16	Quiz Employee Advocacy Program & Social Media Policy – TEAM Crisis Response Plan - TEAM
14	Week 14	Social Selling	Chapter 17	Quiz Presentation drafts due
15	Week 15	Social Media Analytics and Measuring ROI	Chapter 18	Quiz
16	Week 16	Social Media Project		Presentations