ADV - ADVERTISING

ADV Class Schedule (https://courses.illinois.edu/schedule/DEFAULT/DEFAULT/ADV/)

Courses

ADV 150  Introduction to Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/150/)
Introduction to the practice and profession of advertising. Course material covers various functional areas of advertising and integrated brand promotion, including account planning, creative, media, research, consumer behavior, sales promotion and interactive advertising. Topics also include how advertising relates to society in cultural, social, ethical and regulatory contexts. Open to all undergraduate majors.
This course satisfies the General Education Criteria for: Social Beh Sci - Soc Sci

ADV 175  Diversity in Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/175/)
Examines the multifaceted role diversity (including racial, gender, orientation, ability status) plays in the delivery and reception of advertising. Additionally, it examines the development of diversity as a marketplace practice and on the development of the advertising industry. We'll analyze advertising using a historical, cultural, and social perspective and address issues of diversity in the industry. We will also critically review current issues of multicultural, transnational and multidimensional advertising and marketing. In the process we'll grapple with current theories on race and implicit/explicit bias and prejudice and their impact upon the production of advertising and consumer communications.
This course satisfies the General Education Criteria for: Cultural Studies - US Minority

ADV 199  Undergraduate Seminar  credit: 1 to 5 Hours. (https://courses.illinois.edu/schedule/terms/ADV/199/)
May be repeated to a maximum of 12 hours in separate semesters, if topics vary.

ADV 200  Data Literacy  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/200/)
No matter what your major, or the job you plan to get, becoming fluent at working with data is a sought-after skill. Through lectures and guided workshops, this course provides hands-on training on fundamentals of data exploration (asking the right questions), data gathering and data analysis (understanding and describing the situation) as well as communicating with data (telling a compelling story through data visualizations). Students learn how to find datasets in online archives and repositories, and are introduced to the commonly used software packages and techniques (spreadsheets, text analytics, social computing). We also focus on critical issues such as data ethics and privacy. We also learn basic computer programming aimed at data analysis. No prior knowledge of research methods, statistics or programming is required.
This course satisfies the General Education Criteria for: Quantitative Reasoning I

ADV 201  Social Media and Personal Branding  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/201/)
Creating a personal brand is no longer a nice-to-have; it's expected and vital to social media influencers, student athletes and online celebrities. This course focuses on practical strategies for building and maintaining a strong personal brand on social media for career advancement and social influence. Students will develop advanced social media strategy skills and identify risks involved in online reputation management. This course will help you create an authentic personal brand and amplify your career.

ADV 212  Advertising History  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/212/)
In this course, you will develop a rich knowledge base of advertising and the advertising industry as it has evolved in the United States over the last two centuries. Included will be an analysis of the key events, forces, people and technology. Credit is not given for ADV 212 if credit has been earned in ADV 312.
This course satisfies the General Education Criteria for: Humanities - Hist Phil

ADV 220  Principles of Sales  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/220/)
Principles of consultative and persuasive selling and interpersonal relationship building. It will include sales proposals, and simulation exercises that will reinforce concepts learned within the classroom. It will also feature exposure to sales experts from different areas of business.

ADV 221  Advertising and Brand Strategy  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/221/)
The course focuses on the development of the sales process and the role of sales and sales people within organizations. It will also consider consultative and persuasive selling and interpersonal relationship building. It will include sales proposals, and simulation exercises that will reinforce concepts learned within the classroom. It will also feature exposure to sales experts from different areas of business.

ADV 222  Consumer Insight  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/222/)
The course focuses on methods of eliciting consumer insight. In particular, this class introduces the process and applied outcomes of consumer insight in terms of building brand strategy. Techniques for persuasive presentation of insight will also be introduced.

ADV 223  Special Topics in Advertising  credit: 1 to 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/223/)
Designed to offer freshmen and sophomores opportunity to take courses in advertising’s most recent developments. May be repeated to a maximum of 12 hours in separate terms, if topics vary.
ADV 301 Becoming an Influencer  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/301/)
Explores the everyday impact the influencer economy has on our purchasing decisions, political engagement, and social activism. This new celebrity class illustrates the critical importance that public relations, advertising, marketing, and communications management has on influencer marketing and influencer relations. The course will identify the evolving strategies, tactics, and techniques that drive the influencer ecosystem, evaluate the social and cultural impact of influencer marketing and engagement on organizations and audiences, and assess the racial and gender dynamics that are created and recreated within this quickly evolving marketing and creative arena. Finally, students will focus on the development of influencer generated branded content across for-profit, nonprofit, and human rights organizations. Eligible for the PR Minor. https://media.illinois.edu/pr_minor. Credit is not given towards graduation for both ADV 301 and ADV 290.

ADV 305 Advertising Technology and the Digital World  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/305/)
Digital communication and information technologies have profoundly changed nearly every aspect of our day-to-day lives. Advertising stands as the central funding model for many of these technologies, including search engines, social networks, news media, and a host of other platforms and services. This course systematically examines the role of these technologies in shaping our lives—and the role of the advertising industry in shaping these technologies. It is designed to prepare students to live and work in our increasingly digital world, and to understand the impact of digital communication and information technologies in their lives.

This course satisfies the General Education Criteria for: Social Beh Sci - Soc Sci

ADV 310 Intro to Public Relations  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/310/)
Introduces the student to the practice and profession of public relations. Course material covers topics such as the history of public relations, the role of law and ethics in public relations, and theories that guide public relations research and practice. The course will also introduce roles played by public relations practitioners within organizations, such as media relations, consumer relations, employee relations, community relations, and investor relations.

ADV 311 Classic Campaigns  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/311/)
Analyzes the most recognized and successful direct mail, print, radio, television and digital advertising campaigns of the 20th and early 21st centuries. Includes particular attention to their strategy and development as well as their social, cultural, and economic impact.

ADV 314 Sports Public Relations  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/314/)
Sports public relations is designed to show the management function of developing and sustaining two-way lines of communication, understanding, acceptance, and cooperation between a sports organization and all the other stakeholders, including team, athlete, league, organization, company and brand and its respective publics. Prerequisite: Restricted to students with Sophomore, Junior, or Senior class standing. Eligible for PR minor.

ADV 320 Sales Management  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/320/)
This course addresses conceptual and methodological issues related to the management of sales within organizations. Responsibilities, function and skills necessary to be an effective sales manager are covered, including an evaluation of sales organization structures, recruiting, selecting, testing, and training of salespeople. Related topics include compensation plans, controlling expenses, sales forecasting/projections, routing, quotas, ethics and motivation. It will consist of lectures, role playing exercises, and also may include guest lectures from industry leaders/alumni with experience in sales management. Prerequisite: ADV 270 (Principles of Sales).

ADV 350 Writing for Public Relations  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/350/)
Focuses on the strategy of crafting and delivering PR messages to various audiences with special emphasis on pre-writing, preparation, revision and presentation. Prerequisite: ADV 310.

ADV 360 Innovations in Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/360/)
Intended to improve creative and critical thinking skill in advertising planning by understanding the core technology and perspective of digital and other innovative media in the context of integrated communication. This will allow students to understand how consumers perceive and process digital advertising messages; to research critical questions in digital consumer behavior; to learn how to utilize digital and non-digital media in the context of integrated communication; to apply knowledge of digital communication technology to the real-world advertising cases. Credit is not given toward graduation for ADV 360 and ADV 460. Prerequisite: ADV 250 or ADV 283; ADV 284. Restricted to Advertising or Agricultural Communications or Computer Science & Advertising or Ag Communications-Advertising major(s) or minor(s). Restricted to students with Sophomore, Junior, or Senior.

ADV 370 Sales and the Consumer  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/370/)
This course focuses on different topics related to consumer behavior management, and the consumer's relationships to the sales process. It will include case studies and exercises that will facilitate application of effective sales techniques. Prerequisite: ADV 270 (Principles of Sales).

ADV 390 Content Creation  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/390/)
Explores theories of creativity; situates creativity and creative practices within the social structure of organizations that develop creative content; examines the relationship between creative strategy, creative concepts and creative executions; exposes students to the practice of creating content for traditional and non-traditional media vehicles.

ADV 392 Advertising Immersion  credit: 0 to 6 Hours. (https://courses.illinois.edu/schedule/terms/ADV/392/)
Covers a variety of topics designed to help students learn more about, and be better prepared to enter, the advertising industry as professionals. Course content will include an overview of careers in the advertising industry while paying particular attention to areas of future career growth. This course is centered on field study where students will participate in interactive discussions with industry professionals at media related agencies and other industry businesses. Additional fees may apply. See Class Schedule. Approved for S/U grading only. May be repeated in separate terms to a maximum of 6 hours, if topics vary. Credit hour(s) are determined by the instructor and approved by the department head.
ADV 393  Advertising and Society  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/393/)
Provides a critical understanding of advertising's role in modern society. Advertising will be studied as a cultural force and social institution. Its role will be examined in relation to communications, economics, and political and legal systems. Credit is not given for ADV 393 if credit for ADV 493 has been earned. Prerequisite: Restricted to students with Sophomore, Junior, or Senior class standing.
This course satisfies the General Education Criteria for: Social Beh Sci - Soc Sci

ADV 396  Research Experience in Advertising  credit: 1 to 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/396/)
Supervised participation in research and scholarly activities, usually as an assistant to an investigator. Approved for Letter and S/U grading. May be repeated to a maximum of 9 hours. Prerequisite: ADV 150, ADV 281, or written consent of instructor.

ADV 399  Advertising Study Abroad  credit: 1 to 5 Hours. (https://courses.illinois.edu/schedule/terms/ADV/399/)
Provides credit toward undergraduate degree for undertaking study and/or a research project through faculty led programs or from an accredited foreign institution or approved overseas program. Approved for both letter and S/U grading. May be repeated in the same or separate terms to a maximum of 18 hours. Final determination of appropriate credit will be made upon completion of the work done abroad and/or on campus. Prerequisite: One academic year (or one semester in the case of transfer students) in residence at UIUC, good academic standing, completion of at least thirty semester hours toward the bachelor's degree, and prior approval of the Department of Advertising. Some programs have additional requirements.

ADV 400  Special Problems  credit: 0 to 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/400/)
Special projects, research, and independent reading in advertising for students capable of individual work under the guidance of a faculty adviser. 0 to 3 undergraduate hours. No graduate credit. May be repeated in the same or in multiple semesters, if topics vary. Prerequisite: Written research proposal and consent of department.

ADV 409  Media Entrepreneurship  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/409/)
Introduces students to the foundations of entrepreneurship and evolving business models for media. Students are introduced to the foundation and context of entrepreneurship. The course will cover the skills and practices necessary for new entrepreneurial ventures, as well as the processes of evaluating an idea, assessing the market, and implementing a new venture. Finally, students will examine business case studies for both successful and unsuccessful media start-ups. 3 undergraduate hours. No graduate credit. Prerequisite: Junior or senior standing in the College of Media.

ADV 410  Public Relations Strategies  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/410/)
Examines the intersection of public relations strategies and communication tactics used by organizations to meet reputation and relationship management objectives with relevant publics and stakeholder groups, such as journalists, consumers, employees, investors, government officials and agencies and community members. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 310.

ADV 420  Creative Concepts I  credit: 3 or 4 Hours. (https://courses.illinois.edu/schedule/terms/ADV/420/)
Planning and execution of advertising across media, with emphasis on the creation of campaigns 3 undergraduate hours. 4 graduate hours. Prerequisite: ADV 390 and consent of instructor (required).

ADV 445  Creative Concepts II  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/445/)
This portfolio-oriented course builds upon the core competencies acquired in ADV 445 and applies them to solving real-world advertising problems with integrated creative consumer communications efforts than span traditional and new media. 3 undergraduate hours. 3 graduate hours. Prerequisite: ADV 452.

ADV 451  Computational Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/451/)
Surveys the emerging landscape of computational advertising. It will provide students with a thorough understanding of the technologies including web-search, auctions, behavioral targeting, and mechanisms for viral marketing that underpin the display of advertisements on a variety of locations. These locations include web pages (banner ads), on prominent search engines (text ads), on social media platforms, as well as cell phones. The students shall also learn about new research areas in computational advertising including electronic billboards, moving objects (banners atop taxi cabs) and algorithmic synthesis of personalized advertisements. This class will also discuss issues related to consumer privacy. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 460. Junior or senior standing required.

ADV 452  Creative Concepts II  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/452/)
Same as CS 469. See CS 469.

ADV 454  Creative Concepts II  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/454/)
This portfolio-oriented course builds upon the core competencies acquired in ADV 454 and applies them to solving real-world advertising problems with integrated creative consumer communications efforts than span traditional and new media. 3 undergraduate hours. 3 graduate hours. Prerequisite: ADV 454.

ADV 475  Multicultural Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/475/)
Examines the role of multicultural issues upon advertising both as a practice and as an industry. Incorporates historical perspectives to understand the foundational role race, age, and sexual orientation has acquired in advertising and marketing and will address current issues of racial imagery in advertising, racial diversity in the industry, and a variety of topics related involving multicultural advertising and marketing. 3 undergraduate hours. 3 graduate hours.

ADV 476  Global Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/476/)
Explores theories of culture and communication and applies them to advertising issues in the context of globalization. Through case studies and an applied research paper, students will develop strategies for advertising and communicating messages to local and global audiences. 3 undergraduate hours. 3 graduate hours. Prerequisite: ADV 150 or equivalent. Restricted to students with Sophomore, Junior, Senior, or Graduate class standing.
This course satisfies the General Education Criteria for: Social Beh Sci - Soc Sci Cultural Studies - Western
ADV 478 Psychology of Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/478/)
Designed to familiarize students with theory and research at the intersection of advertising and psychology. Explores issues pertaining to advertising psychology, including: basic research methodology, the emergence of trends, attitudes and persuasion, human and brand personality, cross-cultural advertising, implicit consumer cognition, judgment and decision making, and others. 3 undergraduate hours. 3 graduate hours. Credit is not given for ADV 478 if credit for the Psychology of Advertising section of ADV 490 has been earned. Prerequisite: ADV 281 or equivalent. Restricted to students with Junior, Senior, or Graduate class standing.

ADV 480 Social Media Analytics  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/480/)
Social media analytics is the art and science of extracting valuable hidden insights from vast amounts of semi-structured and unstructured social media data to enable informed and insightful decision making. ADV 480 is an advanced course designed to provide the students with (1) well-grounded understanding of social media analytics, (2) techniques of extracting and analyzing Twitter analytics, and (3) skills of interpreting and aligning insights gained with organizational goals and objectives. 3 undergraduate hours. 3 graduate hours. Credit is not given towards graduation for ADV 480 if credit for ADV 490 SMA Social Media Analytics has been earned. Prerequisite: Restricted to students with Junior, Senior, or Graduate class standing.

ADV 481 Advertising Research Methods credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/481/)
Overview of basic concepts of research methodology with particular emphasis on advertising research. Computer analysis and interpretation of actual data sets; measurement with both structured and unstructured techniques; principles of survey and experimental design. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 150 and a specified course in statistical methods.

ADV 482 Qualitative Research Methods in Advertising credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/482/)
Provides students with knowledge and experience conducting qualitative methods used in advertising and consumer research (e.g., focus groups, interviews, netnography). 3 undergraduate hours. No graduate credit.

ADV 483 Audience Analysis credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/483/)
Analyzes audiences and matches consumer insights with strategic ideas for brand communication, contact, and connection. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 250 or ADV 283 and ADV 284.

ADV 484 Quantitative Research Methods credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/484/)
Advanced undergraduate course on quantitative research methods in advertising and consumer behavior. In-depth coverage of descriptive research, experimental research, descriptive and inferential statistics, and computer analysis and interpretation of actual data. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 281.

ADV 490 Advanced Special Topics in Advertising credit: 1 to 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/490/)
Covers current issues in various advertising areas not studied extensively in other courses. 1 to 3 undergraduate hours. 1 to 3 graduate hours. May be repeated in the same or separate terms to a maximum of 6 hours. Prerequisite: Announced separately for each topic. Restricted to students with Junior, Senior, or Graduate class standing.

ADV 491 Digital Content and Social Media Management credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/491/)
Application of analytical planning concepts to advertising planning, decision making, and managing social media accounts. Covers all of the decision making areas of advertising and social media management. 3 undergraduate hours. 3 graduate hours. Prerequisite: Restricted to students with Junior, Senior, or Graduate class standing.

ADV 492 Tech and Advertising Campaigns  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/492/)
With the maturation of the internet as an advertising and media channel, advertising, journalism, and communications students need to know more about technology and how that impacts their messages and designs. Likewise, computer scientists could benefit from knowledge of what the end user is looking for when designing web content, applications and other web-based media. Students in this course will gain design knowledge as well as a hands-on experience in completing a technology-driven advertising campaign. Students will participate in engineering, advertising and project management activities with individual as well as team responsibilities. Same as CS 468. 3 undergraduate hours. No graduate credit. Credit is not given for ADV 492 and ADV 498. Prerequisite: CS 225 or consent of instructors. Junior or senior standing in Advertising or Computer Science.

ADV 494 Persuasion Consumer Response  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/494/)
Addresses what makes a mass-mediated message persuasive by reviewing theories of mass communication and persuasion, consumer information-processing, and advertising effectiveness measures. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 281.

ADV 495 Internship Seminar credit: 0 to 1 Hours. (https://courses.illinois.edu/schedule/terms/ADV/495/)
Seminar based on internship experience. Offered for College of Media students who complete an approved professional, industry related internship. 1 undergraduate hour. 1 graduate hour. Approved for S/U grading only. May be repeated in the same term to a maximum of 2 undergraduate hours or 2 graduate hours. May be repeated in subsequent terms to a maximum of 3 undergraduate hours or 3 graduate hours. Prerequisite: Consent of instructor.

ADV 496 UG Research Project credit: 1 to 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/496/)
Supervised investigation of student-driven research on special topics related to advertising in individual or collaborative format. Topic and nature of research may vary. Capstone paper required. Type of course: Lecture-discussion 1 to 3 undergraduate hours. No graduate credit. May be repeated up to 3 hours in the same term or 6 hours in separate terms, if topics vary. Prerequisite: Evidence of adequate preparation for such study; consent of faculty member supervising the work; and approval of the department head. Restricted to majors only. Not available to freshman.

ADV 497 Colloquium in Advertising credit: 1 Hour. (https://courses.illinois.edu/schedule/terms/ADV/497/)
Current topics, cases, and research in advertising are presented in a forum that fosters critical thinking and engagement. Weekly presentation and discussion of current research and cases by faculty, undergraduate/graduate students, visiting scholars and visiting professionals. 1 undergraduate hour. No graduate credit. Approved for S/U grading only. May be repeated up to 2 hours in separate terms, if topics vary. Prerequisite: ADV 281 and consent of instructor.
ADV 498  The Sandage Project  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/498/)
This course is named after the founder of the Advertising Department, Charles H. Sandage (known as the "father of advertising education"). His vision of educating the future of the industry was grounded in theoretical and foundational courses emphasizing the "why of advertising" - not just the "how." In this course, students will integrate the concepts, experiences, and skills that have been learned in the curriculum with a service-learning project. 3 undergraduate hours. No graduate credit. Prerequisite: ADV 250 or ADV 283, ADV 360 or ADV 460, and ADV 390.
ADV 509  Media Entrepreneurship  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/509/)
Introduces students to the foundations of entrepreneurship and evolving business models for media. Students are introduced to the foundation and context of entrepreneurship. The course will cover the skills and practices necessary for new entrepreneurial ventures, as well as the processes of evaluation an idea, assessing the market, and implementing a new venture. Finally, students will examine business case studies for both successful and unsuccessful media start-ups. 3 graduate hours. No professional credit. Credit is not given for both ADV 409 and ADV 509. Prerequisite: Limited to MS Advertising students.
ADV 550  Foundations of Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/550/)
Explores the development of American advertising through the 20th and into the early 21st century. Analyzes and evaluates American advertising through these primary areas: ethics, advertising philosophies, advertising structure, advertising education, its broader social impact, the role of media and technologies, and its place within a global framework. Prerequisite: Consent of department.
ADV 580  Advertising Theory  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/580/)
Reviews classic and contemporary theories used in advertising research and practice with multidisciplinary emphasis. Through reading, discussion and independent research, students will understand how basic social science and humanities research and advertising scholarship are related; how theories and concepts are applied, adapted, constrained and combined when applied to advertising and other communication issues; and how research evolves over time.
ADV 581  Quantitative Methods in Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/581/)
Provides students with an overview of quantitative research methodology in advertising and consumer behavior. Students will learn appropriate uses and techniques for conducting exploratory (e.g., focus groups, literature searches), descriptive (e.g., observational techniques, surveys), and casual (randomized- and quasi-experiments) research. Ethical considerations in research, and limitations of quantitative research will play an important role throughout the course. Students will learn basic descriptive and inferential statistical analyses to help analyze, and make sense of quantitative data. Prerequisite: Basic statistics course.
ADV 582  Qualitative Research in Advertising  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/ADV/582/)
Treatment of basic research concepts and procedures in the social sciences with emphasis on advertising. Prerequisite: Consent of the department.