SBC 500  Strategic Brand Communication Essentials  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/SBC/500)
This course provides an overview of marketing and brand management: consumer analysis; brand positioning, integration, metrics and value. 2 graduate hours. No professional credit. Prerequisite: Restricted to MS: SBC students.

SBC 501  Strategic Branding: Global Perspectives  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/SBC/501)
Within the context of globalization, the course underscores the importance of understanding consumers' values, attitudes, and behaviors for effective product positioning, brand value and effective marketing communications across boarders. Focus on consumer behavior and brand positioning across local, regional, and global contexts. This course is designed to provide students with an advanced understanding of consumer behavior in a global context. 2 graduate hours. No professional credit. Prerequisite: Restricted to MS SBC students.

SBC 502  Essentials of Business Management  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/502)
This course provides an understanding of theoretical and historical perspectives on business and capitalism. Covers basic principles of business strategy; understanding of financial accounting and budgeting; the importance of ethics; principles of leadership; and the importance of the global business environment. 3 graduate hours. No professional credit. Approved for Letter and S/U grading. Prerequisite: Restricted to MS: SBC Students.

SBC 503  Consumer Insights I  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/503)
The course explores how cultural, sociological and psychological factors shape consumer behavior. It will provide an overview of the key concepts of the discipline of consumer behavior and enable students to put into practice the new found understanding of consumer behavior to shape branding strategies. 3 graduate hours. No professional credit. Approved for Letter and S/U grading. Prerequisite: Restricted to MS: SBC students.

SBC 504  Managing Projects & Teams  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/504)
Successful Strategic Brand Communication requires working on a series of projects. This course provides a socio-technical perspective to the management of projects. The technical dimensions deal with needs analysis, work breakdown, scheduling, resource allocation, risk management, and performance tracking and evaluation - within the allocated time frame and cost. The sociocultural dimensions include attributes of sound leadership, formation and management of teams, and managing customer expectations in order to formulate consistent, integrated campaigns across channels. 3 graduate hours. No professional credit. Approved for Letter and S/U grading. Prerequisite: Restricted to MS: SBC students.

SBC 505  Consumer Insights II  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/505)
The course will provide an overview of the key qualitative methods used to gain strategic insights into consumer behavior and to provide practice in planning research projects, data collection, and analysis. 3 graduate hours. No professional credit. Approved for Letter and S/U grading. Prerequisite: Restricted to MS: SBC students.

SBC 506  Measurement and Evaluation  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/506)
This course will focus on the method and analysis for consumer insights but also for measuring effectiveness of various promotional strategies and campaign effectiveness. This includes an overview of quantitative research methods with emphasis on analysis and interpretation of data, and application to evaluating effectiveness of promotional strategies. 3 graduate hours. No professional credit.

SBC 507  Promotional Strategy  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/507)
This course will familiarize students with the topic of marketing communications and promotion management, and will teach students the steps for strategically planning a strategic branch communications campaign. The culmination of this course will be a campaign for a real-world client. 3 graduate hours. No professional credit.

SBC 508  Messaging Strategy  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/508)
Creating and executing successful messages across communication channels. Explores the development of persuasive messaging through theories of persuasion, consumer-information processing and theories of creativity. The course exammes the relationship between creative strategy and creative executions while allowing students to practice creating content for traditional and non-traditional media. Strategic branch communication manages every message and contact point within an organization. Audiences include not only consumers, but employees, stockholders, the media, and others. 3 graduate hours. No professional credit. Prerequisite: SBC 507.

SBC 509  Strategic Media Management  credit: 3 Hours. (https://courses.illinois.edu/schedule/terms/SBC/509)
Analyzes the markets served by various advertising media and factors to consider in the selection and evaluation of media. Markets include investors, employees, and consumer segments. This course will also cover managing media in a global context. This course is designed to provide students with an advanced understanding of media analysis, planning, buying and optimization. 3 graduate hours. No professional credit. Prerequisite: SBC 502, SBC 507. Restricted to MS: SBC students.

SBC 511  Strategic Analytics & Data Visual  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/SBC/511)
This course will prepare students to utilize data for targeting and building customer and brand relationships, with an emphasis on new and emerging media. The students will get exposure to principles of working with structured data using relational databases and data warehouses. They will understand how to work with unstructured data from the web. The will also get exposure to select data mining methods relevant to data commonly worked on by marketing and communication executives and apply these concepts with cases/exercises during each of these modules. 2 graduate hours. No professional credit. Approved for Letter and S/U grading. Prerequisite: Restricted to MS: SBC student.
SBC 512 Professional SBC Capstone Project  credit: 2 Hours. (https://courses.illinois.edu/schedule/terms/SBC/512)
This course serves as a capstone, requiring the student to demonstrate a mastery of knowledge in the primary areas of Strategic Brand Communication. The project is designed to allow the student to demonstrate his/her mastery of strategic brand communication, focused on Creating and Executing a Research Plan; Repositioning Analysis and Strategy; Strategic Brand Communication Strategy & Tactics; Media Strategy & Tactics; Campaign Monitoring and Evaluation. 2 graduate hours. No professional credit. Prerequisite: SBC 511. Restricted to MS: SBC students.