Digital Marketing: Strategy & Tactics
B7640-001, Fall 2019, EMBA
Professor Jeremy Kagan

COURSE DESCRIPTION

*Digital Marketing: Strategy and Tactics* combines a high level strategic view of digital marketing and its challenges and opportunities, with a tactical approach using exercises and projects to learn and use the tools and techniques of digital marketers. From the web to mobile, email to apps, social media and user generated content, the course will develop a strategic framework for planning and analyzing digital marketing strategies. Students will leave the course with the skills and strategies to manage digital marketing teams and agencies, and a working knowledge of the channels and tactics.

The course will cover the range of digital advertising and marketing channels, as well as touch upon new and emerging channels and developments. Discussion will focus on strategies and metrics for success, measurement and optimization techniques, and planning and goal setting. Using a variety of tools and techniques in practical exercises and projects, students will gain an understanding of using digital channels to achieve their marketing goals.

Student teams will gain practical experience in usage of channels such as:

- **Search** – SEO and PPC - Optimization and Marketing
- **Display** – Banners, Video and Beyond – Advanced topics
- **Email** – Design and Deployment
- **Social** – Networks, Media, and Content - Inbound Marketing
- **Mobile** – Mobile Web, Apps and Ecosystems, Location Based Services
- **E-commerce** - Site Analytics & Conversion Tracking, Branding & Packaging
- **Online Business Models** – Direct Sales, Disintermediation and Digital Distribution
- **Emerging** – Gaming and e-sports, AR, VR and beyond

Any traditional business now sees the Internet as a vital part of a multi-channel approach to marketing to new customers and servicing the old. This course will explore the Internet as a source of product information, public relations, marketing and advertising medium, a customer relationship management tool, and a customer service channel. Internet marketing and issues such as:

- Social Media, Behavioral Targeting, and Privacy
- Tracking and accountability, (incl. click fraud, etc.)
- Channels of online marketing, from search, to email, to banner ads, to blogs, etc.

Speakers and real-life group project companies will provide hands-on experience and real-life feedback from practitioners. Past speakers have included founders, investors, and senior executives of Hubspot, Thrillist Media Group, Yodle, AppNexus, Foursquare, Bonobos, and Squarespace, and project companies have included NBC Universal, LVMH, and other large and small digital companies and agencies.
Students will have exercises and homework related to using the tools of digital marketing, from planning tools, to user generated content, to metrics and measurement. Grading is based on the following:

- Take Home Final Exam (50%)  
- Group Project (30%)  
- Homework (Blogging and tools) (10%), and  
- Class participation (10%).

COURSE READINGS

**Recommended Sites for Current Issues:**
- Wired.com, Adage.com, other traditional media  
- TechCrunch.com, BusinessInsider.com, other tech industry blogs  
- eMarketer, HubSpot, eConsultancy, other ad industry resources  
- Google, Twitter, and other platforms for trends and breaking news

**Required Texts:**
- David Kirkpatrick, “The Facebook Effect”  
- Brad Stone, “The Everything Store: Jeff Bezos and the Age of Amazon”

COURSE SYLLABUS

*(this weekly breakdown is subject to changes)*

<table>
<thead>
<tr>
<th>Week</th>
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| **Session 1**  
SAT 9-7 8:30 am | Introduction to Digital Marketing: Strategies and Channels of the web, mobile, and beyond | Rethinking the 4 P’s; Examples from Nike, Lego, etc. | Course requirements; form groups |
| **Session 2**  
SAT 9-14 3:45 pm | Search: History and Functionality Search Engine Optimization (SEO)  
Search: Search Engine Marketing (SEM); New and emerging challengers | Google, Bing, Baidu, Blekko  
Google Ads Bing Adcenter | Blog Post #1  
Using keyword tools; Writing for the web  
Read *The Search*  
Blog Post #2  
Using Google Ads |
| **Session 3**  
SAT 9-21 8:30 am | Email: Email Marketing Triggers and Cadences | Constant Contact; Mailchimp | Blog Post #3  
Using Email Service Providers |
| **Session 4**  
SAT 10-5 12:30 pm | Display: The Advertising Ecosystem; Banners and Media Buying | Google, DFP, AppNexus RTB | Blog Post #4  
Using Audience and Media Buying tools |
| **Session 5**  
SAT 10-12 3:45 pm | Display: Video and Rich Media; Targeting and Optimization | Youtube, etc. | Blog Post #5  
Moat tool |
| Session 7 | SAT 10-26 8:30 Am | Social Media Intro:  
Introduction to Social Media  
Social Media platforms and APIs  
Media and Messaging types | Facebook, LinkedIn, Twitter, Blogs  
Slideshare, etc.;  
Instagram, Pinterest, Snap | Blog Post #6  
Read *The Facebook Effect*  
Using UGC & Social discovery tools  
*The Facebook Ad Challenge!* |
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| Session 8 | SAT 11-2 12:30 pm | Social Content Marketing:  
Content strategies; Online PR, Community & Link Building Strategies; Customer Input & Support | BP, Dell, Old Spice  
Dell Ideastorm | Blog Post #7  
Using Social Media Monitoring tools; SocialMention, Sparktoro, FollowerWonk, etc. |
| Session 9 | SAT 11-9 12:30 pm | Mobile and Location Based Services:  
Mobile Marketing, Apps & Ecosystems, the Check-in & Local | iOS vs. Android  
Apps vs. Mobile Web | Blog Post #8  
MobileTest.me  
Google tester |
| Session 10 | SAT 11-16 8:30 am | E-Commerce and Shopping  
Shopping Ads; Site Analytics & Conversion Tracking, Landing Pages; Loyalty and Offers | Google Shopping, Amazon PLAs; Facebook | Blog Post #9  
Project Presentations  
Read *The Everything Store*  
Google Analytics & Goals; A/B tester |
| Session 11 | SAT 11-23 12:30 pm | Online Business Models & Strategies: Media, Services, and E-Commerce; SaaS and Freemium | Amazon, eBay, Bricks and Clicks  
Media models | Blog Post #10  
Economics of various business models; SaaS tools |
| Session 12 | SAT 12-7 8:30 am | Emerging Technologies:  
Gaming and E-sports  
New Platforms and UI/Interfaces  
Augmented Reality/Virtual Reality  
Internet of Things | Gaming platforms; Augmented & Mixed Reality apps; Google Glass and wearables | A/R Browsers; Google Cardboard demo |