IND Industrial Education

†IND 222 OCCUPATIONAL INTERNSHIP FOR INDUSTRIAL TEACHERS.

†IND 226 BASIC COMPETENCIES IN INDUSTRIAL OCCUPATIONS.

†IND 228 ADVANCED COMPETENCIES IN INDUSTRIAL OCCUPATIONS.

†IND 525 SUPERVISED WORK EXPERIENCE IN BUSINESS OR INDUSTRY.

ISC Integrated Strategic Communication

*ISC 161 INTRODUCTION TO INTEGRATED STRATEGIC COMMUNICATION. (3)
An introductory course in all phases of integrated strategic communication and its role in contemporary business and society. Includes an historical and socio-cultural overview of advertising, public relations, sales promotion and direct response marketing as well as an exploration of their interrelationships. Covers strategic planning for integrated communication, message approaches and their foundations in theories of persuasion and information processing, and characteristics of message delivery systems. Provides a discussion of ethics and regulation, and the economic and social impact of the industries.

*ISC 311 ETHICS AND THE STRATEGIC COMMUNICATOR. (1)
An introduction to the ethical dilemmas inherent in the strategic persuasion that permeates a democratic, free-market society. Emphasis will be placed on the consequences such persuasion can have on targeted groups as well as society as a whole and on the nature and exercise of responsibility as it links client to persuader to intended target. Prereq: Major standing or consent of instructor.

*ISC 321 RESEARCH METHODS FOR THE INTEGRATED STRATEGIC COMMUNICATION PROFESSIONAL. (3)
Introduces students to applied research as a decision making tool for the integrated communications professional. Students acquire basic skills in: identification of information needs, stating of research objectives, selection of appropriate research technique(s), sample selection, questionnaire design, analysis procedures, report writing, and budget management. Topics prepare students to conduct small-scale survey research and to buy and evaluate studies from custom and/or syndicated research suppliers. Legal and ethical issues are also examined. Prereq: Major standing or consent of instructor.

*ISC 371 SPECIALIZED PUBLIC RELATIONS WRITING. (3)
Audience and purposes of writing are assessed as students develop a formal strategy to guide and to evaluate their writing. Strategic writing tasks include writing of position papers, speech writing, and writing for brochures, media releases, letters and newsletters. Societal impact and ethical considerations are examined across all writing tasks. Lecture, two hours; laboratory, two hours per week. Prereq: ISC 341 or consent of instructor.

*ISC 381 ADVERTISING CREATIVE STRATEGY AND EXECUTION I. (3)
Introduces students to the systematic planning processes and techniques of creative and persuasive message preparation for integrated strategic communication. Extensive practice in writing and visual communication for print and electronic vehicles in the disciplines of advertising, public relations, sales promotion and direct marketing. Lecture, two hours; laboratory, two hours per week. Prereq: ISC 341 or consent of instructor.

*ISC 391 ADVERTISING CREATIVE STRATEGY AND EXECUTION II. (3)
Prereq: ISC 381 or consent of instructor.

*ISC 461 DIRECT RESPONSE MESSAGE STRATEGIES. (3)
This course will introduce students to direct marketing practices with emphasis on data base marketing, strategic business planning, importance of the offer, selection and selling of merchandise, business-to-business direct marketing, fund raising, mailing lists, print and electronic media, co-ops, telemarketing, production lead generation, direct marketing math, idea development, research and integrating direct marketing into the overall marketing mix. The course will be practical rather than theoretical in nature. Prereq: Concurrent or previous enrollment in ISC 311 and ISC 321, or consent of instructor.

*ISC 471 INTEGRATED STRATEGIC MEDIA MANAGEMENT. (3)
An overview of the strategic use of media in integrated promotional campaigns is provided. Students acquire basic skills in quantitative and qualitative evaluation of media; choice of target audiences; use of secondary research on products and audiences; development of media objectives, strategies and tactics; and the oral and written presentation of media plans. The basic structure of media organizations is discussed. Prereq: ISC 331 or consent of instructor.

*ISC 489 TOPICAL STUDIES IN MASS MEDIA PROFESSIONS (Subtitle required). (1)
Each course module offers advanced, pinpoint study of a topic central to the mass media professions. Depending on the topic, the course format may include lectures, seminars, and/or studio work. May be repeated to a maximum of three credits when identified by different subtitles. Prereq: Variable, given when topic is identified.

University of Kentucky 1996-1997 Undergraduate Bulletin
**ISC 491 INTEGRATED STRATEGIC COMMUNICATIONS CAMPAIGNS.** (2)
An advanced course which enables senior students to unify strategic and tactical abilities developed in their research, creative, account management/media, public relations and/or direct response courses. The format for this synthesis requires students to establish strategy, develop, execute, and present a multimedia integrated campaign. Student teams compete for client approval on national, regional, or local accounts. Lecture, one hour; laboratory, two hours per week. Prereq: Completion of Major Path or consent of instructor.

**ISC 541 CRITICAL TOPICS IN INTEGRATED STRATEGIC COMMUNICATION (Subtitle required).** (3)
Students will use psychological or sociological perspectives to analyze one or more important aspects of the interaction between integrated strategic communication and society. Topics that may be considered include behavioral, political, economic, and/or international issues. The course may be repeated to a maximum of six credits when identified by different subtitles. Prereq: Senior or graduate standing; ISC 161 or consent of instructor.

**ISC 543 REGULATION OF STRATEGIC COMMUNICATION.** (3)
Course examines regulation of strategic, persuasive communication by federal, state, and local agencies as well as self regulation. Privacy, copyright, and deception are among featured issues. Prereq: Major standing or consent of instructor.

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**ISP International Studies Program**

**ISP 499 STUDY ABROAD IN SPONSORED PROGRAM.** (12-16)
A course designed for undergraduate students who go abroad to take courses in a foreign institution as part of a University of Kentucky program. A plan of study must be developed with the advice and approval of the UK faculty advisor for the particular study abroad program. The variable credits for ISP 499 are based on the number of credit hours the student plans to complete at the foreign institution. The actual credit hours recorded represent those credits completed by the student and sent to the Office of International Affairs by the foreign institution. University equivalent credit will be determined prior to the beginning of the student’s study abroad. Prereq: Approval by student’s academic department, the faculty advisor for the study abroad program, and the Office of International Affairs.

**ISP 599 STUDY ABROAD.** (1)
A course designed for undergraduate and graduate students who go abroad for study following a plan developed as part of their academic program and who are not otherwise registered at the University during the period overseas. Registration in the course would constitute full-time status. The course may be taken on a pass-fail basis for undergraduate students and audited by graduate students. Evaluation by the academic adviser will be an element of the plan. May be repeated to a maximum of three credits. Prereq: Approval by each student’s academic department, the Registrar, and the Office for International Programs.

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**KEY:**  
# = new course  
* = course changed  
† = course dropped