

**COURSE DATA****Data Subject**

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| Code | 43411 |
| Name | Marketing applied to the arts and culture |
| Cycle | Master's degree |
| ECTS Credits | 3.0 |
| Academic year | 2022 - 2023 |

Study (s)

| Degree | Center | Acad. year | Period |
|--|----------------------------|-------------------|---------------|
| 2155 - M.U. en Gestión Cultural 12-V.2 | Faculty of Social Sciences | 1 | First term |

Subject-matter

| Degree | Subject-matter | Character |
|--|---|------------------|
| 2155 - M.U. en Gestión Cultural 12-V.2 | 7 - Marketing applied to the arts and culture | Obligatory |

Coordination

| Name | Department |
|---------------------------|------------------------------------|
| CUADRADO GARCIA, MANUEL | 43 - Marketing and Market Research |
| MIQUEL ROMERO, MARIA JOSE | 43 - Marketing and Market Research |
| PEREZ CABAÑERO, CARMEN | 43 - Marketing and Market Research |

SUMMARY

The subject Taller de Marketing Aplicado is a compulsory subject taught in the first quarter of the master in Gestión Cultural. The lectures count for three credits ECTS. With this subject we want the student to get familiar with the fundamentals of marketing management in the specific field of arts and culture. This knowledge and skills will enable the student to make marketing decisions in the field of both arts and cultural industries, based on market data analysis.



PREVIOUS KNOWLEDGE

Relationship to other subjects of the same degree

There are no specified enrollment restrictions with other subjects of the curriculum.

Other requirements

Not needed

OUTCOMES

2155 - M.U. en Gestión Cultural 12-V.2

- Saber detectar las necesidades de mercado en lo referente al sector de servicios culturales.
- Saber diseñar y dirigir campañas de marketing y comunicación aplicables a la actividad de la gestión cultural.
- Saber organizar áreas y servicios en el seno de organizaciones relacionadas con la cultura.
- Conocer el manejo de las tecnologías de la información y la comunicación aplicadas al ámbito de la gestión cultural.
- Students should apply acquired knowledge to solve problems in unfamiliar contexts within their field of study, including multidisciplinary scenarios.
- Students should be able to integrate knowledge and address the complexity of making informed judgments based on incomplete or limited information, including reflections on the social and ethical responsibilities associated with the application of their knowledge and judgments.
- Students should communicate conclusions and underlying knowledge clearly and unambiguously to both specialized and non-specialized audiences.
- Students should possess and understand foundational knowledge that enables original thinking and research in the field.
- Saber gestionar el conocimiento en instituciones y organizaciones del sector cultural.
- Poseer las habilidades necesarias para idear proyectos integrales de gestión cultural.
- Poseer las habilidades necesarias para planificar proyectos integrales de gestión cultural.
- Saber estructurar un plan estratégico para una organización o institución cultural.
- Saber dirigir campañas de marketing y comunicación aplicables a la actividad de la gestión cultural.
- Saber difundir eventos en diversos campos de la gestión cultural.

LEARNING OUTCOMES



This subject / course pursues as a fundamental objective training of basic marketing principles for its use within organizations of cultural nature, both public and private. Specifically it is intended that students:

- Know the composition of the cultural industry from a management perspective and its uniqueness, specificity and increasing importance.
- Acquire an overview of the application of marketing management content in the unique area's of cultural sector entities, identifying the object and study contents, building relationships between different concepts and knowing the terminology of the subject.
- Internalize the need to carry out processes of collecting and analyzing information in order to improve the decision making in cultural management.

In short, the aim is that to enable the students to understand the role of this discipline in society and in the context of culture and also to link it to other related subjects.

DESCRIPTION OF CONTENTS

1. Introduction to Arts and Culture Marketing

This topic addresses the concept of marketing in general, as a philosophy and as a technique. It is explained its application to the field of arts and culture, and the features of this application are also discussed.

2. Consumer Research

This topic covers the basics of consumer research from the perspective of marketing and its application to the consumer of cultural products

3. Satisfaction. Consumer Behavior.

This topic provides an overview of the study of consumer behavior, with special emphasis on the concept of satisfaction as an antecedent of consumer loyalty.

4. Segmentation and positioning.

This topic explains the process of market segmentation and the concept of market positioning as perceived by consumers

5. Promotion. New technologies.



This topic provides an overview of business communication tools available to the company to spread its offerings, especially those related to digital media and new information technologies. Its application to the arts and cultural enterprises is also explained

WORKLOAD

| ACTIVITY | Hours | % To be attended |
|--------------------------------------|--------------|------------------|
| Theory classes | 10,00 | 100 |
| Seminars | 6,00 | 100 |
| Classroom practices | 6,00 | 100 |
| Tutorials | 4,00 | 100 |
| Study and independent work | 20,00 | 0 |
| Readings supplementary material | 10,00 | 0 |
| Preparation of evaluation activities | 10,00 | 0 |
| Preparing lectures | 9,00 | 0 |
| TOTAL | 75,00 | |

TEACHING METHODOLOGY

The sessions will be developed through the teacher's explanations which contain various examples and case studies relating to the cultural context thus motivating the participation of students. In turn, for a proper understanding and assimilation of the concepts and content, students must read the basic literature recommended. In addition, there will be several practical activities as cases and discussion of readings, always under the direction of the teachers of the subject. For the proper conducting of cases, students should consult various literature sources, websites and the virtual classroom, where most of the teaching materials of the course will be uploaded.

EVALUATION

- 30% Participation in classroom activities
- 70% Final Exam

To pass the course you must obtain a minimum of three points in the final examination and obtain at least five in the total count.



REFERENCES

Basic

- Cuadrado, M. (ed.). 2010. Mercados culturales. Doce estudios de marketing. Editorial UOC. Barcelona.
- Colbert, F, y Cuadrado, M. 2010. Marketing de las artes y la cultura. 4ª impresión. Editorial Ariel. Barcelona.

Additional

- Camarero, C. y Garrido, M.J. (2004). Marketing del patrimonio cultural. Pirámide-ESIC. Madrid.
- Chaffey, D. y Ellis-Chadwick, F. (2019). Digital Marketing. Strategy, Implementation and Practice. Pearson U.K.
- Cuadrado, M. y Berenguer, G. 2001. El consumo de servicios culturales. Madrid: ESIC.
- Cuadrado, M. y A. Mollá. 2000. «La Relación Consumidor-Artes: un Equilibrio entre Satisfacción de Necesidades y Libertad Creativa». Estudios sobre Consumo, nº 53, p. 23-32.
- Kotler, N. y Kotler, P. (2001). Estrategias y marketing de museos. Ariel Patrimonio Histórico. Barcelona.