JRNL 491.02: Special Topics - Marketing Your Work

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COURSE DESCRIPTION
While many career opportunities exist for journalists, the market is rapidly becoming more demanding. There are fewer staff positions at newspapers, magazines, television and radio stations. Most fine art photographers, by necessity, must become business savvy. More journalists are becoming small business owners (you are your own business) and you must be able to compete in marketing and business practices, areas that many student journalists just don’t know enough about when they start their careers.
And you must know how to navigate the ever-changing social media landscape.
This course will concentrate on areas that you need in order to be successfully self-employed. We’ll discuss your product, pricing your work, understanding your editor’s position (or client’s place) and creating a promotional strategy. We will discuss issues such as contracts, negotiations, licensing, copyright, social media and model releases. You will be exposed to practical financial and self-employment issues, such as pricing, invoices and insurance. There will be several guest speakers. There will be discussions with accompanying readings and practical applications. This course will explain how to support yourself and make a living in a competitive market. We will concentrate on small to medium markets.

COURSE OBJECTIVES
• To understand the basics of the business of journalistic work.
• To learn how to charge market value for your creative work.
• To improve your numeracy and business skills.
• To generate documents that will serve as a basis for your business.
• To become familiar with local and regional markets for your work
• To understand the concept of copyright and how to register your work
• To create a contract for your freelance work
• To understand the art of negotiating
• To understand how to create invoices, delivery memos
• To create query letters
• To understand the difference in editorial, commercial and retail work
• To learn how to use social media to promote and create new business for your areas of expertise
• To learn business and marketing techniques from freelance and staff journalists

COURSE ASSESSMENTS
• Students will produce a paper on how the U.S. government defines copyright and how it applies to their particular field, plus how to register copyrighted material to the federal government. The paper will also include a copyright infringement case so the student sees how copyright protects the creator, and helps them see the consequences of infringement.
• Students will use an online Cost of Doing Business (CODB) Calculator and create a report. This report will allow the student to assess the actual cost of doing what journalistic business endeavor they wish to create. It also shows the student the gear/equipment that is necessary and how that applies to income tax returns. Students use this report to analyze and determine pricing for their editorial, commercial or retail projects.
• Based on these CODB reports students then produce a research paper by interviewing professionals on how they price their work and present their findings to class.
• Students read portions of the The Photographer’s Guide to Negotiating and from a lecture on negotiating and how to ask questions regarding projects, they can assess how to articulate efficiently in negotiating with future editors/clients.
• Understanding the differences in editorial, commercial and retail work will allow students to assess how to price, how to market their projects and what editors/clients to approach.
• Students for their final assignment will create a social media-marketing plan that will assess their understanding of current social media and their readiness to establish their approach/brand identity online.
• Students will produce two social media assignments in the first three weeks of class. Details to come.

CLASS STRUCTURE
Classes will primarily consist of lectures and class discussions and there will be local guest speakers from different fields of journalism as well as Skype interviews from journalists around the country. Guest speakers may include freelance writers, still photographers and videographers, or a multimedia producer.

SUGGESTED BOOKS
- Jacobs Jr., Lou, *Professional Commercial Photography: Techniques and Images from Master Digital*
- Simmons, Kris, *The Six-Figure Videographer [Kindle Edition]*, Jan 28, 2013.

**PREREQUISITES**
Journalism Professional Program or Graduate students. Students must have consent from the instructor.

**DEADLINES**
Class assignments must be handed in on the server two hours before class. Late assignments will receive a zero. Yes, a zero. Get your assignments in on time. Some assignments will be given orally in class and will not appear on Moodle – so pay attention.

**ATTENDANCE**
Attendance is crucial, and you are expected to attend all lectures and be on time. An excused absence generally involves personal or family illnesses or emergencies. Routine medical appointments, job obligations and computer problems are not valid reasons for missing class. If you need to miss class, notify me before class via phone or email. I also expect you to arrive on time. Tardiness is a distraction for your classmates and the instructor. Class participation is an important part of this class, and unexcused absences and regular tardiness will make a difference in your final grade. You are considered absent if you are late.

**ABOUT SOFTWARE**
This is not a course on computer programs. You are expected to be proficient in the programs you will need to complete your class assignments. We will discuss business software briefly in class.
GRADING
The breakdown is as follows. Please note you may be assigned additional assignments during the course of the semester. *There will be no extra credit assignments in this class.* Grades will be posted on Moodle. Any questions about a posted grade must be made within two weeks of that grade being posted on Moodle.

- Model or Property Release 10 points
- Logo *(must be a new one)* 20 points
- Copyright Infringement 20 points
- Cost of doing business sheet 20 points
- Contract 25 points
- Query & Two Social Media (25 pts) 75 points
- Invoice 25 points
- Negotiating scheme 25 points
- Attendance 30 points
- Guest Speaker Reports (15 pts. Each) 45 points
- Final Project 75 points
- TOTAL 270 points

GRADING SCALE
A 93 to 100%
A – 90 to 92%
B+ 88 to 89%
B 83 to 87%
B – 80 to 82%
C + 78 to 79%
C 73 to 77%
C – 70 to 72%
D+ 68 to 69%
D 63 to 67%
D – 60 to 62%
F 59% and below

CLASS PARTICIPATION
Class participation is critical in his course. Your classmates and teacher will rely on your feedback and critique. I expect your demeanor to be professional and helpful. Being very shy or very overbearing isn’t advisable. Please talk, listen, appreciate the views of your classmates, challenge yourself to be open to criticism, never be too sure of your own ideas and strive to articulate how you feel. Even when you’re having a “bad day,” it’s important to express yourself in this class and participate. Most importantly, respect others, never belittle and never monopolize the class discussion.

ACADEMIC HONESTY AND MISCONDUCT
All work turned in for this class must be your own. Failure to comply with this and you will be assigned an F for your final grade. It is expected that you produce all new work for this class. Any act of academic dishonesty will result in referral to the proper university authorities or disciplinary action. Students must be familiar with the conduct code. Please refer to [Student Code online](#)
SPECIAL NEEDS
If you have special needs as addressed by the Americans with Disabilities Act (ADA) and need assistance, please notify Disability Student Services. Also please let the instructor immediately. Reasonable efforts will be made to accommodate your special needs. Please see Disability Student Services info online.

RELIGIOUS HOLIDAYS
Students are excused for religious holidays. Please let your instructor know in advance if you have a conflict.

ASSIGNMENTS
All assignments will be turned in on the Professors Server on the Journalism Server – two hours before class.

GRADUATE STUDENTS
Graduate students will create and maintain a blog with current and recent web postings on contracts (involving freelance writers, photographers, videographers) articles or discussions on negotiations, copyright infringement cases and new methods or successful new social media ventures, especially those that will able you to more successfully market your work to a new audience. This assignment will be valued at 50 points.

DROP DEADLINES
To drop this class without it being on your permanent record you must do so by the 45th day. After the 45th day you must meet one of the four reasons stated on the drop form. Read this information carefully. The university does not allow a drop after the 45th day unless you meet at least one of those requirements.

SPRING 2015 SCHEDULE and DUE DATES
Note: We will review the schedule often and make any necessary adjustments.

Jan. 27
Survey
Handouts
Review Syllabus
You are a Business
Marketing and self-promotion
Promo Pieces & Business Cards and Letterheads
Branding. Logo, website
Social Media

Feb. 3
Discuss Big Sky Film Festival
Terminology and introduction to the business: Where do I start?
Commercial, Retail and Editorial
Your niche
Licensing Your Work
Copyright and Work for Hire
Model and Property Releases and Permits
Reading ASMP, chapter 1 and Harrington, chapters 1, 19

Assignment Create a Vine or Instagram video
   Turn in as a QuickTime conversion.

Assignment Copyright infringement

Feb. 10  Big Sky Film Festival Doc Workshop…details to come

Feb. 17  Review Big Sky Film Festival
   Review Copyright & Work for Hire
   Review Licensing Your Work
   Cost of business and overhead
   Day Rate Vs. Creative Fee
   Assignment and Stock photography

   Assignment Report on 2nd Big Sky Film festival workshop/film

   Assignment Cost of doing business sheet

Mon. Feb. 24 Pricing Your Work: Intro to pricing and how you determine rates
   Discuss value/publication of your work
   Branding Yourself
   Marketing plan

   Reading Harrington, chapters 17, 18

   Assignment Model Release

Mar. 3  Critique logos
   Pricing Scenarios
   Contracts
   Query letters
   Leave Behinds, Business Cards

   Assignment Logo

Reading Harrington, chapters 13, 14, 15
Reading Crawford, pages 7-15, plus forms
Mar. 10  Critique leave behind, letterheads and business cards
       Contacting Curators and Art Galleries

       Assignment  Business card & Leave Behind

Mar. 17  Critique Marketing Plans
       Critique Invoices and Contracts

       Reading  Harrington, chapters 6, 7, 8

       Assignment  Generate an invoice
                   You must determine basic charges for your work.

       Assignment  Generate a contract with your own letterhead.

Mar. 24  Setting up a business/business plan
       Negotiating
       Business forms
       Websites
       Rates
       Visit UM Bookstore (if time permits)

       Assignment  Social Media 2

Mar. 31  SPRING BREAK. No class.

April 7  Critique Query Letters
       On Location work
       Reading  Harrington, chapter 3
       Assignment  Query Letter

April 14  Guest speaker: freelance videographer or multimedia producer
       Assignment  Report on Guest Speaker

April 21  Guest speaker: freelance still photographer
       Assignment  Report on Guest Speaker
April 28  Guest speaker: freelance writer
Assignment  Report on Guest Speaker

May 4  Professional Organizations
Evaluation & Feedback
Critique Final Projects
Assignment  Final project (details discussed in class)

FINAL EXAM  TBA
WEBSITES to peruse...we’ll add to the list as we go

COPYRIGHT
http://www.editorialphoto.com/copyright/
http://www.nppa.org/professional_development/business_practices/copyright.html
GOVERNMENT SITE: http://www.copyright.gov/register/visual.html

FORMS
http://www.editorialphoto.com/forms/

RELEASES (and other forms, other than Crawford book):
http://photography.about.com/cs/businessforms/

RATE CALCULATIONS
http://www.editorialphoto.com/resources/estimator/estimator.asp

INFORMATION ABOUT PHOTO BUSINESS PROGRAM
http://www.fotobiz.net/

LOOK AT “Photographer’s Price List” UNDER:
http://www.nppa.org/professional_development/business_practices/pricing.html

WEDDING PRICES
http://www.weddingbureau.com/rates.htm