

### **TECHNICAL SHEET OF THE SUBJECT**

| Data of the subject |  |  |
|---------------------|--|--|
| Subject name        | Data in Communication and Society  |  |
| Subject code        | E000013646   |  |
| Mainprogram         | Grado en Análisis de Negocios / Business Analytics por la Universidad Pontificia Comillas  |  |
| Involved programs   | Grado en Análisis de Negocios/Business Analytics y Grado en Relaciones Internacionales [Fifth year]  |  |
| Level               | Reglada Grado Europeo  |  |
| Quarter             | Semestral  |  |
| Credits             | 6,0 ECTS   |  |
| Туре                | Optativa (Grado)   |  |
| Department          | Departamento de Marketing  |  |
| Coordinator         | Carmen Valor   |  |
| Schedule            | 4 horas/semana   |  |
| Office hours        | Ver horario de tutorías en moodle  |  |
| Course overview     | Este curso se enfoca en la importancia de los datos en las comunicaciones, la vida social y cultural. Introduce perspectivas teóricas centrales sobre datos e información desde una perspectiva científico social, y describe enfoques de investigación que tienen en cuenta la influencia contemporánea de los datos en la comunicación y la sociedad. Se pretende proporcionar a los estudiantes herramientas conceptuales que ayudarán a comprender la lógica de los datos, y los capacitará para analizar críticamente el fenómeno del big data y otros asociados. Su enfoque en cuestiones contemporáneas permite una investigación de la política y la cultura de la producción de datos, y el uso de los datos como evidencia en una variedad de campos que incluyen la política, la defensa y la investigación de la audiencia |  |

| Teacher Information |                               |  |
|---------------------|-------------------------------|--|
| Teacher             |                               |  |
| Name                | María Consuelo Llana Martín   |  |
| Department          | Instituto de Idiomas Modernos |  |
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## **SPECIFIC DATA OF THE SUBJECT**

# **Contextualization of the subject**

## Contribution to the professional profile of the degree

This course enables the student to conduct comprehensive analyses of digital communication strategies and tactics, integrating theoretical concepts, and the use of data and analytical tools. Students will be asked to perform tasks like those a recent graduate might perform in an analytical position in companies as well as in private and public institutions of any kind, both national and international. Furthermore, students will be asked to obtain professional accreditations such as Google Analytics and SEM as part of the course assessment and given the conceptual and analytical foundations to obtain other accreditations (e.g. Meta or Google Display) if so, they desire. These accreditations will likely increase their employability



## **Prerequisites**

Knowledge and basic competencies from previous courses in data analysis and machine learning.

### **Competencies - Objectives**

## **Competences**

#### **Learning outcomes**

| Learning out | Learning outcomes   |  |  |
|--------------|---|--|--|
| RA1          | Datos en comunicación y sociedad / Data in Communication and society RA1. Identificar los factores económicos, políticos, sociales, culturales y jurídicos que subyacen en asuntos y fenómenos relativos al impacto de los datos en la comunicación y la sociedad               |  |  |
| RA2          | Datos en comunicación y sociedad / Data in Communication and society. RA2. Analizar e interpretar las principales tendencias y controversias que afectan a la comunicación y la sociedad en un contexto como el actual aplicando de manera crítica distintos enfoques teóricos. |  |  |

#### THEMATIC BLOCKS AND CONTENTS

#### **Contents - Thematic Blocks**

- Lesson 1. Fundamentals of digital media
- Lesson 2. Digital media in corporate communication strategy
- Lesson 3. The funnel as a basis of the strategy
- Lesson 4. Regulatory and ethical boundaries of digital media
- Lesson 5. Strategic management of paid media: objectives, strategies and monitoring
- Lesson 6. Strategic management of search marketing: objectives, strategies and monitoring of SEO and SEM
- Lesson 7. Strategic management of social media: objectives, strategies and monitoring

## **TEACHING METHODOLOGY**

# General methodological aspects of the subject

This course is taught using a highly participatory and active methodology. It is based on project-based learning and is focused on the theoretical foundations that contribute to a profound and diverse understanding of the digital communication landscape in which business decisions are made and its practical application in professional practice.



Students will be asked to work with briefings and analyse data to carve out insights to monitor the strategy implementation and results and to orient the strategy further.

Use of Artificial Intelligence (AI) - Level 3: Partial Assistance with Human Control

In this topic the use of Al across the curriculum aligns with Level 3: Partial Assistance with Human Control according to the Al Assessment Scale by Perkins, Furze, Roe & MacVaugh (2024).

The AI generates part of the content: Students may use AI tools to produce drafts, outlines, preliminary analyses, summaries, or examples.

The student then reviews, adapts, improves, and integrates the Al-generated content with their own insights and research.

The final result must be coherent and reflect each student's own understanding and judgement.

The interaction is mainly one-directional: Al produces, the human curates and modifies. Al-generated content must not exceed the student's own contribution.

Practical Application of Level 3 Across Course Topics

Below are concrete examples and guidelines for using AI in each lesson at this level:

Lesson, Examples of AI Use at Level 3

- 1. Fundamentals of Digital Media, Al generates a summary or outline of trends; student reviews, expands, and integrates.
- 2. Digital Media in Corporate Communication, Al suggests message examples or case studies; student selects, adapts, and incorporates them.
- 3. The Funnel as a Strategy Basis, Al produces a generic funnel model; student customizes it and develops specific recommendations.
- 4. Regulatory and Ethical Boundaries, Al identifies relevant regulations; student reviews, expands, and writes their own reflection.
- 5. Strategic Management of Paid Media, Al suggests KPIs or campaign structures; student selects, adapts, and completes them.
- 6. Search Marketing Management (SEO/SEM), Al does preliminary keyword research; student refines and develops the final strategy.
- 7. Social Media Management, Al generates content ideas or examples; student selects, edits, and develops the final proposal.

Mandatory for all cases:

The final work must be personalized and show the student's own analysis and original contributions.

Students must explicitly disclose when and how AI was used, maintaining academic transparency.

This approach allows students to benefit from the efficiency and support of AI, while developing critical thinking, analytical skills, and personal authorship, ensuring genuine and ethical academic outcomes.



| In-class Methodology: Activities       |  |  |  |
|--|--|--|--|
| Lectures                               |  |  |  |
| Case studies                           |  |  |  |
| Non-Presential Methodology: Activities |  |  |  |
| Individual organized study             |  |  |  |
| Resolution of case studies             |  |  |  |
|  |  |  |  |

# **SUMMARY STUDENT WORKING HOURS**

| CLASSROOM HOURS                  |   |  |  |  |
|----------------------------------|---|--|--|--|
| Lecciones de carácter expositivo | Ejercicios y resolución de casos y de problemas |  |  |  |
| 12.00                            | 48.00   |  |  |  |
| NON-PRESENTIAL HOURS             |   |  |  |  |
| Estudio y lectura organizada     | Ejercicios y resolución de casos y de problemas |  |  |  |
| 45.00                            | 45.00   |  |  |  |
|                                  | ECTS CREDITS: 6,0 (150,00 hours)                |  |  |  |

## **EVALUATION AND CRITERIA**

The use of AI to produce full assignments or substantial parts thereof, without proper citation of the source or tool used, or without explicit permission in the assignment instructions, will be considered plagiarism and therefore subject to the University's General Regulations.

| Evaluation activities       | Evaluation criteria         | Weight |
|-----------------------------|-----------------------------|--------|
| Case studies                | See Guide to the challenges | 30 %   |
| Exam                        | See Guide to exam           | 50     |
| Engagement in group work    | See Guide to the challenges | 10 %   |
| Professional accreditations | Professional accreditations | 10 %   |

### **Ratings**

Non-attendance to 75% of the lectures/workshops may imply not being allowed to do the first call (ordinaria). For ICADE-OUT students



their assessment will be based on the final exam.

Students who do not pass the course the first time, they will have to resit the failed part: exam and/or workshops and course projects. Students in the third and subsequent sessions must pass a special course project (50%) and the exam (50%).

The improper use of ChatGPT or other generative artificial intelligence (GAI) will be considered a serious offense as stated in the General Regulations of the University, art. 168.2.e as: "carrying out actions aimed at falsifying or defrauding the evaluation systems of academic performance". The consequences of this will be "temporary expulsion for up to three months or the prohibition to take an exam in the following call to the imposition of the sanction, in one or more subjects in which the student is enrolled, [...] apart from the grade of failure (0) in the respective subject, [...] [and] the prohibition to take an exam in that subject in the following call".

#### **BIBLIOGRAPHY AND RESOURCES**

### **Basic Bibliography**

Atherton, J. (2023, 2nd Edition). Social Media Strategy. A practical guide to social media marketing and customer engagement. Koganpage.

Berger, J. (2016). Contagious: Why things catch on. Simon and Schuster.

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Evans, D., Bratton, S., & McKee, J. (2021). Social media marketing. AG Printing & Publishing.

Finger, L., & Dutta, S. (2014). Ask, measure, learn: using social media analytics to understand and influence customer behavior. O'Reilly Media, Inc.

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Zahay, D., Roberts, M. L., Parker, J., Barker, D. I., & Barker, M. (2022). Social Media Marketing: A Strategic Approach. Cengage Learning.

PLUMMER, J.; Rappaport, T. H. y Barocci, R. (2007) The Online Advertising Playbook: Proven Strategies and Tested Tactics from the

Advertising Research Foundation, Advertising Research Foundation ROSALES, P. (2010). Estrategia digital. Deusto, Bilbao

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### **Complementary Bibliography**

Bitektine, A., & Haack, P. (2015). The "macro" and the "micro" of legitimacy: Toward a multilevel theory of the legitimacy process. Academy of management review, 40(1), 49-75.

Haack, P., Schilke, O., & Zucker, L. (2021). Legitimacy revisited: Disentangling propriety, validity, and consensus. Journal of Management Studies, 58(3), 749-781.

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Humphreys, A. (2010). Semiotic structure and the legitimation of consumption practices: The case of casino gambling. Journal of Consumer Research, 37(3), 490-510.

Johnson, C., Dowd, T. J., & Ridgeway, C. L. (2006). Legitimacy as a social process. Annu. Rev. Sociol., 32, 53-78.

Suddaby, R., Bitektine, A., & Haack, P. (2017). Legitimacy. Academy of Management Annals, 11(1), 451-478.

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Tyler, T. R. (2006). Psychological perspectives on legitimacy and legitimation. Annu. Rev. Psychol., 57, 375-400.

Valor, C., Lloveras, J., & Papaoikonomou, E. (2021). The role of emotion discourse and pathic stigma in the delegitimization of consumer practices. Journal of Consumer Research, 47(5), 636-653.