



istitutomarangoni



**SHORT COURSES
MARKETING FOR LUXURY**

Version 01

Brief Descriptive Summary

Over the past 80 years Istituto Marangoni has grown and developed alongside the thriving Italian fashion and design industry. Through an exciting curriculum aimed to develop practical, creative, and business and management skills which are subject specific, and relevant to the international fashion industry, Istituto Marangoni short courses prepare students in the principles of subjects such as Fashion Design, Accessories and Footwear Design, Fashion Styling, Fashion Business and Communication, Visual and Multimedia Design, Interior Design, Product Design, Art History and Art Curation.

1. Certification attained

Istituto Marangoni Certificate

Course information

2. Educational & Programme Aims

Educational Aims:

- to develop flexible approaches to programme delivery and student support, which reflect the needs and expectations of our learners;
- to provide a supportive and inclusive learning environment which will enable success for all learners;
- to develop the students' intellectual abilities, creativity, independence, critical self-awareness, imagination and skills that will enhance global employment opportunities on completion from all courses;
- to establish a culture of constant improvement in learning, teaching and assessment that is anticipatory, enabling, supportive, rewarding and fully aligned with the Institutions vision and strategic objectives;
- to provide a learning experience that is informed by research, scholarship, reflective practice and engagement with fashion and design industry and the professions.

3. Course Learning Outcomes

On successful completion of the course, students will be able to:

- examine different theoretical frameworks used to explain the complex nature of marketing and luxury branding;
- formulate a brand's target customer profile, competitive scenario, identity and positioning and how these elements influence luxury marketing strategies;
- understand key notions of the luxury strategic brand management process and its relevance to fashion organizations;
- compare the key success factors and potential pitfalls of brand extension strategies;
- analyse the main elements of different types of brand marketing campaigns, with a particular focus on luxury brands.

4. Teaching/Learning and Assessment Strategy

Curriculum:

Learn some of the key marketing and communication strategies for international 'high-end' consumers in the luxury fashion and design industries. On this course participants discover how companies determine the best marketing strategies of luxury brands and products by understanding the power of communication, the seduction of the brand, and the creation of 'aspirational desire' necessary to successfully market to consumers of luxury.

Week 1

Participants begin by looking at the role and responsibilities of the Marketing Manager of top luxury companies, learning how they optimise economic, distribution, and production aspects of luxury products through successful communication and digital marketing methods. The course looks at how luxury companies communicate to the target audience, as well as communicate brand awareness above and beyond their target group.

Week 2

The course moves quickly onto provide an overview of fashion advertising, public relations and visual display in both traditional and online media, giving participants key tools to communicate an authentic, aspirational and emotional message, aimed at sustaining and consolidating a luxury brand image. The impact of social media has changed the face of communication and participants will also evaluate the impact of new media and viral platforms – key to the success of luxury brands today.

Week 3

Further research into the history of luxury in fashion and design, the influence of the contemporary fashion panorama on style concepts, and current issues in sustainability are also crucial to maintaining and promoting luxury to consumers; a unique target audience, fully in tune with economic and sustainable issues, influences from the latest fashion trends, as well as cultural and social trends. At the end of the course participants will be able to evaluate and propose action in marketing plans in order to turn luxury services and goods into new iconic objects of prestige and desire.

Assessment:**Formative Assessments:**

This consists in a daily interaction with the tutors that through feedback help the trainees to adopt a critical appraisal of their own learning experience, and helps them assess their own performance in relation to the learning outcomes set for each element of study.

Summative Assessments:

These are formal assessments and are a means of gauging trainee learning, at a particular point in time, relative to established marking criteria (Learning Outcomes). Summative assessments can occur during as well as at the end of each unit on specific evidence of trainee work, examples as follows:

Portfolio Assessment > is used to assess a variety of projects that have been developed throughout the unit and contained within a single folder or portfolio. Portfolio assessment could take a variety of formats depending on the subject and stipulated by the tutor.

Practical and class-based projects > allow students to apply their theoretical understanding of a specific subject area.

Written Reports > are required in some study areas and these will in some cases be a response to industry briefs, allowing students to reflect real industry requirements and to present work to industry standards through report writing.

Presentations > are used in some subjects to allow students to develop their creative, professional communication and presentation skills, formalising their arguments in a critical manner. When giving presentations students are actively encouraged to embrace new technologies and media in an innovative way where appropriate.

5. Course structures**Subjects**

Marketing Management in Luxury

Luxury Communication Strategies

Luxury Brand Management

Luxury Product Development

Luxury PR and Advertising

Story Telling and Social Media Strategies

Contemporary issues in Fashion & the luxury panorama

Luxury and sustainability

Luxury Marketing Strategic Planning

6. Personal Development Planning**PDP/Individual Development Tutorial**

The Director of Education and the Academic Service support the personal development of students. One-to-one appointments may be made by phone, through the receptionists or by email. Students can expect to be seen almost immediately to discuss any issues they may have.

7. Tutor Responsibilities

The Director of Education has the responsibility for implementing the strategic direction of the courses and the co-ordination of the academic teams and administration, necessary for the successful day-to-day operation of the school.

The Tutors' responsibilities include:

1. all matters pertinent to the proper day-to-day operation of the programme involving leading and supporting students;
2. advice to the Director of Education on appropriate delivery for the continuing development of the programme;
3. recommendations in areas for curriculum development;
4. liaison with the Student Support Officer to ensure appropriate study support is available to students;
5. recommendation of the appropriate level of resource required for the short course;
6. maintaining the quality of educational standards.

8. Student Support Strategy

Istituto Marangoni's departmental policies ensure that various mechanisms are in place to enhance the student experience, in a pedagogic, practical and pastoral way:

- a. programme handbooks provide relevant information to students;
- b. the use of the Library, online resources (where available), and the centre facilities help students to reach the skills and knowledge expected on the course;
- c. Tutors and the Director of Education guide students to the most appropriate help.

Student Support Officers

Istituto Marangoni provides Faculty Student Support Officers, who act as the first point of contact for students for pedagogical counselling.

For matters of pastoral care the Student Support Officers help in:

- finding their way around;
- managing their time;
- dealing with stress;
- exam tips;
- getting the best from their course;
- understanding and applying the School's rules;
- anything else the officers can advise on.

One-to-one appointments may be made by phone, through the receptionists or by email. Where possible students can expect to be seen almost immediately, or contacted to arrange a suitable time.

9. Student Feedback

Student feedback is essential to programme development and student comments are used to enhance both the successful management of the programme and the teaching/learning strategies.

Istituto Marangoni gathers student opinion in a variety of ways, which may include the following:

- Informal contact with the Tutor, through appointments with academic staff;
- Issues will be taken to Programme Reflective Meetings and added to the Annual Academic Monitoring Report;
- Formal Student Representation;
- Final Questionnaire (at the end of a study cycle);
- NPS (Net Promoter Score) Questionnaire (at the end of each academic year).

It would be desirable that students provide details of their identity when giving constructive feedback on the course and teaching methods. There might be occasions when that is not appropriate and Istituto Marangoni recognises such exceptions. In these instances, the programme teams and central support services will ensure that anonymity and confidentiality are respected.