



London TDM

# Marketing and Communication Training Courses

**Course Venue:** United Arab Emirates - Dubai

**Course Date:** From 16 November 2025 To 20 November 2025

**Course Place:** Downtown Dubai

**Course Fees:** 5,000 USD

## Introduction

The "Integrated Marketing Communications (IMC)" course is designed for professionals looking to enhance their understanding and application of cohesive marketing strategies. Over five days, participants will gain insights into effectively combining various marketing channels and tools to deliver a unified and impactful message. The course provides both theoretical knowledge and practical skills, empowering attendees to optimize communication between businesses and their audiences.

- Understand the components and value of IMC.
- Develop skills to create a cohesive IMC strategy.
- Analyze case studies to identify successful IMC practices.
- Utilize modern digital tools in integrated marketing.
- Measure and evaluate the effectiveness of IMC campaigns.

## Course Outlines

### Day 1: Introduction to Integrated Marketing Communications

- Definition and importance of IMC
- IMC vs. traditional marketing communications
- The role of branding in IMC
- Elements of IMC: Advertising, PR, sales promotion, etc.
- Case studies of successful IMC campaigns

### Day 2: Strategic Planning in IMC

- Developing an IMC strategy
- Identifying and segmenting the target audience
- Setting objectives and budgets for IMC
- Creative strategy development
- Aligning communication objectives with business goals

### Day 3: Integrated Use of Marketing Channels

- Selecting the right mix of communication channels
- Role of digital media in IMC
- Integrating social media into the IMC mix
- Leveraging traditional and new media
- Coordinating IMC activities across various platforms

### Day 4: Implementation and Execution of IMC Campaigns

- Developing creative and media plans
- Coordination among marketing teams
- Managing the timing and sequence of communications
- Balancing consistency with flexibility
- Overcoming challenges and barriers in implementation

### Day 5: Evaluation and Measurement of IMC Effectiveness

- Setting KPIs and benchmarks for IMC
- Tools and methods for evaluating campaign success
- Analyzing feedback and adjusting strategies
- ROI in integrated marketing communications
- Continuous learning and improvement in IMC