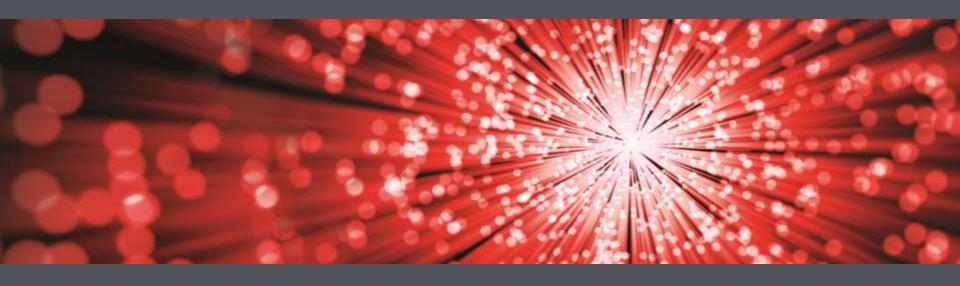
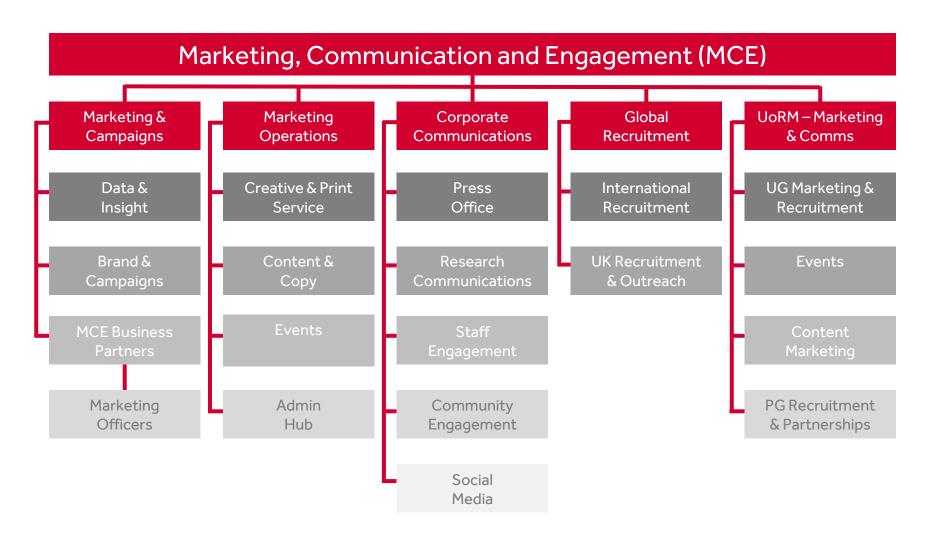


## MARKETING, COMMUNICATION AND ENGAGEMENT



Dawn Aggas, Marketing Business Partner, MCE d.l.aggas@reading.ac.uk







- Strategic marketing planning and development
- Creative and brand strategy
- Market research and insight
- Brand management
- Advertising campaigns
- Relationship management



- Content and copywriting
- Discover Reading
- Creative design studio
- Print reprographics
- Film and photography
- Events
- MCE admin hub



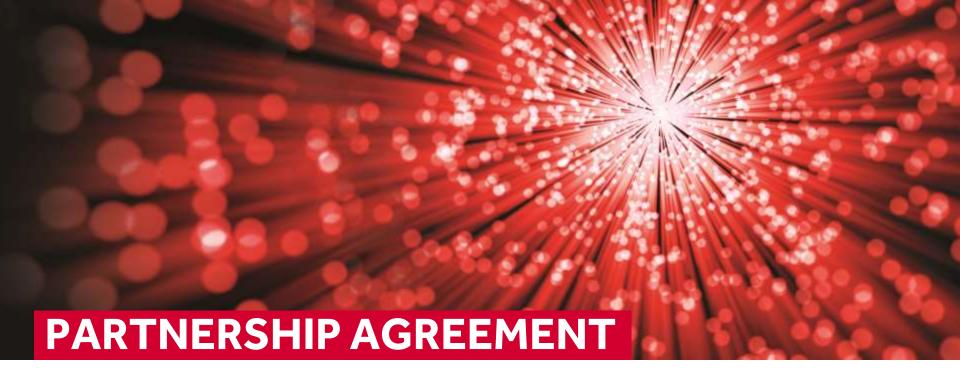
- Press Office
- Research communications
- Internal communications
- Community engagement
- News and media management
- Tone of voice
- Social media



- UK and international student recruitment and outreach (including widening participation)
- Internationalising the university
- Recruiting and managing agents
- Working with international sponsorship bodies



- Representing the centre
- Brand strategy and implementation
- Coordinating marketing plans and activity
- Staff engagement

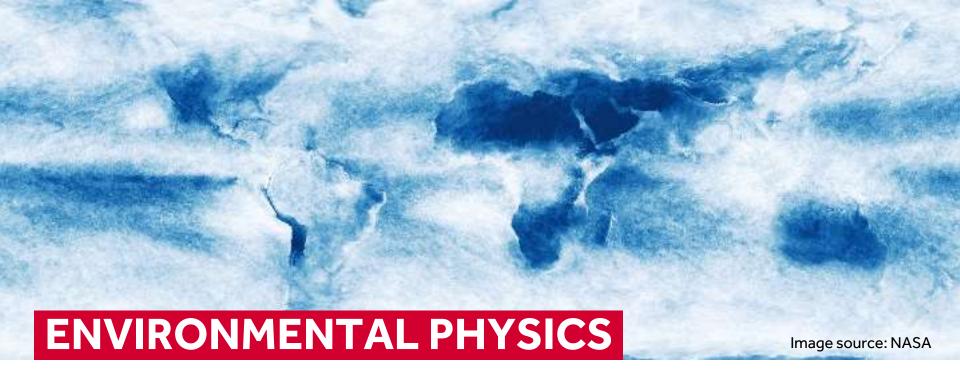


- Under development
- Outline requirements of MCE and Schools
- Intention to hold a set of drop-in MCE roadshow sessions

- Understanding the market
  - Review of undergraduate (UG) Physics market 2013/14 and 2014/15
  - Specialist areas
  - Focus on particular areas of interest: meteorology, environment, satellite, applied



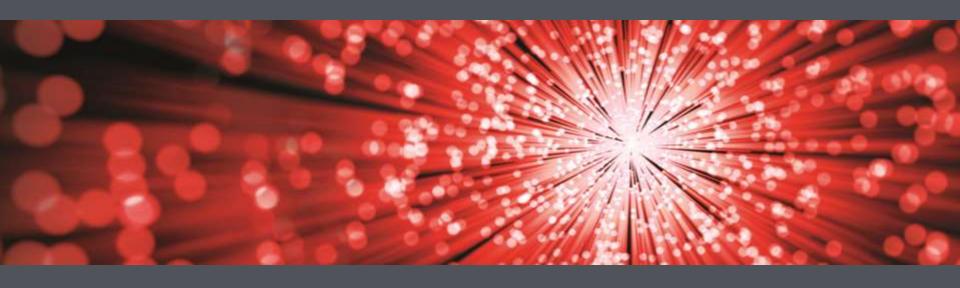
- What has been done to drive applications?
  - Business-as-usual activities, including UCAS/HE and overseas fairs, agent briefings,
    Open Days, targeted communications
  - 'Magnificent Maths' taster days
  - Maths Scholars
  - Year 10 Meteorology day
  - Meteorology Year 12 Climate Seminar
  - Year 11 HE Study Higher event
  - 'Physics' in A-Z of printed UG prospectus and Discover Reading website, plus subject web page



- In the pipeline?
  - Interviews with A level Physics teachers
  - Consider a Met-specific day, for Year 12 in the summer or Year 13 in the early autumn, targeted at students met at UCAS events and Open Days



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