

# NABA

NUOVA ACCADEMIA  
DI BELLE ARTI

# SUMMMER COURSES

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**A.Y. 2025-26**  
**SYLLABUS**

Fashion marketing and  
communication

1<sup>st</sup> session: June 30<sup>th</sup> – July 10<sup>th</sup> 2026

[www.naba.it](http://www.naba.it)



# Fashion marketing and communication

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*Course Structure:* 45 hours – 9 lesson days

*ECTS:* 3 ECTS credits\*

Introductory level

\*ECTS credits only awarded to university students or participants who are completing or have completed a university or academic study path

## **COURSE DESCRIPTION**

This course focuses on the fashion industry through a business and management perspective. It will provide students the necessary tools to understand the dynamic context of Italian and international fashion business. Students will be introduced to fundamentals such as fashion industry sourcing, supply chain, fashion buying cycle, vendor selection and fashion buying decision criteria, retail brand marketing in the fashion industry, internationalization of fashion retailing, international branding, and flagship stores.

## **COURSE OBJECTIVES**

The course has been designed to provide international participants with the necessary tools to understand the dynamic context of the fashion business in Italy and internationally, as well as the key activities in fashion buying, retailing, and merchandising.

Specifically, participants will:

- gain an overview of the fashion industry, examining Italian brands and international market players;
- receive an introduction to fashion buying processes and strategies;
- understand retailing and merchandising principles within the fashion sector;
- explore digital marketing approaches and their application in fashion;
- analyze the role of social media in fashion communication and brand building  
Identify global and ethical issues that affect promotional strategies;
- examine major types of traditional, non-store, and emerging approaches to retail operations.

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## **Contacts**

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## ADMISSION REQUIREMENTS

This course is intended for students who have no background in fashion and for students who are attending or will attend their first year of university studies in art and design.

## OUTPUT

At the end of the course students will have acquired the fundamentals of marketing, the various marketing techniques and activities and their specific employment in the fashion business.

Presentation and discussion of a qualitative analysis of the organizational aspects of the Italian style fashion retailing.

## LIST OF MATERIALS AND TOOLS

- Personal laptop or tablet.
- Smartphone to be used for taking pictures and videos; or an actual camera.

## ATTENDANCE POLICY

Class attendance is required for successful completion of the course. Attendance will be taken every class period. On the last day of classes, instructors will issue a Certificate of successful attendance only to all students who completed at least 80% of the course.

## COURSE POLICY

The Faculty of NABA takes Academic integrity seriously. Instances of academic dishonesty such as plagiarism won't be tolerated. Mobile phones will be kept switched off all the time during class. Use of laptop during classes for personal purposes is forbidden.

## TEACHING METHODS

Learning by doing: a mix of theoretical lessons, field trips and practical workshops.

## Contacts

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## Grading

Total number of ECTS assigned for the successful completion of the course: 3 ECTS

### GRADING SYSTEM

GRADING WEIGHTS	GRADING SCALE				
1. Attendance 30%	Excellent = 90-100				
2. Participation and creative process 40%	Good = 80-89				
3. Final work / final presentation 30%	Average = 70-79				
TOTAL 100%	Below Average = 60-69				
	Poor = 59 or below				
	EXCELLENT 90 -100%	GOOD 80 – 89%	AVERAGE 70 – 79%	BELOW AVERAGE 60 – 69%	POOR BELOW 60%
Attendance (30%)	On time, perfect attendance	Seldom late: attended between 95% and 90 % of the course	Occasionally late: attended between 90 % and 85 % of the course	Occasionally late: attended between 85% and 80% of the course	Frequently late, attended less than 80% of the course: <b>FAILED</b>
Participation and Creative Process (40 %)	Demonstrates strong understanding of the topic & thorough, creative research	Shows good grasp of the topic & good research	Exhibits average comprehension of the topic & average research	Shows some awareness of the topic & below average awareness of research	Has shallow insight into the topic & poor grasp of research
Original Project (Final work/ Final presentation) (30%)	Exhibits exceptional analysis of concepts & production of original proposal	Exhibits exceptional analysis of concepts & production of original proposal	Exhibits average analysis of concepts & production of original proposal	Exhibits below average analysis of concepts & production of original proposal	Exhibits poor analysis of concepts & production of original proposal

## Contacts

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1<sup>st</sup> week

## COURSE SCHEDULE\*

DAY		LESSON-SUBJECT
Day 1 - Tuesday	NABA Staff	Welcome and Registration <ul style="list-style-type: none"><li>• Introduction to the course.</li></ul>
Day 2 - Wednesday		<ul style="list-style-type: none"><li>• Consumer behaviour.</li></ul>
Day 3 - Thursday		<ul style="list-style-type: none"><li>• Fashion marketing.</li></ul>
Day 4 - Friday		<ul style="list-style-type: none"><li>• <i>*Field Trip.</i></li></ul>

\*The Academy reserves the right to:

- amend or cancel courses, change course location or substitute course leaders, professors, guests, visits location;
- make any changes that in our absolute discretion we consider necessary or appropriate for reasons of operational efficiency or due to any other circumstances that are beyond our control.

## Contacts

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# Fashion marketing and communication

2<sup>st</sup> week

## COURSE SCHEDULE\*

DAY	LESSON-SUBJECT
Day 5 - Monday	<ul style="list-style-type: none"><li>• <i>*Field Trip.</i></li><li>• Ground research.</li></ul>
Day 6 - Tuesday	<ul style="list-style-type: none"><li>• Gorilla Marketing.</li><li>• Collaborating .</li></ul>
Day 7 - Wednesday	<ul style="list-style-type: none"><li>• Brand Experience/Mgmt.</li><li>• Presentation prep.</li></ul>
Day 8 - Thursday	<ul style="list-style-type: none"><li>• Presentation prep.</li></ul>
Day 9 - Friday	<ul style="list-style-type: none"><li>• Final Presentation.</li></ul>

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