

I S B A

# Media Excellence Certificate

# Introduction

We know from members of ISBA, that to be successful today's media leaders must keep on top of a landscape that is evolving at a rapid pace. It is vital that they are equipped with the knowledge and skills to deliver change within their business and manage their agencies and media operations to drive media neutral and effective planning.

Our members challenged us to help them navigate this landscape with dedicated learning modules created to meet the very specific requirement of the in-house media leader.

We are therefore delighted to have partnered with The Aperto Partnership to deliver our Media Excellence Programme. The programme enables ISBA members to learn alongside their peers, defining their individual learning goals and at the end create an action plan of measurable objectives.



**Phil Smith,**  
Director General, ISBA



# About The Aperto Partnership

## THE APERTO PARTNERSHIP

The Aperto Partnership is an independent expert media advisory business, with real practitioner expertise in helping advertisers drive business and brand growth through the use of media and building more valuable media agency partnerships. Their team have worked in senior roles client-side at advertisers including Sky, Coca-Cola, Procter & Gamble, PepsiCo and Coty, and agency-side in WPP, Publicis, Omnicom, Havas, IPG and Dentsu.

Consultancy support includes helping advertisers set up their internal media operating models and building effective media agency partnerships, contract, and commercial consultancy, and running media agency pitch processes.

UK brands The Aperto Partnership has worked with include L'Oréal, Barclays, Sky, Specsavers, Direct Line Group, 888 William Hill, MoneySupermarket and TUI.



# About

## Who is the Media Excellence Certificate suitable for?

The Media Excellence Certificate is aimed at media specialists at advertisers and typically, with 7-10 years' experience. Candidates will be heavily involved in the management of media agency relationships and media operations within their company.

To ensure that participants receive the most from the programme, please see the eligibility criteria which can be found at the end of the document.

## How will it be delivered?

Delivered by senior practitioners from The Aperto Partnership, with experience in client-side and media agency roles, and guest speakers from media agencies. The course will be a combination of trainer-led learning and group discussion. Participants will be encouraged to bring their own perspectives to share with the wider group and to connect on a longer-term to build a network of support and advice.

## What is the cost of participating?

Exclusive to ISBA members and based on industry research the price per person is £1,500 plus VAT and limited to four people per member company.

## Timings and dates

The course will run over two full days at ISBA's offices in Covent Garden from 09:00 – 17:00 with refreshments and lunch provided. The first cohort is taking place on Tuesday 7 and Wednesday 8 May followed by Tuesday 11 and Wednesday 12 June 2024.

## How will participants be evaluated?

Before selection for the Media Excellence certificate, applicants will be asked to define their individual learning goals from attending the course.

During the course, attendees will be asked to capture learning outcomes, identifying new learnings and any gaps in knowledge that have been filled, and reflecting on what they can do differently moving forward.

At the end of the training course, attendees will create an action plan of specific, measurable, achievable, relevant, and time-bound objectives, of what they will do differently back within their organisations. They will be encouraged to agree the action plans with their line-managers and team and the value that will add to their companies.

# Key modules

	Modules	Learning outcomes
<b>The role of media in an organisation</b>	<ul style="list-style-type: none"> <li>• What is the role of media within a company?</li> <li>• Different tasks performed by in-house media teams</li> <li>• Structure, resources and capabilities needed</li> <li>• Engaging with other stakeholders in the organisation</li> </ul>	<ul style="list-style-type: none"> <li>• A framework to build an internal media operating model</li> <li>• Setting up a media team for success</li> <li>• Dealing with internal finance stakeholders and demonstrating the contribution of the media team to brand and business outcomes</li> </ul>
<b>Getting the best from a media agency</b>	<ul style="list-style-type: none"> <li>• Setting up to get the best from your media agency</li> <li>• Best practice briefing and feedback</li> <li>• How a media agency works commercially</li> <li>• Aligning goals for effective media planning and buying</li> </ul>	<ul style="list-style-type: none"> <li>• A framework for building an external media agency model</li> <li>• Considerations in setting up the advertiser-media agency partnership to maximise success</li> <li>• Practical methods for leading agency relationships, coaching the agency team for best performance</li> </ul>
<b>The wider media ecosystem</b>	<ul style="list-style-type: none"> <li>• How should the advertiser and media agency work with other partners?</li> <li>• Creative and media agency integration</li> <li>• Working with other third-party media partners, for example measurement, price benchmarking, financial compliance, outdoor specialist, digital verification</li> <li>• Responsibility in the media supply chain</li> <li>• Data, technology and AI</li> </ul>	<ul style="list-style-type: none"> <li>• Considerations for how to make a successful relationship between media, creative and other agency partners</li> <li>• Understanding the roles and potential contribution of different media partners in measuring and optimising agency performance</li> <li>• Approaches to measuring media effectiveness, from attribution to econometrics</li> <li>• Awareness of ways to look at brand safety, ad fraud, sustainability and carbon footprint in the media supply chain</li> <li>• Impact of technology on the media operating model</li> </ul>
<b>Building your media operating model</b>	<ul style="list-style-type: none"> <li>• Working with the right partners</li> <li>• Media agency contract and commercial considerations</li> <li>• Achieving strategic and commercial outcomes without a pitch</li> <li>• Running a competitive media agency pitch</li> </ul>	<ul style="list-style-type: none"> <li>• Approaching an agency contract and commercial negotiation</li> <li>• Understanding how a media agency makes money</li> <li>• Building the best advertiser-media agency contract</li> <li>• Identifying when not to run a pitch</li> <li>• Best-practice principles for running a media agency pitch process</li> </ul>

# Eligibility Criteria

To apply to join Cycle One of ISBA's Media Excellence Certificate please use the form below and submit to [Claudia King](#).

## Current role context

Current Employer/Advertiser:

Job title:

Email address:

Markets responsible for (*local, regional, global*):

Media Agency/ies:

Any media business areas delivered in house:

## Media Experience

How many years' experience in media:

How many years client side:

How many years agency side? (*if applicable*):

How many years vendor side (*if applicable*):

## Problems to solve & learning goals

What are your three biggest media challenges to solve in your role:

[Redacted area]

What are your desired learning outcomes and objectives from the Media Excellence certificate:

What would you like to be different in your organisation after completing the Media Excellence course:

Once you have submitted your application, ISBA and The Aperto Partnership will review your application and get back to you as soon as possible.