MKTG8020
Marketing Theory
Session 1, Special circumstances 2021
Department of Marketing

Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>General Information</td>
<td>2</td>
</tr>
<tr>
<td>Learning Outcomes</td>
<td>2</td>
</tr>
<tr>
<td>General Assessment Information</td>
<td>3</td>
</tr>
<tr>
<td>Assessment Tasks</td>
<td>3</td>
</tr>
<tr>
<td>Delivery and Resources</td>
<td>5</td>
</tr>
<tr>
<td>Unit Schedule</td>
<td>5</td>
</tr>
<tr>
<td>Policies and Procedures</td>
<td>5</td>
</tr>
</tbody>
</table>

Disclaimer
Macquarie University has taken all reasonable measures to ensure the information in this publication is accurate and up-to-date. However, the information may change or become out-dated as a result of change in University policies, procedures or rules. The University reserves the right to make changes to any information in this publication without notice. Users of this publication are advised to check the website version of this publication [or the relevant faculty or department] before acting on any information in this publication.

Notice
As part of Phase 3 of our return to campus plan, most units will now run tutorials, seminars and other small group activities on campus, and most will keep an online version available to those students unable to return or those who choose to continue their studies online.

To check the availability of face-to-face activities for your unit, please go to timetable viewer. To check detailed information on unit assessments visit your unit’s iLearn space or consult your unit convenor.

https://unitguides.mq.edu.au/unit_offerings/140510/unit_guide/print
General Information

Unit convenor and teaching staff
Unit Convener and Lecturer
Riza Casidy
riza.casidy@mq.edu.au
Contact via Email address
3 Management Drive
Tuesday 5 PM

Credit points
10

Prerequisites
Admission to MMktg or (admission to MCom and (MKTG696 or MKTG6096))

Corequisites

Co-badged status
MKTG7020

Unit description
In order to compete effectively in increasingly dynamic markets, firms must be cognisant of the importance of marketing and how it contributes to the achievement of strategic goals. This cognition is enhanced when they can effectively apply marketing theories to solve marketing problems. Marketing theories explain how and why value is created and offered to consumers and captured by the firm. Through appropriate identification and utilization of marketing theory, firms can deal with challenges from consumers as well as markets that may simply go beyond the traditional boundaries that are thought to operate.
In this unit, students will develop knowledge of differing perspectives and schools of thought about marketing theory, and contemporary debates on marketing theory and practice. Students will learn different insights into the foundations and evolution of marketing, and the effectiveness of applying differing perspective and school of thought about marketing theory in specific contexts.

Important Academic Dates
Information about important academic dates including deadlines for withdrawing from units are available at https://students.mq.edu.au/important-dates

Learning Outcomes
On successful completion of this unit, you will be able to:
ULO1: Explain and evaluate diverse marketing theories
ULO2: Explain the foundations and evolution of marketing and marketing theories
ULO3: Critically analyse marketing theories and identify differences and similarities
ULO4: Apply different marketing theory in specific contexts to solve marketing problem

General Assessment Information

Late assessment submissions must also be submitted through the appropriate submission link in iLearn. No extensions will be granted unless an application for Special Consideration is made and approved. There will be a deduction of 10% of the total available marks made from the total awarded mark for each 24 hour period or part thereof that the submission is late. Late submissions will not be accepted after solutions have been discussed and/or made available.

Note: Further information on submitting an Application for Special Consideration can be found at https://students.mq.edu.au/study/my-study-program/special-consideration

Assessment Tasks

<table>
<thead>
<tr>
<th>Name</th>
<th>Weighting</th>
<th>Hurdle</th>
<th>Due</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participatory task</td>
<td>20%</td>
<td>No</td>
<td>Week 1 - 13</td>
</tr>
<tr>
<td>Critical analysis</td>
<td>40%</td>
<td>No</td>
<td>Week 7</td>
</tr>
<tr>
<td>Case study analysis</td>
<td>40%</td>
<td>No</td>
<td>Week 13</td>
</tr>
</tbody>
</table>

Participatory task

Assessment Type ¹: Participatory task
Indicative Time on Task ²: 26 hours
Due: Week 1 - 13
Weighting: 20%

In participatory task, students will be assessed based on the extent of their contribution to discussion, accuracy of their answers to questions, and the relevance of comments and questions to the weekly topic discussed in workshops/forum.

On successful completion you will be able to:
- Explain and evaluate diverse marketing theories
- Explain the foundations and evolution of marketing and marketing theories
- Critically analyse marketing theories and identify differences and similarities
- Apply different marketing theory in specific contexts to solve marketing problem

https://unitguides.mq.edu.au/unit_offerings/140510/unit_guide/print
Critical analysis

Assessment Type 1: Report
Indicative Time on Task 2: 23 hours
Due: Week 7
Weighting: 40%

You are to select one marketing theory / concept from your seminar material, prescribed/recommended readings, or any teaching materials provided to you from Week 1 - Week 5 and explain how the theory has evolved over the years, identify the similarity/differences between this theory and other related theories. Further, you have to apply the chosen theory and recommend how marketing practitioners can address a contemporary marketing issue based on the theory. You have to provide a 2000 words ±10% written analysis.

On successful completion you will be able to:

• Explain and evaluate diverse marketing theories
• Explain the foundations and evolution of marketing and marketing theories
• Critically analyse marketing theories and identify differences and similarities
• Apply different marketing theory in specific contexts to solve marketing problem

Case study analysis

Assessment Type 1: Case study/analysis
Indicative Time on Task 2: 23 hours
Due: Week 13
Weighting: 40%

Written case study analysis requires you to demonstrate an ability to apply marketing theories/concepts you learned throughout the unit to solve marketing problems. You will be given a case study in Week 12 with specific issues/challenges faced by a real organisation. You are then to select two relevant marketing theories / concepts from your seminar material, prescribed/recommended readings, or any teaching materials provided to you. You have to provide a 2000 words ±10% written analysis.

On successful completion you will be able to:

• Critically analyse marketing theories and identify differences and similarities
• Apply different marketing theory in specific contexts to solve marketing problem

https://unitguides.mq.edu.au/unit_offerings/140510/unit_guide/print
1 If you need help with your assignment, please contact:
   • the academic teaching staff in your unit for guidance in understanding or completing this
type of assessment
   • the Learning Skills Unit for academic skills support.

2 Indicative time-on-task is an estimate of the time required for completion of the assessment
task and is subject to individual variation

**Delivery and Resources**

The unit has both face to face and online delivery. The delivery time for this unit is 3 hours per week over 13 weeks period, which consists of:

   • 1 hour online lecture
   • 30 minutes online practical activities related to the lecture content
   • 1.5 hour online/face to face workshop

The unit is delivered in a flipped mode. Students should watch the online lecture and engage in
online practical activities prior to participating in the workshop. In addition to the 3 hours
described above, students are expected to spend a minimum of 3 hours per week for class
preparation and studying the online resources and reading materials.

There is no prescribed textbook for the unit. All required and recommended readings are journal
articles that are accessible on iLearn.

**Unit Schedule**

Please refer to iLearn

**Policies and Procedures**

Macquarie University policies and procedures are accessible from Policy Central (https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central).

Students should be aware of the following policies in particular with regard to Learning and Teaching:

   • **Academic Appeals Policy**
   • **Academic Integrity Policy**
   • **Academic Progression Policy**
   • **Assessment Policy**
   • **Fitness to Practice Procedure**
   • **Grade Appeal Policy**
   • **Complaint Management Procedure for Students and Members of the Public**
   • **Special Consideration Policy** *(Note: The Special Consideration Policy is effective from 4 December 2017 and replaces the Disruption to Studies Policy.)*
Students seeking more policy resources can visit the Student Policy Gateway (https://students.mq.edu.au/support/study/student-policy-gateway). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

If you would like to see all the policies relevant to Learning and Teaching visit Policy Central (https://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central).

**Student Code of Conduct**

Macquarie University students have a responsibility to be familiar with the Student Code of Conduct: https://students.mq.edu.au/admin/other-resources/student-conduct

**Results**

Results published on platform other than eStudent, (eg. iLearn, Coursera etc.) or released directly by your Unit Convenor, are not confirmed as they are subject to final approval by the University. Once approved, final results will be sent to your student email address and will be made available in eStudent. For more information visit ask.mq.edu.au or if you are a Global MBA student contact globalmba.support@mq.edu.au

**Student Support**

Macquarie University provides a range of support services for students. For details, visit http://students.mq.edu.au/support/

**Learning Skills**

Learning Skills (mq.edu.au/learningskills) provides academic writing resources and study strategies to help you improve your marks and take control of your study.

- Getting help with your assignment
- Workshops
- StudyWise
- Academic Integrity Module

The Library provides online and face to face support to help you find and use relevant information resources.

- Subject and Research Guides
- Ask a Librarian

**Student Enquiry Service**

For all student enquiries, visit Student Connect at ask.mq.edu.au

If you are a Global MBA student contact globalmba.support@mq.edu.au

**Equity Support**

Students with a disability are encouraged to contact the Disability Service who can provide appropriate help with any issues that arise during their studies.
IT Help

For help with University computer systems and technology, visit [http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/](http://www.mq.edu.au/about_us/offices_and_units/information_technology/help/).

When using the University's IT, you must adhere to the Acceptable Use of IT Resources Policy. The policy applies to all who connect to the MQ network including students.