MKTG2008
Marketing Management
Session 2, In person-scheduled-weekday, North Ryde 2023

Department of Marketing

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# General Information

<table>
<thead>
<tr>
<th>Unit convenor and teaching staff</th>
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<tbody>
<tr>
<td>Unit Convenor/Lecturer</td>
</tr>
<tr>
<td>Pardis Mohajerani</td>
</tr>
<tr>
<td><a href="mailto:pardis.mohajerani@mq.edu.au">pardis.mohajerani@mq.edu.au</a></td>
</tr>
<tr>
<td>Contact via Email</td>
</tr>
<tr>
<td>Room 238, 4 Eastern Road</td>
</tr>
<tr>
<td>Mondays 4pm-5pm, online or F2F by appointment</td>
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<table>
<thead>
<tr>
<th>Credit points</th>
</tr>
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<tbody>
<tr>
<td>10</td>
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<table>
<thead>
<tr>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>40cp at 1000 level or above including MKTG1001 or MKTG101</td>
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<table>
<thead>
<tr>
<th>Corequisites</th>
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<tbody>
<tr>
<td>MKTG1003 or MKTG203</td>
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<table>
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<tr>
<th>Co-badged status</th>
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<table>
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<tr>
<th>Unit description</th>
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<tr>
<td>In competitive business environments, developing and managing superior value offerings for customers is vital. Managing the marketing offering of a firm is central to market success. To that end, practitioners need to own a set of skills and be able to utilise a mix of tools to target and satisfy their consumers' needs. This unit develops students' knowledge and skills to identify target markets, shape a product mix, deliver value to target markets through a communication mix, identify distribution channels, and formulate a pricing mix. Students develop skills of setting objectives, identifying problems, identifying and evaluating alternatives, and implementing an optimal decision.</td>
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# Important Academic Dates

Information about important academic dates including deadlines for withdrawing from units are available at https://www.mq.edu.au/study/calendar-of-dates

# Learning Outcomes

On successful completion of this unit, you will be able to:

- **ULO1**: Identify and discuss marketing concepts, individually and in collaboration.
- **ULO2**: Critically analyse and communicate marketing management problems and opportunities.
ULO3: Apply and communicate actionable solutions to identify opportunities and solve marketing problems.

General Assessment Information

Late Assessment Submission Penalty (written assessments)

Unless a Special Consideration request has been submitted and approved, a 5% penalty (of the total possible mark) will be applied each day a written assessment is not submitted, up until the 7th day (including weekends). After the 7th day, a grade of '0' will be awarded even if the assessment is submitted. Submission time for all written assessments is set at 11.55pm. A 1-hour grace period is provided to students who experience a technical concern.

For any late submissions of time-sensitive tasks, such as scheduled tests/exams, performance assessments/presentations, and/or scheduled practical assessments/labs, students need to submit an application for Special Consideration.

Assessment Tasks

<table>
<thead>
<tr>
<th>Name</th>
<th>Weighting</th>
<th>Hurdle</th>
<th>Due</th>
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<tbody>
<tr>
<td>Case Study Analysis</td>
<td>35%</td>
<td>No</td>
<td>Week 8</td>
</tr>
<tr>
<td>Marketing Management Report</td>
<td>40%</td>
<td>No</td>
<td>Week 13</td>
</tr>
<tr>
<td>Practice-based activities</td>
<td>25%</td>
<td>No</td>
<td>Weeks 2 to 12</td>
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Case Study Analysis

Assessment Type ¹: Case study/analysis
Indicative Time on Task ²: 22 hours
Due: Week 8
Weighting: 35%

Students are required to individually submit one 1500 +/- 10% word case analysis write-up (35%) via Turnitin. A number of case studies will be nominated. Students are assigned randomly to a case study.

On successful completion you will be able to:
  • Critically analyse and communicate marketing management problems and opportunities.

Marketing Management Report

Assessment Type ¹: Report
Indicative Time on Task ²: 30 hours
Individually, students critically analyse marketing activities/practices of a company and write a 2000-words +/-10% report.

On successful completion you will be able to:
- Critically analyse and communicate marketing management problems and opportunities.
- Apply and communicate actionable solutions to identify opportunities and solve marketing problems.

Practice-based activities

Assessment Type 1: Participatory task
Indicative Time on Task 2: 15 hours
Due: Weeks 2 to 12
Weighting: 25%

Students will participate in weekly in-class activities working collaboratively with peers to examine professional marketing practices.

On successful completion you will be able to:
- Identify and discuss marketing concepts, individually and in collaboration.

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 Writing Centre 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**

**DELIVERY FORMAT**

The unit is delivered in a combination of weekly seminars/lectures and weekly workshops.

Starting from week 1, there will be one-hour pre-recorded seminar/lecture, one and a half
hour (1.5) synchronous workshop which will be online or face-to-face according to students’ enrolment detail and half an hour (0.5) asynchronous workshop (e.g., discussion forum, uploaded videos, articles etc). Students are expected to be active and engaged learners, contributing fully to workshop activities and discussions.

REQUIRED AND RECOMMENDED TEXTS AND/OR MATERIALS

Required Textbook: Philip Kotler and Kevin Lane Keller, Marketing Management, 15th Edition, published by Pearson. Only selected chapters from the textbook will be used. A Pearson custom book version of the textbook, including only the assigned chapters.

Recommended textbooks:


TECHNOLOGY USED & REQUIRED

- The course will make use of iLearn and email for communication with the teaching staff and between students.
- Students will need access to a reliable Internet service to complete this unit.
- Software required: e.g., Word processing, PowerPoint, video/media player, Adobe Acrobat Reader.
- Use of a PC, laptop and smart devices is required to complete tasks on iLearn, to access iLearn for course materials and to read the textbook.

SATISFACTORY COMPLETION OF UNIT

Students are required to accumulate at least 50% of the total marks possible in order to satisfactorily pass this unit.

CLASSES

- Students must familiarise themselves with the unit’s iLearn site.
- Students should access the unit’s iLearn site regularly (minimum twice a week) and check for updates and posts.
- Details of teaching times and locations are available at: https://timetables.mq.edu.au/2023/3.
- Students are expected to participate in classes, be prepared to discuss and participate in
class activities in each week.

- Students are expected to arrive on time and not to leave until the class ends.

**Unit Schedule**

Please refer to iLearn for more detailed information about Unit Schedule.

**Policies and Procedures**

Macquarie University policies and procedures are accessible from Policy Central (https://policies.mq.edu.au). 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
- Assessment Procedure
- Complaints Resolution Procedure for Students and Members of the Public
- Special Consideration Policy

Students seeking more policy resources can visit Student Policies (https://students.mq.edu.au/support/study/policies). It is your one-stop-shop for the key policies you need to know about throughout your undergraduate student journey.

To find other policies relating to Teaching and Learning, visit Policy Central (https://policies.mq.edu.au) and use the search tool.

**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

**Academic Integrity**

At Macquarie, we believe academic integrity – honesty, respect, trust, responsibility, fairness and courage – is at the core of learning, teaching and research. We recognise that meeting the expectations required to complete your assessments can be challenging. So, we offer you a range of resources and services to help you reach your potential, including free online writing an
Macquarie University offers a range of support services for students. For details, visit [http://students.mq.edu.au/support/](http://students.mq.edu.au/support/).

### The Writing Centre

The Writing Centre provides resources to develop your English language proficiency, academic writing, and communication skills.

- Workshops
- Chat with a WriteWISE peer writing leader
- Access StudyWISE
- Upload an assignment to Studiosity
- Complete the 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 Services and Support

Macquarie University offers a range of Student Support Services including:

- **IT Support**
- **Accessibility and disability support** with study support
- **Mental health support**
- **Safety support** to respond to bullying, harassment, sexual harassment and sexual assault
- **Social support including information about finances, tenancy and legal issues**
- **Student Advocacy** provides independent advice on MQ policies, procedures, and processes

### Student Enquiries

Got a question? Ask us via [AskMQ](https://askmq.mq.edu.au/), or contact [Service Connect](https://servicemq.mq.edu.au/).

### 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](https://www.mq.edu.au/about_us/offices_and_units/information_technology/help/policy/). The policy applies to all who connect to the MQ network including students.