# MKTG7020
## Marketing Theory
### Session 1, Online-scheduled-weekday 2024

*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.
General Information

Unit convenor and teaching staff
Unit Convenor
Alena Soboleva
alena.soboleva@mq.edu.au
Contact via email
Thursdays 11 am to 12 pm

Credit points
10

Prerequisites
Admission to MRes

Corequisites

Co-badged status

Unit description
In order to compete effectively in increasingly dynamic markets, firms must be cognizant 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 identify marketing opportunities and 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 to critically analyse marketing theories and identify differences and similarities in marketing theories. Students will apply different marketing theories in specific contexts to identify marketing opportunities and solve marketing problems considering social and environmental issues.

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: Explain and evaluate diverse marketing theories
ULO2: Critically analyse marketing theories and identify differences and similarities
ULO3: Apply different marketing theories in specific contexts to identify marketing opportunities and solve marketing problems considering social and environmental issues.
ULO4: Identify and justify a relevant gap between marketing theory and practice

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>
</tr>
</thead>
<tbody>
<tr>
<td>Practice-based activities</td>
<td>20%</td>
<td>No</td>
<td>Weeks 2-12</td>
</tr>
<tr>
<td>Critical Analysis</td>
<td>40%</td>
<td>No</td>
<td>Week 8</td>
</tr>
<tr>
<td>Essay</td>
<td>40%</td>
<td>No</td>
<td>Week 13</td>
</tr>
</tbody>
</table>

Practice-based activities

Assessment Type 1: Participatory task
Indicative Time on Task 2: 26 hours
Due: Weeks 2-12
Weighting: 20%

In these practice-based activities, 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:

- Critically analyse marketing theories and identify differences and similarities
- Apply different marketing theories in specific contexts to identify marketing opportunities
and solve marketing problems considering social and environmental issues.

Critical Analysis

Assessment Type: Report
Indicative Time on Task: 20 hours
Due: Week 8
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
• Critically analyse marketing theories and identify differences and similarities

Essay

Assessment Type: Essay
Indicative Time on Task: 20 hours
Due: Week 13
Weighting: 40%

Students will be asked to identify a relevant gap between marketing theory and practice in the essay, and recommend future research directions to address this gap – what should marketing theorists do to enhance the relevance of the theories and what should marketing practitioners do to adapt/adopt theories in practice.

On successful completion you will be able to:

• Apply different marketing theories in specific contexts to identify marketing opportunities and solve marketing problems considering social and environmental issues.
• Identify and justify a relevant gap between marketing theory and practice

If you need help with your assignment, please contact:

https://unitguides.mq.edu.au/unit_offerings/164458/unit_guide/print
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**

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 pre-recorded lecture
• 2 hour online/face to face workshop

The unit is delivered in a flipped mode. Students should watch the pre-recorded 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 for more information

**Policies and Procedures**

Macquarie University policies and procedures are accessible from Policy Central ([https://policies.mq.edu.au](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](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.e](https://policies.mq.e))
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 and maths support, academic skills development and wellbeing consultations.

Student Support

Macquarie University provides a range of support services for students. For details, visit 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


Student Enquiries

Got a question? Ask us via AskMQ, or contact Service Connect.

IT Help

For help with University computer systems and technology, visit 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.

Unit information based on version 2024.02 of the Handbook