



# MKTG8006

## Applied Marketing Strategy

Session 2, In person-scheduled-weekday, North Ryde 2024

*Department of Marketing*

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#### **Disclaimer**

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## General Information

Unit convenor and teaching staff

Unit convenor

Kay Naumann

[kay.naumann@mq.edu.au](mailto:kay.naumann@mq.edu.au)

Wednesday 12-1 arrange appointment via email prior

Credit points

10

Prerequisites

MKTG6096

Corequisites

Co-badged status

7006

Unit description

In today's changing marketplace, firms facing intense competition and changing customer demands. In the competitive environment, firms need to scan the market for business opportunities. Orchestrating the right combination of strategies for expansion, extension, and diversification, as well as choosing the right business environment to compete in, are important to achieve organisational goals. This unit develops students' practical competencies to synthesise marketing theories and creatively formulate and implement marketing strategies that respond to market opportunities. Students will learn to assess and critically analyse information to make strategic marketing decisions. Students will practice communicating ideas verbally and in written to potential stakeholders individually and in a group setting to address marketing strategy challenges

## 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:** Synthesise marketing theories and creatively formulate and implement marketing strategies that respond to market opportunities, individually and/or in collaboration with peers

**ULO2:** Assess and critically analyse information to make strategic marketing decisions.

**ULO3:** Communicate ideas verbally and in written to potential stakeholders individually and in a group setting to address marketing strategy challenges.

## 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.

## Case study analysis

Assessment Type **1**: Case study/analysis Indicative Time on Task **2**: 30 hours Due: **Week-6**  
Weighting: **40%**

The case study analysis will assess students' ability to analyse a case, marshal their thoughts and ideas and communicate them in written form. The aim of the case study analysis is to apply theory to solve the case and to defend solutions to the case questions. Length: 2000 words

On successful completion you will be able to:

- Synthesise marketing theories and creatively formulate and implement marketing strategies that respond to market opportunities, individually and/or in collaboration with peers
- Assess and critically analyse information to make strategic marketing decisions.

## Group Presentation

Assessment Type **1**: Presentation Indicative Time on Task **2**: 25 hours Due: **Week-11**  
Weighting: **30%**

Students need to demonstrate their ability to apply marketing strategy concepts, critically evaluating business scenarios, as well as recommending strategic actions of organisations. Team members must also demonstrate their ability to work collaboratively. Using frameworks and concepts from the unit, groups must conduct a comprehensive strategic analysis in response to a brief provided by an industry partner. The project delivery includes an in-class group

presentation and a submission of the presentation slides, including presentation notes. Length: 15 minutes.

On successful completion you will be able to:

- Synthesise marketing theories and creatively formulate and implement marketing strategies that respond to market opportunities, individually and/or in collaboration with peers
- Communicate ideas verbally and in written to potential stakeholders individually and in a group setting to address marketing strategy challenges.

## Written Report

Assessment Type <sup>1</sup>: Report Indicative Time on Task <sup>2</sup>: 25 hours Due: **Week-13** Weighting: **30%**

The individual written report should concisely document the practical application of the relevant strategic marketing concepts and theories. At the conclusion of this assignment, you will be able to show how you applied theory to practice to arrive at your proposed strategic marketing recommendations that help achieve organisational goals. Length: 2000 words

On successful completion you will be able to:

- Assess and critically analyse information to make strategic marketing decisions.
- Communicate ideas verbally and in written to potential stakeholders individually and in a group setting to address marketing strategy challenges.

<sup>1</sup> 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.

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

## Assessment Tasks

Name	Weighting	Hurdle	Due
<a href="#">Written Report</a>	30%	No	Week 6
<a href="#">Group Presentation</a>	30%	No	Week 11

Name	Weighting	Hurdle	Due
<u>Case study analysis</u>	40%	No	Week 13

## Written Report

Assessment Type <sup>1</sup>: Report

Indicative Time on Task <sup>2</sup>: 25 hours

Due: **Week 6**

Weighting: **30%**

The individual written report should concisely document the practical application of the relevant strategic marketing concepts and theories. At the conclusion of this assignment, you will be able to show how you applied theory to practice to arrive at your proposed strategic marketing recommendations that help achieve organisational goals. Length: 2000 words

On successful completion you will be able to:

- Assess and critically analyse information to make strategic marketing decisions.
- Communicate ideas verbally and in written to potential stakeholders individually and in a group setting to address marketing strategy challenges.

## Group Presentation

Assessment Type <sup>1</sup>: Presentation

Indicative Time on Task <sup>2</sup>: 25 hours

Due: **Week 11**

Weighting: **30%**

Students need to demonstrate their ability to apply marketing strategy concepts, critically evaluating business scenarios, as well as recommending strategic actions of organisations. Team members must also demonstrate their ability to work collaboratively. Using frameworks and concepts from the unit, groups must conduct a comprehensive strategic analysis in response to a brief provided by an industry partner. The project delivery includes a group presentation and a submission of the presentation slides, including presentation notes. Length: 15 minutes.

On successful completion you will be able to:

- Synthesise marketing theories and creatively formulate and implement marketing strategies that respond to market opportunities, individually and/or in collaboration with

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- Communicate ideas verbally and in written to potential stakeholders individually and in a group setting to address marketing strategy challenges.

## Case study analysis

Assessment Type <sup>1</sup>: Case study/analysis

Indicative Time on Task <sup>2</sup>: 30 hours

Due: **Week 13**

Weighting: **40%**

The case study analysis will assess students' ability to analyse a case, marshal their thoughts and ideas and communicate them in written form. The aim of the case study analysis is to apply theory to solve the case and to defend solutions to the case questions. Length: 2000 words

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## Delivery and Resources

Delivery and Resources

### Delivery Format

Each week there will be a pre-recorded lecture that students must watch, prior to a 2-hour workshop.

### Required Resources

#### **Prescribed Text**

Marketing Strategy: A Decision-Focused Approach

3rd Edition By Orville C. Walker, John Mullins, Felix Mavondo, John Gountas, Anton Kriz, Carol Osborne

McGraw Hill Education Australia.

## Unit Readings

Weekly unit readings are available via Leganto. Please see unit iLearn site for details

## E-Mail Use

It is University policy that the University issued email account will be used for official University communication. All students are required to access their University account frequently. Only contact Macquarie University staff, using your official MQ student's account because this is one method used to verify your identity.

## Technology Needs

- Use of a PC or laptop is required to complete tasks and to access iLearn/Zoom for course materials
- Software required: E.g., Word processing, PowerPoint, video/media player, Acrobat Reader, Internet Browser.

Please refer to [iLearn](#) for further details of delivery and resources.

## 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 [connect.mq.edu.au](https://connect.mq.edu.au) or if you are a Global MBA student contact [globalmba.support@mq.edu.au](mailto: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](#)
- [Accessibility and disability support](#) with study



- 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 the [Service Connect Portal](#), 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/](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.

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Unit information based on version 2024.04 of the [Handbook](#)