Unit convenor and teaching staff
Unit Convenor, Lecturer
Ivan Ho
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Contact via Email or iLearn
Room 219, 4 Eastern Road
Monday 11-12pm

Credit points
10

Prerequisites
Admission to MMktg and MKTG6096

Corequisites

Co-badged status

Unit description
Marketing technologies driven by artificial intelligence and automation are now dominating the business world, with digitalisation being one of the key factors in driving business success. As organisations continue to face challenges in the pursuit of competitive advantages, new technologies and perspectives have emerged that allow marketers to better create brand and user experiences across digital touchpoints. Building on the traditional role of marketing in creating and enhancing customer value, this unit develops students' knowledge of various technologies that facilitate personalisation, optimisation, and experiential marketing. This unit focuses on bridging the gaps between marketing and technology, strengthening students’ abilities in understanding relevant and sustainable marketing technology strategies, and helping students to develop a digital mindset.

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 apply the role of technology and data in enhancing marketing strategies.
ULO2: Analyse and deploy various marketing practices that use technology to solve problems individually and/or in collaboration with peers.

ULO3: Critically evaluate the capacity for technology to foster sustainable marketing practices.

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>30%</td>
<td>No</td>
<td>Week 3-12</td>
</tr>
<tr>
<td>MarTech Case analysis</td>
<td>40%</td>
<td>No</td>
<td>Week 7</td>
</tr>
<tr>
<td>MarTech Project</td>
<td>30%</td>
<td>No</td>
<td>Week 13</td>
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Practice-based Activities

Assessment Type 1: Practice-based task
Indicative Time on Task 2: 16 hours
Due: Week 3-12
Weighting: 30%

Students will be given the opportunity to complete activities including discussion and practice-based tasks, where they will apply theoretical and practical knowledge.

On successful completion you will be able to:
- Identify and apply the role of technology and data in enhancing marketing strategies.
- Analyse and deploy various marketing practices that use technology to solve problems individually and/or in collaboration with peers.

https://unitguides.mq.edu.au/unit_offerings/167233/unit_guide/print
MarTech Case analysis
Assessment Type 1: Case study/analysis
Indicative Time on Task 2: 26 hours
Due: Week 7
Weighting: 40%

In this case analytical piece (2,000 words +/-10%), students will critically analyse and evaluate the application of marketing technologies in business settings. Students will then apply relevant conceptual knowledge to develop sustainable solutions/practices for marketing problems.

On successful completion you will be able to:
• Identify and apply the role of technology and data in enhancing marketing strategies.
• Critically evaluate the capacity for technology to foster sustainable marketing practices.

MarTech Project
Assessment Type 1: Project
Indicative Time on Task 2: 26 hours
Due: Week 13
Weighting: 30%

In this project, students will conduct research, analyze and evaluate the current marketing technology landscape and digital practices, and design creative, practical, and timely sustainable marketing technology strategies to solve problems, as video presentation. Students will submit 15-minute video presentation with slides, individually.

On successful completion you will be able to:
• Analyse and deploy various marketing practices that use technology to solve problems individually and/or in collaboration with peers.
• Critically evaluate the capacity for technology to foster sustainable marketing practices.

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**

**Teaching and Learning Strategy**

The unit is delivered in a combination of weekly pre-recorded lectures (1 hour) and workshops (2 hours).

Students are expected to be active and engaged learners, contributing fully to workshop activities and discussions.

**Required and recommended texts and/or materials**

There is no prescribed textbook for this unit.

Weekly required readings are available via Leganto. Please refer to iLearn for details.

**Unit Schedule**

Please refer to iLearn for more details.

**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 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
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.

Changes since First Published

<table>
<thead>
<tr>
<th>Date</th>
<th>Description</th>
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<tbody>
<tr>
<td>01/02/2024</td>
<td>Assessment details updated</td>
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Unit information based on version 2024.07 of the Handbook