



MKTG811

Strategic Branding

S1 Day 2019

Department of Marketing

Contents

<u>General Information</u>	2
<u>Learning Outcomes</u>	2
<u>Assessment Tasks</u>	3
<u>Delivery and Resources</u>	5
<u>Unit Schedule</u>	7
<u>Learning and Teaching Activities</u>	7
<u>Policies and Procedures</u>	7
<u>Graduate Capabilities</u>	9
<u>Changes from Previous Offering</u>	12
<u>Global Contexts & Sustainability</u>	12
<u>Research and Practice</u>	12

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General Information

Unit convenor and teaching staff

Unit Convenor

Abas Mirzaei

abas.mirzaei@mq.edu.au

Contact via 0298508560

4ER (E4A), Room 639

Wednesdays 2-3pm

Credit points

4

Prerequisites

BUS651 or MKTG696 or MGNT607 or (admission to MMktg and 8cp at 800 level)

Corequisites

Co-badged status

MKTG711

Unit description

Brands are important assets for firms. For firms developing strong brands and managing them over time is crucial in sustaining competitive advantages. For consumers brands are also valuable. Because they facilitate consumers' decision making and add uniqueness to the consumption experiences. This unit develops students' knowledge of brand management. Students will learn how to analyze and evaluate critical aspects of branding such as brand elements, brand identity, brand portfolios, and architecture. The unit will also focus on developing student knowledge about how to launch and manage brands over time and across geographic boundaries and what branding strategies should be applied under different market dynamics.

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:

Critically evaluate branding theories and concepts

Analyse and evaluate critical aspects of branding such as brand elements, identity and architecture

Develop branding strategies to launch new brands

To work effectively in teams in developing branding solutions

Assessment Tasks

Name	Weighting	Hurdle	Due
Start-up Branding	60%	No	Weeks 7 &11-13
Unit Participation	20%	No	Weeks 2 - 12
Start-up Simulation Game	20%	No	Weeks 8, 9 & 10

Start-up Branding

Due: **Weeks 7 &11-13**

Weighting: **60%**

This assessment has two components: Group Presentation (30%), and Individual Report (30%).

Group Presentation (30%)

Title Start-up Branding Assessment Description Start-up branding assessment is designed to develop branding strategies for new businesses and start ups. In teams, students will be developing branding strategies to launch a start-up. Students will be presenting their start-up branding strategies, demonstrating their knowledge of branding concepts such as brand positioning and identity, visual and verbal brand elements, and brand communications. Type of Collaboration Students will work in groups however the output will be assessed individually.

Submission

Groups to present face-to-face in lectures.

A copy of presentation slides to be submitted online through Turnitin

Length

25-minute presentation, followed by 5 minutes class discussion.

Up to 25 slides, excluding references.

Marking Criteria and Format To be posted on iLearn unit page Due Date Weeks 11, 12 & 13

Individual Report (30%),

Title **Factors Influencing the Success/Failure of Start-up Branding** Task Description

Students will prepare and submit an individual report on start-up branding success/failure factors, recommending strategies to increase the success rate of brand launch. Students are expected to review the literature on start-up branding, and brand launch, critically analyzing and discussing the success and failure factors in launching a new brand.

Type of Collaboration Individual Submission **Online through Turnitin** **Length** 2500 words (+/- 10% accepted), excluding references and appendix (if needed). **Marking Criteria and Format** To

be posted on iLearn unit page Due Date **Week 7** Late Submission 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 (for example, 25 hours late in submission – 20% penalty). This penalty does not apply for cases in which an application for Special Consideration is made and approved. No submission will be accepted after solutions have been posted.

On successful completion you will be able to:

- Critically evaluate branding theories and concepts
- Analyse and evaluate critical aspects of branding such as brand elements, identity and architecture
- Develop branding strategies to launch new brands
- To work effectively in teams in developing branding solutions

Unit Participation

Due: **Weeks 2 - 12**

Weighting: **20%**

Due: **Continuous** Weighting: 20%

Unit participation:

Title Unit Participation Task Description

Students participation will be assessed throughout the semester according to the level of genuine contribution both face-to-face (in lectures) and online (iLearn):

Engagement in lectures:

Answering questions, asking questions, commenting on lecture materials, and participating in group presentations Q&A.

Engagement online on iLearn,

Contributing to online branding discussion forum, posting interesting brand-related content and commenting on other students' posts. Online participation and engagement will be marked every two weeks starting from week 2.

Type of Collaboration Individual Submission Face-to-face and Online (iLearn) Marking criteria To be posted on iLearn Due date Ongoing

On successful completion you will be able to:

- Critically evaluate branding theories and concepts
- Analyse and evaluate critical aspects of branding such as brand elements, identity and

architecture

Start-up Simulation Game

Due: **Weeks 8, 9 & 10**

Weighting: **20%**

Title Start-up Brand Positioning Simulation Game Task Description

In groups, students will compete to position a new or enhanced product. This assignment enables students to enhance their knowledge of market structure and effective product positioning. Students will also be able to critically evaluate brand perceptions, and make brand positioning decisions placing their product in a space that matches consumers' preferences.

Type of Collaboration Group and Individual Submission and Length

Groups submit their decisions online through the simulation game, from week 8 to week 10.

Also, an individual reflection report of 500 words, outlining the rationale for the decisions made to be submitted online through Turnitin in week 10.

Marking Criteria To be posted on iLearn unit page Due date Weeks 8, 9 & 10.

On successful completion you will be able to:

- Critically evaluate branding theories and concepts
- Analyse and evaluate critical aspects of branding such as brand elements, identity and architecture
- To work effectively in teams in developing branding solutions

Delivery and Resources

Delivery of unit material

- This unit utilizes a flip class mode, a mix of online and face-to-face. Weekly unit materials will be released on Sunday evenings, covering material for the week ahead. It is expected that students will allocate enough time toward their participation in this unit.
- It is expected that students will be prepared for each week's activities, and participate in class learning activities and discussions until the session ends.

Unit resources:

Prescribed textbook

Aaker, D. (2014). Aaker on branding: 20 principles that drive success. Morgan James Publishing.

Useful Journals

- Journal of Brand Management
- Harvard Business Review

- Journal of Marketing
- Journal of Academy of Marketing Science
- Journal of Marketing Research
- Psychology & Marketin
- Journal of Consumer Research
- Journal of Advertising Research
- Journal of Retailing
- European Journal of Marketing
- Journal of Business Research
- California Management Review
- International Journal of Advertising
- Journal of Advertising
- Journal of Consumer Psychology
- Marketing Letters
- Journal of Marketing Communications
- Journal of Retailing and Consumer Services
- Journal of Product & Brand Management

Internet sites of interest

<http://www.cmo.com.au/>

<http://www.adnews.com.au/>

<http://www.wpp.com/wpp/marketing>

<http://www.omnicomgroup.com>

<http://www.brandingstrategyinsider.com>

<http://zenithoptimedia.com/zenith/marketers-portal>

<http://www.campaignbrief.com>

<http://www.mumbrella.com.au>

<http://adage.com/>

<http://economist.com/>

This unit gives students the opportunity in assignments to practice applying research findings to real life brand management and sustainable business contexts and problems in global and local settings.

Technology used and required

Students are required to learn how to use MS PowerPoint, word processing, and learning management systems (a link to iLearn is [here](#))

Satisfactory completion of unit

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

Unit Schedule

The timetable for the unit can be found using the following link: <https://timetables.mq.edu.au/>

Learning and Teaching Activities

Unit Participation

Throughout the semester, strategic branding theories and concepts will be discussed, and all students are encouraged to contribute to class discussions. Links are established during class discussion between theory and both personal experience and industry practice in an international setting. This allows for the perspectives of students from different cultural backgrounds. Youtube, and a variety of other audio-visual materials are used to stimulate discussion and provide dramatic, real-life examples of how brands are managed in local and global contexts. Weekly lecture notes will be posted on iLearn each Sunday evening.

Policies and Procedures

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

Undergraduate students seeking more policy resources can visit the [Student Policy Gateway \(htt](#)

[ps://students.mq.edu.au/support/study/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](http://staff.mq.edu.au/work/strategy-planning-and-governance/university-policies-and-procedures/policy-central) (<http://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/study/getting-started/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 improve your marks and take control of your study.

- [Workshops](#)
- [StudyWise](#)
- [Academic Integrity Module for Students](#)
- [Ask a Learning Adviser](#)

Student Services and 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.

Student Enquiries

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

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.

Graduate Capabilities

PG - Capable of Professional and Personal Judgment and Initiative

Our postgraduates will demonstrate a high standard of discernment and common sense in their professional and personal judgment. They will have the ability to make informed choices and decisions that reflect both the nature of their professional work and their personal perspectives.

This graduate capability is supported by:

Learning outcome

- Develop branding strategies to launch new brands

PG - Discipline Knowledge and Skills

Our postgraduates will be able to demonstrate a significantly enhanced depth and breadth of knowledge, scholarly understanding, and specific subject content knowledge in their chosen fields.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate branding theories and concepts
- Analyse and evaluate critical aspects of branding such as brand elements, identity and architecture

Assessment tasks

- Start-up Branding
- Unit Participation
- Start-up Simulation Game

PG - Critical, Analytical and Integrative Thinking

Our postgraduates will be capable of utilising and reflecting on prior knowledge and experience, of applying higher level critical thinking skills, and of integrating and synthesising learning and knowledge from a range of sources and environments. A characteristic of this form of thinking is the generation of new, professionally oriented knowledge through personal or group-based critique of practice and theory.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate branding theories and concepts
- Analyse and evaluate critical aspects of branding such as brand elements, identity and architecture
- To work effectively in teams in developing branding solutions

Assessment tasks

- Start-up Branding
- Unit Participation
- Start-up Simulation Game

Learning and teaching activities

- Throughout the semester, strategic branding theories and concepts will be discussed, and all students are encouraged to contribute to class discussions. Links are established during class discussion between theory and both personal experience and industry practice in an international setting. This allows for the perspectives of students from different cultural backgrounds. Youtube, and a variety of other audio-visual materials are used to stimulate discussion and provide dramatic, real-life examples of how brands are managed in local and global contexts. Weekly lecture notes will be posted on iLearn each Sunday evening.

PG - Research and Problem Solving Capability

Our postgraduates will be capable of systematic enquiry; able to use research skills to create new knowledge that can be applied to real world issues, or contribute to a field of study or practice to enhance society. They will be capable of creative questioning, problem finding and problem solving.

This graduate capability is supported by:

Learning outcomes

- Critically evaluate branding theories and concepts
- Analyse and evaluate critical aspects of branding such as brand elements, identity and architecture

Assessment tasks

- Start-up Branding
- Unit Participation
- Start-up Simulation Game

PG - Effective Communication

Our postgraduates will be able to communicate effectively and convey their views to different social, cultural, and professional audiences. They will be able to use a variety of technologically supported media to communicate with empathy using a range of written, spoken or visual formats.

This graduate capability is supported by:

Learning outcomes

- Develop branding strategies to launch new brands
- To work effectively in teams in developing branding solutions

Learning and teaching activities

- Throughout the semester, strategic branding theories and concepts will be discussed, and all students are encouraged to contribute to class discussions. Links are established during class discussion between theory and both personal experience and industry practice in an international setting. This allows for the perspectives of students from different cultural backgrounds. Youtube, and a variety of other audio-visual materials are used to stimulate discussion and provide dramatic, real-life examples of how brands are managed in local and global contexts. Weekly lecture notes will be posted on iLearn each Sunday evening.

PG - Engaged and Responsible, Active and Ethical Citizens

Our postgraduates will be ethically aware and capable of confident transformative action in relation to their professional responsibilities and the wider community. They will have a sense of connectedness with others and country and have a sense of mutual obligation. They will be able to appreciate the impact of their professional roles for social justice and inclusion related to national and global issues

This graduate capability is supported by:

Learning outcomes

- Develop branding strategies to launch new brands
- To work effectively in teams in developing branding solutions

Learning and teaching activities

- Throughout the semester, strategic branding theories and concepts will be discussed, and all students are encouraged to contribute to class discussions. Links are established during class discussion between theory and both personal experience and industry practice in an international setting. This allows for the perspectives of students from

different cultural backgrounds. Youtube, and a variety of other audio-visual materials are used to stimulate discussion and provide dramatic, real-life examples of how brands are managed in local and global contexts. Weekly lecture notes will be posted on iLearn each Sunday evening.

Changes from Previous Offering

Final exam was replaced with a simulation game on brand positioning from Harvard Business Publishing. While all the other assessment tasks (group and individual) were kept, the topics for group presentation and individual report were changed. Also the weighting of assessment items were revised.

Global Contexts & Sustainability

The lecture content speaks very specifically, and in detail, to the real challenges and benefits of branding within the global context. Sustainability, as it relates to brand management, is covered in course lecture materials.

Research and Practice

This unit uses research from specialist brand management, brand management, consumer behaviour, and business journals.

This unit gives students the opportunity in assignments to practice applying research findings to real life brand management contexts and problems.

This unit also gives students the opportunity to conduct research.