

# Marketing Management - *Online*

MRKT 231-550

Winter session, 2018

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## **INSTRUCTOR:**

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## **COURSE OBJECTIVES:**

- To introduce students to the concepts & theories that comprise marketing management
- To help students assess and solve practical marketing problems
- To develop students' understanding of the role of marketing in an organization
- To provide a foundation for advanced marketing and other business courses



## **GRADING**

Your course grade will be computed as follows:

Chapter Quizzes: 30%

Homework Assignments: 40%

Discussion Forums: 30%

## **QUIZZES**

There will be a quiz corresponding to each chapter being covered. Each quiz will consist of 20 multiple choice questions. You will have 45 minutes to complete each quiz.

## **HOMWORK ASSIGNMENTS**

Homework assignments correlate with the chapters in the textbook. The assignments help to assess your knowledge of the key concepts learned in the chapter and also allow you to apply these concepts to business applications.

## **DISCUSSION FORUMS**

During the course, questions will be posted for class discussion online. You are required to post an answer to the question(s) and **respond to at least one other student's posting**. Your grade for this part of the course is based on the quantity and quality of your participation in these discussion forums.

## GRADING DISCUSSION FORUMS

Discussion Forums are graded based on the quality of your original posting to the question(s) as well as your participation in the overall discussion. The more that you demonstrate knowledge acquired from the chapter, the higher your grade will be. This is done by linking concepts learned in the chapter to your answer. In addition, adding relevant information from personal experiences or using examples acquired from other sources will also improve your grade. Lastly, similar to a classroom, the more you participate by responding to other students' postings, the higher your grade. Remember, both quality and quantity count when it comes to having an effective "discussion"! We all can learn from each other.



## TEXTBOOK

**The book required for this course is:**

**Marketing: An Introduction**  
**12th Edition (the 11<sup>th</sup> edition is fine as well)**  
**Authors: Armstrong & Kotler**  
**Publisher: Pearson/Prentice Hall**  
**[www.pearsonhighered.com](http://www.pearsonhighered.com)**  
**ISBN: 978-0-13-345127-6**

## **COURSE STRUCTURE – tentative (subject to changes)**

**This Winter session course is divided into 3 weeks:**

***Week 1: December 26 - January 2***

***Week 2: January 3 - 9***

***Week 3: January 10 - 16***

We will cover 4 chapters each week. For each chapter, there will be a **quiz** as well as either a **personal homework assignment** or a **class discussion** pertaining to the material being covered in that chapter.

Each week, you'll see a new "announcement" that will inform you of the chapter assignments due that coming week. All quizzes and assignments will be due within one week on a Monday evening at midnight. Therefore, you have the entire week to complete all the quizzes and assignments for the four chapters being covered that week.

Given the nature of this condensed course, it is important to keep up with the work and to NOT wait until the last day to complete all your quizzes and assignments. "Failed technology" is not an excuse for missing any work so give yourself plenty of time. **There is a 15 point penalty imposed on all work submitted past the due date.**

***\*This is a tentative schedule and is subject to change.***