

School of Marketing and International Business

MARK 101 PRINCIPLES OF MARKETING (DISTANCE)

Trimester 3, 2012

COURSE OUTLINE

Names and Contact Details

The Course Coordinator, Dr. Aaron Gazley, can be contacted by email: aaron.gazley@vuw.ac.nz. Your first point of contact should be the course tutors through the online discussion boards on Blackboard.

Trimester Dates

Teaching Period: from Monday 7 January 2013 to Friday 15 February 2013

Examination Period: from Monday 18 February to Saturday 23 February 2013 (inclusive)

Withdrawal from Course

1. Your fees will be refunded if you withdraw from this course on or before one full week after the first class.
2. The standard last date for withdrawal from this course is 5 February 2013.

After 5 February 2013, students forced to withdraw by circumstances beyond their control must apply for permission on an '*Application for Associate Dean's Permission to Withdraw Late*' including supporting documentation. The application form is available from either of the Faculty's Student Customer Service Desks.

Class Times and Room Numbers

As this is a distance course, there are no class times.

The final examination for MARK 101 will be held at Victoria University sometime between the dates listed above.

Course Delivery

All course content is located on your USB/Flashdrive. Your assessment and communication with classmates, tutors and the lecturer are accessed through Blackboard.

USB/Flashdrive

Instructions on how to run the USB/Flashdrive are on the USB/Flashdrive for both Windows and Mac users.

Blackboard

Once you have selected MARK 101 distance in Blackboard, please click on the discussion link on the left hand side and you will see the group you have been assigned to.

Group Work

There is no group work in MARK 101 Distance.

Expected Workload

It is expected that between video lectures, video cases studies, interactivities, assigned readings and discussion board postings you should spend at least 10-14 hours per week. It is vital that you meet all mandatory course assessments according to established dates and times.

Course Learning Objectives

By the end of this course, students should be able to:

1. Describe commonly used marketing concepts and terminology.
2. Summarise the main marketing tools of products and services, pricing, distribution and communications.
3. Explain social responsibility and ethics, as they pertain to marketing.
4. Describe marketing in New Zealand with respect to Pacific Basin and global perspective.
5. Analyse marketing problems associated with the processes involved in making marketing decisions and present coherent solutions to such problems.
6. Organise and explain processes involved in the preparation of marketing strategies and plans.

Course Content

Note: As this is a distance course, all course content is located on your USB/Flashdrive. Your assessment and communication with classmates, tutors and the lecturer are accessed through Blackboard. As a quick reference, the course is broken down into 10 modules as follows:

SECTION 1 – INTRODUCTION TO MARKETING

Module 1.1 - Creating Customer Value and Building Relationships — Fundamental Concepts of Marketing

Module 1.2 - Strategic Marketing Planning

Module 1.3 - Marketing Opportunities and the Market Environment

SECTION 2 – UNDERSTANDING MARKETS

Module 2.1 - Market Research

Module 2.2 - Market Segmentation

Module 2.3 - Buyer Behaviour

Module 2.4 - Product Planning and Pricing

SECTION 3 – MEETING THE MARKET

Module 3.1 - Marketing Channels and the Supply Chain

Module 3.2 - Marketing Communication

Module 3.3 - New Product Development and the Product Life Cycle

Readings

The prescribed textbook is:

Marketing: The Core, Kerin *et al*, McGraw Hill, 2008

Please order your book through Vic Books either on (04) 463 5515 or enquiries@vicbooks.co.nz.

Materials and Equipment

You will have received an USB/Flashdrive containing course lectures, notes and interactive exercises.

Silent non-programmable calculators are permitted in the final examination.

Assessment

Assessment in MARK 101 is comprised of weekly compulsory discussion board postings, two internet exercises, and one online multi-choice test prior to a final examination. For more details, please refer to the 'Terms Requirements and Assessment' section of the 'Assessment' folder in Blackboard.

Assessment Breakdown

Assessment	Date	Value	Objectives Assessed
Multi-Choice Test	From 9am until 8pm, Wednesday 30 th January	20%	1, 2
Internet Exercise	Friday 8 th February 2013, 8pm (2500 Words)	20%	3, 4, 5, 6
Final Examination Period	18 th -23 rd February 2013 (3 Hours)	60%	1, 2, 4, 5, 6
Total		100%	

Penalties

There will be a 10% deduction for each day that the internet exercise is submitted late.

Use of Turnitin

Student work provided for assessment in this course may be checked for academic integrity by the electronic search engine <http://www.turnitin.com>. Turnitin is an on-line plagiarism prevention tool which compares submitted work with a very large database of existing material. At the discretion of the Head of School, handwritten work may be copy-typed by the School and submitted to Turnitin. A copy of submitted materials will be retained on behalf of the University for detection of future plagiarism, but access to the full text of submissions will not be made available to any other party.

Examinations

Students who enrol in courses with examinations are obliged to attend an examination at the University at any time during the formal examination period. The final examination for this course will be scheduled at some time during the following period:

18 – 23 February 2013

It is possible to sit the exam away from Wellington but you will have to pay the cost in doing so. Contact the Commerce Exams Coordinator, Robyn McCallum (robyn.mccallum@vuw.ac.nz) for more details.

Mandatory Course Requirements

- Contribute to **all** 10 compulsory discussion boards and you must not post late for more than 2 of these discussions.
- Complete the internet exercises.

- Complete the practice multi-choice test.
- Complete the online multi-choice test during the prescribed timeframe.
- Achieve at least 40% in the final examination.

Communication of Additional Information

For any course content related questions or course administration queries or problems, please first go into the appropriate *Discussion Board*. For unresolved queries relating to the above issues, contact Aaron Gazley, the MARK 101 Course Coordinator, email: aaron.gazley@vuw.ac.nz.

Link to general information

For general information about course-related matters, go to <http://www.victoria.ac.nz/vbs/studenthelp/general-course-information>

Note to Students

Your assessed work may also be used for quality assurance purposes, such as to assess the level of achievement of learning objectives as required for accreditation and academic audit. The findings may be used to inform changes aimed at improving the quality of VBS programmes. All material used for such processes will be treated as confidential, and the outcome will not affect your grade for the course.
