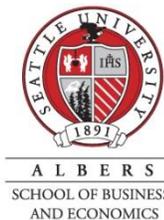


MKTG 5170: Marketing Management (2019 Fall Quarter)
Section: MKTG 5170-01



Class Schedule:	Monday 6 p.m. to 9 p.m. (please note the end time)
Class Location:	Pigott 202
Instructor:	Dr. Ajay T. Abraham
E-Mail:	abrahama@seattleu.edu (best contact method)
Office:	Pigott 521
Phone:	206-296-5709
Office Hours:	Monday 4:30 p.m. to 5:30 p.m. or by appointment

Course Description

This course helps develop essential knowledge and skills for effectively planning, implementing, and controlling the marketing activities of an organization, including the psychological and quantitative aspects. The focus is on the application of basic marketing concepts and principles as well as strategic decision-making for achieving and sustaining competitive advantages in the marketplace. Together, we will explore marketing and how its key principles, such as marketplace, customer value, marketing metrics, marketing strategy, consumer and buyer psychology, marketing mix, digital marketing, and sustainable marketing, interact with each other. Regardless of your focus area, the foundations from this course will serve you in good stead as you enter the workplace or as you take more advanced courses in marketing and other disciplines.

By design, this course is a survey of key principles, so we will explore only some of them in depth. However, my hope is that the course gives you enough of a flavor of these principles to apply them in the workplace or to whet your appetite for more specialized courses that cover them in greater depth. The course will use a combination of lectures, article/case discussions, assignments, and projects to introduce you to the principles and to help you apply them in more realistic settings. The team project is especially designed to enhance your teamwork, communication, and analytical skills. This is a course that will challenge you, just like the organizations that you already are or will soon be working at. You will get as much out of the course as you put into it, so please be prepared to work hard as there is no sustainable shortcut for success, either in life or in this course!

NOTE: Basic Marketing or MBA 5215 prerequisite. Students who have taken MBA 5170 cannot take this class.

Learning Outcomes

It is expected that upon completion of this course, you will be able to:

- Exhibit an understanding of the key elements of marketing.
- Evaluate and create marketing plans, and effectively make marketing decisions.
- Apply marketing theory, data, and analyses (qualitative & quantitative) to tactical decisions.
- Identify, analyze, and solve marketing problems using qualitative & quantitative tools.
- Demonstrate strong teamwork, communication, and analytical skills.

Course Materials

The following **required textbook** will be used: “*Marketing Management*” by *Philip Kotler* and *Kevin Keller* (**15th edition**), published by Pearson. You may use any of the following versions (please note that prices are approximate):

- Regular version (*ISBN-13 978-0-13-385646-0*): New/used copies are available for purchase/rent at the SU Bookstore and/or Amazon.com. Prices start at \$223 for new purchases, with rentals starting at \$37. Used copies are available from \$196 onward.
- Student Value Edition/Loose leaf version (*ISBN-13 978-0-13-423693-3*): New/used copies are available for purchase at Amazon.com. Prices start at \$190 for new purchases, and \$117 for used copies.
- eTextbook: Available for purchase/rent at Amazon.com and/or CourseSmart (now acquired by VitalSource). The price is \$90 for purchases and \$60 for rentals.
- Other editions/versions such as the International/Global Edition, or the 14th Edition. However, if you use any of these editions/versions, it is your responsibility to be aware of the differences in content, page numbers, etc. as course information will be based only on the 15th Edition (US).

I have provided pricing information to help you select an option that works best for you. However, I encourage you to please do your own research too as prices change. If you are getting the textbook shipped, please ensure that it reaches you in time and, if you are renting, please ensure that the return date allows you to use the book to prepare for the final exam.

Cases for class discussion will be available for **purchase online** (details will be provided in class). The course also has **required supplemental readings**, which will be posted on Canvas either as files or as links to websites. Canvas will also host other course-related information such as the syllabus, announcements, assignments, etc. Please **monitor Canvas on a regular basis to remain up to date with the course**.

IMPORTANT: Class lectures, slides, and other materials are **copyrighted**, and they may not be reproduced for anything other than personal use without my **prior written consent**.

Grading

Team Project	
Three Ideas	2.5%
Situation and SWOT Analysis	5%
Segmentation, Targeting, and Positioning (STP)	10%
Marketing Plan Presentation	7.5%
Marketing Plan Report	15%
Individual Assignments	
Gillette Case Write-Up	10%
Quantitative Exercises	10%
Individual Examination	20%
Attendance, Class Participation, and Professionalism	20%
TOTAL	<hr/> 100%

In the interest of fairness to students who might be doing assignments/examinations at an alternative schedule, please **do not discuss assignments/examinations with anyone without my consent**.

Doing well on written submissions requires answering all questions, being specific in your responses, providing in-depth analyses and reasoning, evaluating alternatives (where applicable), avoiding logical/factual inconsistencies, being grammatically accurate, and adhering to the submission guidelines. At the same time, **full marks are reserved for truly exceptional work**.

Your performance will be evaluated relative to the rest of the class rather than solely on absolute scores. Accordingly, your final letter grade will be determined based on a combination of your absolute scores and your performance relative to other students in the course. At the university level, A is exceptional, B is good, C is adequate, D is poor, and F is failing, so we will closely follow these descriptors in our course too, but I reserve the right to “curve” as needed in order to benefit students.

Team Project

Everyone will take part in a team project that involves applying course concepts in the context of a company. Each team will address a (marketing) challenge facing a company by designing an **original marketing plan (not taken from any other source)** over the course of the quarter. You can identify relevant challenges from your current or previous work experience, or by going through the recent news for articles relating to the company of your choice.

You will be assigned into teams, and your team will have the opportunity to analyze your chosen company’s current situation, to decide the segmentation, targeting, and positioning (STP), and to develop and present in a marketing plan the specific marketing-mix elements and break-even analyses that you think will address your chosen challenge. You will provide the following deliverables: the written Three Ideas, the written Situation Analysis and SWOT Analysis, the written STP, and the final Marketing Plan in-class presentation and report.

Early in the quarter, you will submit ideas for challenges faced by three different companies (one challenge per company), which I will evaluate to determine the best one in terms of appropriate scope for a team project, and then you can start working on the same. Some examples of appropriate marketing challenges include:

- Launching a new product or service.
- Entering a new market (market segment or geography).
- Repositioning an existing product or service (to the same market segment or to a new one).

As this is a team project, it is important that you can contribute effectively in a team environment. Toward this end, you will be asked to submit peer evaluations, and your **final score on each of the team project components may be adjusted to reflect others’ evaluations of your contributions**. Please also remember that **a team submission is not simply a document with four or five parts written by four or five individuals** that are then appended to each other. A high-quality submission reflects consistency and uniformity of formatting, notation, terminology, usage, and writing style throughout the submission, so please ensure that you adequately integrate any parts that you may be working on separately. When you allocate project responsibilities, it might be helpful to include integration as a specific responsibility.

Please plan on meeting as a team outside of class hours, and feel free to use technology to conduct virtual team meetings, but also try to have in-person meetings. Just before or after class might be a good time to discuss the team project in person. A good use of team meetings is to prepare

individually beforehand and to then discuss your inputs in the meeting rather than to use the meeting time to think about something for the first time. Finally, feel free to use your project team as a study group if that might be helpful for course aspects unrelated to the team project, but please **do not collaborate with other teams or individuals on the project.**

Individual Assignments

One assignment is a case write-up that is designed to evaluate your ability to comprehensively analyze a given situation, to determine the key challenge(s) at hand, to formulate/evaluate multiple courses of action, and to choose between these options with an explanation of your decision-making process. The other assignment will be a set of quantitative exercises that is designed to evaluate your understanding of concepts such as demand forecasting, customer lifetime value, etc.

Please note that these are individual assignments; therefore, you are expected to **work on them entirely by yourself.** You are welcome to discuss with others class material and generic concepts that apply to the assignments, but please **do not discuss specific numbers or situations in the exercises/cases.** Please also note that you are expected to work on the assignments **without referring to any solutions that might exist on the Internet or from other sources.**

Individual Examination

One out-of-class examination will be given at the end of the quarter. **The examination is to be done independently,** and no make-up examinations will be given for unexcused reasons. If you are unable to take the examination as scheduled (for genuine reasons, e.g., academic scheduling conflict, serious illness, a death in the family, a court appearance), it is your responsibility to contact me prior to the time of the examination and to provide a valid written excuse for your absence (e.g., a doctor's note).

The examination will be enabled on Canvas, and it is due by 11:59 p.m. on December 9th (Monday). All material covered in the course (e.g., textbook reading, supplemental articles/cases, in-class content, etc.) is fair game for the examination. The examination may include objective-type and short-answer questions and/or a short article/case that you must read and answer some questions based on. **Doing well requires regularly preparing the readings and cases for each class, paying attention in class, participating in our class discussions, and working seriously on the assignments and team project.**

Attendance, Class Participation, and Professionalism

Our class meetings are designed to make you to think critically about course concepts. We can do this only if you prepare for and attend class regularly and if you are an active participant in our class discussions, which facilitates deeper learning. Active participation requires not just paying attention to what your classmates and I say, but also **regularly and respectfully contributing to our class discussions.** Some class activities require group work, so attendance, while not mandatory, is important. Therefore, please **let me know before a class** if you cannot attend. In the case of **two or more absences due to illness,** I reserve the right to request documentation signed by a health care professional. At the same time, you are responsible for class content and announcements – e.g., changes to assignments or readings – even if you are absent.

Your goal is to make comments that advance the class discussion. Please get to know each other by name and respond thoughtfully to each other's comments. High-quality contributions will increase

your participation score, but low-quality quantity will not. One way to participate is to offer your opinion; however, asking questions about the topic under discussion is also important (e.g., “Okay, I understand the distinction between these two concepts, but how would we actually implement this if we were marketing practitioners?”). Participation in the case discussions and more conceptually challenging discussions may be weighted heavier toward determining your overall score. One of the best ways for you to feel comfortable participating in our class discussions is to read and think about the assigned material before class. **It is your responsibility to be fully prepared for each class.** Therefore, please do the **assigned readings before class** and be prepared to talk about them as you might be called upon.

Additionally, to optimize the learning experience, **please do not use laptops, tablets, or other electronic devices (e.g., cell-phones, iPods, etc.) in class** unless otherwise specified, and please keep these devices switched off or in silent mode. Additionally, please refrain from audio and/or video recording of any classroom activities. Violations of these policies might affect your grade, and any exceptions require **prior agreement**.

Academic Honesty and Integrity

Seattle University is committed to the principle that academic honesty and integrity are important values in the educational process. Academic dishonesty in any form is a serious offense against the academic community. Punishment for dishonesty ranges from a zero for the specific assignment to expulsion from the university. Acts of academic dishonesty will be addressed according to the Seattle University Academic Honesty Policy. The policy can be found at <https://www.seattleu.edu/media/redhawk-axis/registrar/registrar-policies/Academic-Integrity-2011-3.pdf>.

If you're unsure whether a particular action is acceptable according to the Academic Honesty Policy, please **check with me before engaging in it**. Let us avoid any unnecessary unpleasantness!

Submission Guidelines

Unless otherwise specified, all individual and team project submissions must be **submitted on Canvas by 11:59 p.m. on the due date**. If you are using the **Canvas mobile app**, please **cross-check that your submission has been uploaded** because students have reported issues with the app in the past. Please pay attention to spacing, spelling, punctuation, grammar, etc. so that your submissions are professionally done. In order to keep things consistent across the entire class, please use **letter-sized documents (8.5" x 11") with one-inch margins and double-spaced Arial 11 pt font**. Page limits (to practice precision without sacrificing content) will be communicated separately for each assignment. To encourage professionalism, submissions that do not adhere to the specified guidelines might be penalized. Additionally, late submissions might be considered as non-submissions and might not receive credit. At the same time, in case of any extenuating circumstances, please let me know ahead of time, and I will try to determine a fair solution.

In order to maximize your learning and the professionalism of your submissions, please use the university's various academic resources; for more details, see www.seattleu.edu/learningcommons.

It is also important that we adhere to standards of academic integrity when we use content from other sources. Toward this end, for all individual and team submissions, please make sure that you properly **cite your original sources and provide complete references** along with your submission. You are free to use whichever citation format you choose to, but please ensure that you are consistent across all citations and references. It is especially important to note that, according to

some academic standards, it is considered inappropriate to use more than three consecutive words from a source without citing the source. It is also considered inappropriate not to use quotation marks in addition to a citation when you are using the same phrasing as a source. Please pay special attention to these oft-overlooked aspects because it is our collective responsibility to make ourselves aware of how things that we take for granted might constitute violations of academic integrity and to take appropriate preventive action. **Additional resources about plagiarism are available at <http://www.plagiarism.org>.** When in doubt, please err on the side of caution!

Academic Resources

- Library and Learning Commons (<https://www.seattleu.edu/learningcommons>) (This includes: Learning Assistance Programs, Research [Library] Services, Writing Center, Math Lab).
- Academic Integrity Tutorial (found on Canvas and SU Online).

Academic Policies on Registrar website (<https://www.seattleu.edu/redhawk-axis/academic-policies>)

- Academic Integrity Policy.
- Academic Grading Grievance Policy.
- Professional Conduct Policy (only for those professional programs to which it applies).

Support for Students with Disabilities

If you have, or think you may have, a disability (including an 'invisible disability' such as a learning disability, a chronic health problem, or a mental health condition) that interferes with your performance as a student in this class, you are encouraged to arrange support services and/or accommodations through Disabilities Services staff located in **Loyola 100, (206) 296-5740**. Disability-based adjustments to course expectations can be arranged only through this process.

Notice on Religious Accommodations

It is the policy of Seattle University to reasonably accommodate students who, due to the observance of religious holidays, expect to be absent or endure a significant hardship during certain days of their academic course or program. Please see, Policy on Religious Accommodations for Students (<https://www.seattleu.edu/media/policies/Policy-on-Religious-Accommodations-for-Students---FINAL.PDF>).

Office of Institutional Equity

Title IX of the Education Amendments of 1972 (Title IX) prohibits discrimination based on sex in educational programs or activities that receive Federal financial assistance. This prohibition includes sexual misconduct, which encompasses sexual harassment and sexual violence. Seattle U remains committed to providing a safe and equitable learning, living, and working environment. Seattle U offers emergency, medical, and other support resources, as well as assistance with safety and support measures, to community members who have experienced or been impacted by sexual misconduct.

Seattle U requires all faculty and staff to notify the University's Title IX Coordinator if they become aware of any incident of sexual misconduct experienced by a student.

For more information, please visit <https://www.seattleu.edu/equity>. If you have any questions or concerns, you may also directly contact the Title IX Coordinator in the Office of Institutional Equity (**e-mail:** ois@seattleu.edu; **phone:** 206.296.2824).

Confidentiality, Reporting Obligations, and Counseling

There might be situations in which you wish to share information confidentially with me. Although it is my sincere desire to maintain confidentiality, please be aware that faculty and staff are legally obliged to report certain kinds of information. Therefore, please check with me before any potential disclosure, or else you may directly contact Counselling and Psychological Services (CAPS), the Student Health Center, or Campus Ministry for confidential support and medical services. Additionally, if you feel overwhelmed with academic or life issues, please contact CAPS for trained professionals who can help you in a personalized manner.

Feedback

I welcome your comments and appreciate your suggestions. If you would like to provide feedback to me on a specific lecture or on how you think the course is going in general, please feel free to see me during office hours or to send me an e-mail message.

Syllabus and Course Schedule

I have prepared a syllabus that is as accurate and comprehensive as possible. However, there might be situations (e.g., emergencies) that warrant changes. In such cases, this syllabus is subject to reasonable changes, and the changes will be announced in class or on Canvas, with a new syllabus posted on Canvas.

Please note that the following schedule **may change marginally in order to optimize learning**, with the changes being announced in class or on Canvas. I may also occasionally supplement this schedule with additional readings and discussion questions, which will also be announced as relevant. It is your responsibility to keep up with announced changes.

Date	Topic	Readings/Notes	Submissions
M 9/30	Understanding Marketing Management	<ul style="list-style-type: none"> Textbook: Chapters 1 and 2 	
Su 10/6	Submission		Student Information Form due by 11:59 p.m.
M 10/7	Marketing Information; Forecasting; Marketing Research	<ul style="list-style-type: none"> Textbook: Chapters 3 and 4 Case: Eastman Kodak Company 	
Su 10/13	Submission		Gillette case write-up due by 11:59 p.m.
M 10/14	Loyalty; Consumer, Business, and Global Markets	<ul style="list-style-type: none"> Textbook: Chapters 5, 6, 7, and 8 Case: Gillette Indonesia 	
Su 10/20	Submission		Team Project: Three Ideas due by 11:59 p.m.

Date	Topic	Readings/Notes	Submissions
M 10/21	Segmentation, Targeting, and Positioning (STP); Branding; Competition	<ul style="list-style-type: none"> Textbook: Chapters 9, 10, 11, and 12 Case: Barco Projection Systems 	
Su 10/27	Submission		Team Project: Situation Analysis and SWOT Analysis due by 11:59 p.m.
M 10/28	Products; Services; New Product Development (NPD)	<ul style="list-style-type: none"> Textbook: Chapters 13, 14, and 15 Case: Optical Distortion Inc. 	
M 11/4	Pricing; Channels	<ul style="list-style-type: none"> Textbook: Chapters 16, 17, and 18 Case: JC Penney 	
F 11/8	Submission		Team Project: STP due by 11:59 p.m.
M 11/11	Veteran's Day: No Classes		
Su 11/17	Submission		Quantitative Exercises due by 11:59 p.m.
M 11/18	Integrated Marketing Communications (IMC): Mass Communications, Digital Communications	<ul style="list-style-type: none"> Textbook: Chapters 19, 20, and 21 Case: Dove 	
M 11/25	Integrated Marketing Communications (IMC): Personal Communications; Holistic Marketing	<ul style="list-style-type: none"> Textbook: Chapters 22 and 23 Scientific American article: The Science of Persuasion Case: Fair & Lovely vs. Dark is Beautiful 	
Su 12/1	Submission		Team Project: Presentation due by 11:59 p.m.
M 12/2	Team Project Presentations; Course Wrap-Up	<ul style="list-style-type: none"> Team project presentations Course summary 	
M 12/2	Submission		Team Project: Report and Peer Evaluations due by 11:59 p.m.
M 12/9	Submission		Examination due by 11:59 p.m.

Summary of Submissions

Date	Submissions
Su 10/6	Student Information Form due by 11:59 p.m.
Su 10/13	Gillette case write-up due by 11:59 p.m.
Su 10/20	Team Project: Three Ideas due by 11:59 p.m.
Su 10/27	Team Project: Situation and SWOT Analysis due by 11:59 p.m.
F 11/8	Team Project: STP due by 11:59 p.m.
Su 11/17	Quantitative exercises due by 11:59 p.m.
Su 12/1	Team Project: Presentation due by 11:59 p.m.
M 12/2	Team Project: Report and Peer Evaluations due by 11:59 p.m.
M 12/9	Examination due by 11:59 p.m.