**Syllabus – Fall 2011**

**Version 8/30/11**

Please note syllabus may be updated. Speaker date may change, etc.

**MKT 310 - Principles of Marketing**

Section 2: T, TH; 3:00–4:15pm

Section 3: T, TH; 4:30–5:45pm

Instructor:

**Jennifer Keysor, MBA**

Preferred Email: [surfmediaenterprises@yahoo.com](mailto:surfmediaenterprises@yahoo.com); Cell: 818-314-7634

Office Hours: Sage Office, #2042

Mondays 5:30pm–7:30pm or by appointment

**Course Description:**

Three hours lecture per week. Presents and analyzes the fundamental principles, methods and procedures in modern marketing: planning, pricing, distribution, and promotion. Topics include creating customer value and satisfaction, strategic planning, marketing process and environment, research and information systems, consumer markets and consumer buyer behavior, business markets and business buyer behavior, segmentation, product and services strategy, new-product development and product life cycle strategies, pricing, communications, direct and on-line marketing, and social responsibility and marketing ethics.

**Course Learning Outcomes:**

1. Analyze and present orally and in writing the fundamentals of marketing and its use in all organizations, public and private.
2. Formulate and describe orally and in writing strategies businesses employ to both attract new customers and keep existing ones.
3. Develop and present orally and in writing solutions for the complex and critical decisions management must face *before* a product or service is advertised or sold.

**Text**: Kotler and Armstrong. Principles of Marketing. Prentice-Hall (14th Edition; ISBN 10: 0-13-216712-3) Some supplementary reading will be assigned throughout the course. The supplementary materials will be provided for you, available at the library or accessible by the web. This textbook is required the first day of class and must be brought to all classes. An e-book version is available online through Coursesmart.com.

**Learning Objectives:**

* Discuss fundamentals of marketing, and its importance in business strategy.
* Evaluate and create effective marketing strategies and solutions.
* Develop, write and present an effective, comprehensive team marketing plan..

**Course Requirements:**1. Ten Textbook/Lecture Quizzes (open book- online/blackboard) 10 points each 100 points

3. One Written Case Study (plus outline assignment) 50 points

4. Exam 1 100 points

5. Exam 2 100 points

6. Marketing Plan (Team Project-written paper and oral pres + outline) 100 points

7. Class participation: Classroom activities, attendance, discussions 50 points

**Total 500 points**

**Grading Structure:**

Points Final Grade

465-500 A

450-464 A-

440-449 B+

415-439 B

400-414 B-

390-399 C+

365-389 C

350-364 C-

300-349 D

Below 300 F

Withdrawals and incompletes will be allowed under the policies in the Student Handbook (with proof of a student’ situation).

**Policies**

**Disabilities Statement:**

Cal State Channel Islands is committed to equal educational opportunities for qualified students with disabilities in compliance with Section 504 of the Federal Rehabilitation Act of 1973 and the Americans with Disabilities Act (ADA) of 1990. The mission of Disability Accommodation Services is to assist students with disabilities to realize their academic and personal potential. Students with physical, learning, or other disabilities are encouraged to contact the Disability Accommodation Services office at (805) 437-8510 for personal assistance and accommodations.

**Academic Dishonesty:**

1. Academic dishonesty includes such things as cheating, inventing false information or citations, plagiarism and helping someone else commit an act of academic dishonesty. It usually involves an attempt by a student to show possession of a level of knowledge or skill that he/she does not possess.

2. Course instructors have the initial responsibility for detecting and dealing with academic dishonesty. Instructors who believe that an act of academic dishonesty has occurred are obligated to discuss the matter with the student(s) involved. Instructors should possess reasonable evidence of academic dishonesty. However, if circumstances prevent consultation with student(s), instructors may take whatever action (subject to student appeal) they deem appropriate.

3. Instructors who are convinced by the evidence that a student is guilty of academic dishonesty shall assign an appropriate academic penalty. If the instructors believe that the academic dishonesty reflects on the student's academic performance or the academic integrity in a course, the student's grade should be adversely affected. Suggested guidelines for appropriate actions are: an oral reprimand in cases where there is reasonable doubt that the student knew his/her action constituted academic dishonesty; a failing grade on the particular paper, project or examination where the act of dishonesty was unpremeditated, or where there were significant mitigating circumstances; a failing grade in the course where the dishonesty was premeditated or planned. The instructors will file incident reports with the Vice Presidents for Academic Affairs and for Student Affairs or their designees. These reports shall include a description of the alleged incident of academic dishonesty, any relevant documentation, and any recommendations for action that he/she deems appropriate.

4. .The Vice President for Student Affairs shall maintain an Academic Dishonesty File of all cases of academic dishonesty with the appropriate documentation.

5. Student may appeal any actions taken on charges of academic dishonesty to the "Academic Appeals Board."

6. The Academic Appeals Board shall consist of faculty and at least one student.

7. Individuals may not participate as members of the Academic Appeals Board if they are participants in an appeal.

8. The decision of the Academic Appeals Board will be forwarded to the President of CSU Channel Islands, whose decision is final.

**No late assignments/tests:**

Tests and assignments will not be accepted late. Case studies are submitted through the blackboard digital dropbox prior to due date class time. It is your responsibility to ensure that you have used blackboard properly so I can retrieve your documents. Do not send case studies to me by email. If you miss a quiz/test, there is no make-ups unless you have an emergency (i.e. medical) with proof of situation. There are no makeups for the Final Marketing Plan/Presentation on Finals day.

**Note about Exam 1 & 2 and Marketing Plan Speaker /Final Marketing Plan Presentations: These are mandatory classes. There will be no makeup. If you miss the class day that the Exams or Marketing Plans are given, you will get an “F” for the Exam or Project.** (You will only be excused due to urgent situations with proof, i.e. medical emergency, etc. and you are required to contact me via my cell phone 818-314-7634 as soon as possible.)

**Online Quizzes:** Online quizzes will be avail in advance before the due date on Blackboard. These are open book. You must take these alone, no teaming up (honor code). You also cannot copy and paste text into the field boxes, must be original content. There are 10 quizzes. Applicable quizzes are due before start of class. No makeups. It is advised to take them early in case of any unforeseen issues.

**No Cell phones/No Texting**: As a rule, the phone needs to be turned off unless you need to receive an urgent call --do not answer cell phone calls during class. If you need to receive an urgent text or call during class, please set your phone on silent mode, and take the call/text outside. Frequent interruptions will hurt your participation grade. Note: **Texting** during class is not allowed and you will be dismissed from the class period if texting.

**Laptops:** Are closed the entire class period unless otherwise advised. It is recommended you bring paper to class for notes. There are exceptions toward the end of the semester when you meet with your teams, and will be noted in class.

**Writing Standard**: The standard of writing is that of an upper division class. Students should have already achieved correct grammar and punctuation skills; those who have not should catch up by asking for help from the writing center or studying The Elements of Style. Poor writing will count against your assignment’s grade. References/Bibliographies can be either in the MLS or AP style. Note about handwriting legibility: If I can’t read it, it doesn’t count.

**Leaving Class Early:** If you must leave class early, please inform me **before** class. Arriving late or leaving early more than a few times will affect your participation grade. Please do not leave early on the days of Final Project presentations or you will be penalized. You are not allowed to leave class during an exam until you are finished.

**Contacting the Professor:** The best way to reach me is my ***personal email***—although, sometimes it may take up to 48 hours to reply. If you need a response within 24 hours, it is best to call me on my cell phone (818-314-7634). My email address is [surfmediaenterprises@yahoo.com](mailto:surfmediaenterprises@yahoo.com). Please do not text me unless it is urgent.

**Disclaimer**: Information contained in this syllabus, other than that mandated by the University, may be subject to change with advance notice, as deemed appropriate by the instructor.

**Schedule:**

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| Week # | **Dates** | **Topic/ChapterReading Due Before Class** | **Test/Quiz/Assignment Due\*** |
|  |  |  |  |
| 1 | Aug 30 | Syllabus Review, Overview, Marketing Introduction |  |
|  | Sept 1 | 1. Marketing: Creating and Capturing Customer Value |  |
| 2 | Sept 6 | 2. Company and Marketing Strategy | Online Quiz Chapter 1-2 |
|  | Sept 8 | 3: Analyzing the Marketing Environment |  |
| 3 | Sept 13 | 4. Managing Marketing Info to Gain Customer Insights | Online Quiz Chapter 3-4 |
|  | Sept 15 | 5. Consumer Markets and Consumer Buyer Behavior |  |
| 4 | Sept 20 | 6. Business Markets/Business Buyer Behavior | Online Quiz Chapter 5-6 |
| Sept 22 | 7. Customer Driven Marketing Strategy |  |
| 5 | Sept 27 | 8. Products, Services and Brands | Online Quiz Chapter 7-8 |
| Sept 29 | Case Study Review/9. New Product Development |  |
| 6 | Oct 4 | 10. Pricing: Understanding/Capturing Customer Value | Online Quiz Chap 9-10 |
| Oct 6 | Chapters 1-10 Review |  |
| 7 | Oct 11 | Study for Exam 1 | **Exam 1 (Chapters 1-10, Appendix 1, Lecture)** |
|  | Oct 13 | 11. Pricing Strategies |  |
| 8 | Oct 18 | 12. Marketing Channels: Delivering Customer Value | Online Quiz Chap 11-12 |
|  | Oct 20 | 13. Retailing and Wholesaling | Case Study Outline Due |
|  | Oct 25 | 14. Communicating Customer Value: IMC | Online Quiz Chap 13-14 |
| 9 | Oct 27 | 15. Advertising and Public Relations | **Case Study Paper Due** |
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| 10 | Nov 1 | 16. Personal Selling and Sales Promotion | Online Quiz Chap 15-16/ Team Assignments |
| Nov 3 | 17. Direct and Online Marketing | **Marketing Plan Speaker\*** |
| 11 | Nov 8 | 18. Creating Customer Value | Online Quiz Chap 17-18 |
| Nov 10 | 19/20. The Global Marketplace /Sustainable Marketing |  |
| 12 | Nov 15 | Chapters 11-20 Review | Online Quiz Chap 19-20 |
| Nov 17 | Study for Exam 2 | **Exam 2 (Chapters 11-20, Appendix 1, Lecture)** |
| 13 | Nov 22 | Meet with Teams | Review of Marketing Plan |
| Nov 24 | Holiday | **Thanksgiving: No class** |
| 14 | Nov 29 | Review Marketing Plan outline |  |
|  | Dec 1 | Meet with teams outside of class/write Marketing Plan | **Marketing Plan Outline Due/Review** |
| 15 | Dec 6 | Meet with teams/write marketing Plan | Team Meetings with Instructor/ Marketing Plan Questions |
| Dec 8 | Marketing Plan Review, Meet with Teams outside of class | Marketing Plan Work |
| 16 | Dec 13 or 15 | **FINAL: Marketing Plan Presentations- All Groups**  **Section 2 (3-4:15 pm class) THUR Dec 15, 4-6 pm**  **Section 3 (4:30-5:45) TUES Dec 13, 4-6 pm** | **Marketing Plan Paper & Oral Presentations Due. Mandatory Attendance.** Hard Copy Turned in and Digital Files submitted to Dropbox .Peer Reviews Completed before final**.** |

* Online Quizzes must be complete before class begins and will be avail at least a week before due date. It is mandatory for you to attend the Marketing Plan Speaker Day, Exam Days and FINAL day. The days scheduled for speakers may change due to speaker availability.