

**Principles of Marketing
MARK 3000
Course Syllabus**

TERM Fall 2007
 8:00 – 9:15 SLC 102
 12:30 – 1:45 SLC 102

INSTRUCTOR

Name ***Dr. Kimberly Grantham***
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 Please do not call my home after 9 pm or on Sunday.

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OFFICE HOURS

Tues./Thurs. 9:45 – 10:45 am
And by appointment

REQUIRED TEXT AND COURSE MATERIAL

MKTG, Lamb, Hair, and McDaniel, 2007-2008 edition.
This is a new text. There are no used editions. Price = \$50.00

COURSE DESCRIPTION

This survey course examines the ways organizations satisfy consumer and organizational needs and wants for product and services. Emphasis is placed on how the elements of the marketing mix are used to provide the customer satisfaction in the marketing of goods and services, both domestically and internationally.

PREREQUISITES

Prerequisites: ACCT 2101 and MIST 2090 or CSCI 1100.
Final class rosters will be reviewed after Drop/Add. Any student not meeting prerequisites will be administratively withdrawn from the class.

COURSE OBJECTIVES/EXPECTED LEARNING OUTCOMES

Upon completion of this course, the student should be able to:

- Define and explain the marketing concept and related technology
- Explain the importance of target markets and understand segmentation and positioning
- Understand and be able to apply the elements of the marketing mix
- Explain the importance of and the basic methodologies of marketing research
- Know the differences between domestic and international marketing environments and understand how strategies need to be adjusted
- Identify and appropriately respond to ethical issues faced by the marketing managers

TOPICAL OUTLINE

- Definition of Marketing and the Marketing Concept
- Marketing Environment including current demographic and economic data
- Marketing ethics including AMA code of ethics
- Introduction to marketing research
- Consumer Buyer Behavior
- Organizational Buyer Behavior
- Target Marketing and Segmentation
- Product issues
- Pricing issues
- Promotional issues
- Place issues including channels and distribution strategies
- International Marketing
- Services Marketing
- Marketing planning
- Internet Marketing

EVALUATION METHODS

Final course grades will be based upon your performance on the following:

Exam 1	20%
Exam 2	20%
Exam 3	20%
Comprehensive final	20%
In class activities/homework	<u>20%</u>
Total	100%

You will be able to drop the lowest of any of the above, with the four remaining items each counting as 25% of your grade.

Final letter grades will be assigned using the following cut-off points.

A	93 and above
A -	90 – 92.9
B +	87 – 89.9
B	83 – 86.9
B -	80 – 82.9
C +	77 – 79.9
C	73 – 76.9
C -	70 – 72.9
D	60 – 69.9
F	59.9 or below

EXAMS AND MAKE-UP POLICY

Exams will be closed book and will cover the text, assigned readings, and all material covered in class including lectures, cases, and guest presentations. Exams, except for the final, may include both objective (multiple choice, true/false) and open-ended (short answer and essay) questions. Make-up exams will be given only for very unusual and serious absences (hospitalization, major illness, family funeral, university sponsored mandatory activity, jury duty). In any other case (minor illness, advising appointment, job interview, etc.) if you miss an exam, that exam will be counted as your one “drop”.

CLASS CANCELLATION POLICY

If the university is closed on the day of a scheduled exam, the exam will be held on the next class day. If classes are cancelled the class day before an exam is scheduled, the exam will be rescheduled with the new date announced during the next class meeting.

STUDENTS WITH DISABILITIES

Students with disabilities who require reasonable accommodations in order to participate in course activities or meet course requirements should contact the instructor during regular office hours or by appointment.

ATTENDANCE POLICY

The course will be conducted on a lecture/discussion basis. The lecture will cover the assigned topic, but will not necessarily cover the material as presented in the text. **You are expected to attend all classes. Numerous exercises, mini-cases and quizzes will be assigned in class and will be collected and graded on a random basis. You must be present for the entire class period to receive credit for any in-class activity. In addition, homework may be assigned.** The lowest of these activity/homework grades will be dropped and the remainder will be averaged to count as your in-class grade. Quizzes and in-class activities can not be made up. They may be excused under very specific circumstances (hospitalization, a family funeral, jury duty, or university sponsored mandatory activity).

A seating chart will be created on August 21st. **Anyone who has no graded assignments nor has signed his/her name to the seating chart by the end of class on August 28th will be dropped from the class for non-attendance.**

Course notes, announcements, and other postings will be available in Blackboard. Please check the course postings and instructions in Blackboard before coming to each class. To access Blackboard:

- <http://terry.blackboard.com>
 - **Select login button in upper left**
 - **Blackboard Username Matches UGA MyId**
 - **Password = Last 4 digits of Social Security Number**
 - **Chapter notes under “Course Material”**
 - **Handouts on Blackboard use:**
http://www.terry.uga.edu/oit/instructional/blackboard_handouts.php
- Please call 542-6799 or Email help@terry.uga.edu with all Blackboard questions.**

ACADEMIC INTEGRITY

All academic work must meet the standards contained in “A Culture of Honesty.” All students are responsible to inform themselves about those standards before performing any academic work. Please review the policy at <http://www.uga.edu/honesty>.

Specifically for this class, all exams, quizzes, and homework assignments are to be individual work. For each in-class exercise, the exercise instructions will clearly indicate whether the assignment is to be individual or group work. Each of the following activities is considered to be a violation of test taking and exercise taking procedures in this course. I will automatically institute academic dishonesty procedures if any of these activities occur.

- reading another student’s exam booklet or scantron during an exam
- allowing another student to read your exam booklet or scantron during an exam
- sharing information about exam questions on an exam which you have taken with any other student, prior to the time graded exams are returned.
- removing an exam booklet for exams 1, 2, and 3 from the classroom prior to the time that the exam has been returned after grading

ACADEMIC INTEGRITY (continued)

- removing the exam booklet for the final from the classroom at any point in time
- recording, in any format, questions from any exam during the exam period
- ***having a cell phone visible during an exam period***
- having notes, review sheets, or textbook content visible during an exam period
- wearing headphones of any kind
- using any physical materials or any source other than your own knowledge during an exam
- including the name of a person who is not present on a submitted group activity
- collaborating (discussing approaches, possible answers) on homework assignments
- copying someone else's homework assignment

WITHDRAWAL POLICY

The midpoint withdrawal date this semester is October 12th. Any withdrawals after that time are automatically assigned a grade of WF by the university, regardless of your performance to date in the class. Withdrawals made before that time will reflect your grade in the class up to the point of withdrawal.

CLASS CONDUCT

This is a business course and I will conduct it in a professional manner. Class will start and end on time. ***Please do not arrive late or leave early.*** Do not read the newspaper, work the crossword puzzle, or do assignments for other classes while in the classroom. Because of the size of the class, "side discussions" are particularly disruptive. In order to learn, all of you must be able to hear what is going on. Therefore, please do not talk with your neighbors during class. ***Please turn off all cell phones upon entering the classroom and no cell phone should be visible*** during class time. All Ipods™ and other similar devices must be turned off and put away. Do not use a computer during class, unless it is used solely to take notes. Anyone violating these rules may be asked to leave the class and the absence will count as unexcused.

OPEN DOOR POLICY

I am available to discuss, in a one-on-one setting, your course performance, career advice, future course selections or any other issue. I respond to emails and return phone calls. Feel free to either make an appointment or come by and see me if you have something you want to discuss. I regularly review resumes and write letters of recommendations for students. Please let me know how I can help.

CHANGES TO THIS SYLLABUS

The course syllabus is a general plan for the course; deviations announced to the class by the instructor may be necessary.

MARK 3000, Fall 2007 COURSE ASSIGNMENTS AND DUE DATES <i>You are responsible for any changes announced in class.</i>		
Aug 16	Introduction to class and marketing	Ch. 1
Aug 21	The marketing concept	Ch. 1
Aug 23	Ethics	Ch. 3, through page 32
Aug 28	Ethics/Environment	Remaining pages of Ch. 3
Aug 30	Environment	Ch. 3 continued
Sept 04	Consumer Decision Making	Ch. 5
Sept 06	Consumer Decision Making	
Sept 11	Segmentation and TM	Ch. 7, skip LO 5 and LO 6
Sept 13	EXAM 1	
Sept 18	Business Marketing	Ch. 6
Sept 20	Research	Ch. 8
Sept 25	Research continued	
Sept 27	Product concepts	Ch. 9
Oct 02	Developing Products	Ch. 10
Oct 04	Products continued	
Oct 09	Marketing Channels	Ch. 12, skip LO 6
Oct 11	Logistics	
Oct 16	EXAM 2	
Oct 18	Promotion	Ch. 14, skip LO 3
	Promotion	Ch. 15
Oct 23	Promotion	Ch. 16
Oct 25	No class - break	
Oct 30	Promotion	
Nov 01	Price	Ch. 17
Nov 06	Price	Ch. 18, skip LO 5
Nov 08	Price	
Nov 13	EXAM 3	
Nov 15	Services	Ch. 11, skip LO 8
Nov 20	CRM	Ch. 19
Nov 22	No class - Thanksgiving	
Nov 27	Global Marketing	Ch. 4
Nov 29	Global continued	
Dec 04	This is a Friday class day	
Dec 06	Marketing Planning	Ch. 2
Final		