

Identification	Subject (code, title, credits)	TMKT 301 Principles of Marketing– 3KU/6ECTS
	Department	Economics and Management
	Program (Undergraduate, graduate)	Undergraduate (BBA)
	Term	Fall, 2023
	Instructor	Hamid Alizade
	E-mail:	Hamid.alizade@khazar.org
Prerequisites	THM 102 Introduction to Tourism	
Language	English	
Compulsory/Elective	Required	
Required Textbooks and Course Materials	<p>Core Textbook: Principles of Marketing, Kotler & Armstrong, Seventeenth Edition, Pearson International Edition, 2018</p> <p>Supplementary Textbook: Marketing: Real People, Real Choices, Michael R. Solomon, Greg W. Marshall, Elnora W. Stuart, Global Edition, Eighth Edition Marketing Management, Kotler & Keller, Thirteenth edition, Pearson International Edition, 2009</p>	
Course Website	<p>This course combines traditional face-to-face classes with online learning. For support learning following websites can be used:</p> <p>https://www.ama.org/ https://www.campaignlive.co.uk https://www.marketingweek.com/ http://www.futurelab.net/blogs/marketing-strategy-innovation/ http://www.brandingstrategyinsider.com/ https://www.mckinsey.com/ https://hbr.org/topic/marketing https://books.google.co.uk</p>	
Course Outline	<p>In this course, the marketing process and range of marketing decisions that an organization must make in order to sell its products and services will remain as the focal point. Student will start thinking as a marketer, he/she will identify the focus of a marketer that remains the consumer. Answers to these questions ("Who is the consumer of goods and services?" "What does the consumer need? Is it different from consumer's want will be found?")</p> <p>Marketing involves a set of activities that summed up as follows:</p> <ul style="list-style-type: none"> • Creation of products and services. • Create a value offer that will be communicated to the consumer. • Deliver products and services that consumer believes that are valuable. • Exchanging value for offerings. 	
Course Objectives	<p>The main area of focus of the course will remain understanding customer needs, designing customer driven marketing strategies, building customer relationships and understanding the major trends and forces affecting customer relationships. The primary course objectives are:</p> <ol style="list-style-type: none"> 1. To analyze the basic market – Analysis will include primary customer, company and competitor. 2. To introduce the elements of Marketing Mix 3. To expand the knowledge base of students about current marketing situations. By case studies market big shareholders and failures, analytical ability of students will be tested. 	
Learning Outcomes	<p>At the end of this course, students should be able to:</p> <ol style="list-style-type: none"> 1. critically analyze the following key concepts: 	

	<ul style="list-style-type: none"> • Marketing Concept • Customer behavior. • Market segmentation. • Target market selection. • Positioning. • Brand equity. • Marketing mix – Product, Price, Place & Promotion. <p>2. Produce Marketing Plan using Marketing tools.</p> <p>3. Measure and Evaluate Market performance.</p> <p>4. Identify and integrate market mix elements into a comprehensive practical marketing plan</p>		
Course Description	Lecture		X
	Group Discussion		X
	Experiential Exercise		X
	Case analysis		X
Evaluation	Methods	Date/deadlines	Percentage (%)
	Midterm Exam	To be announced	30
	Class attendance		5
	Class activity		5
	Quizzes	3rd and 13 th week	10
	Project/Presentation	10 th , 11 th , 12 th week	10
	Final Exam	To be announced	40
	Total		100
Policy	<p>Course Team Project</p> <p>The course project is designed in a way that it offers students to apply the learned concepts and marketing methods in practical world. The execution of the project will be set in real time environment in order to understand the complexities of the real marketing environment. The project will be done in groups. The group size will be between 4-6 (depending on class size) The groups will choose one of the topics below:</p> <ul style="list-style-type: none"> • The role of digital marketing tools in fashion industry. • Explain the role of Integrated Marketing Communications in Beauty industry. • The use cases of virtual and augmented reality in e-commerce. • Measurement: How can you track the success of your digital marketing campaigns? • Analyze the role of digital marketing in the B2B market. • How Marketers target Generation Z and Millennials: Comparative analysis • Explain the influence of the recession on promotional activities in car industry. • Development of real estate marketing in Azerbaijan. • The effect of price and price changes on sales of consumer goods. • The role of Corporate Social Responsibility for international companies. • What internet marketing trends can be expected for the future? • Does green (sustainable) marketing translate into sales? • Purchase decisions of generation Z and Y: Comparative Analysis • Building a Company Brand Image Through Guest Blogging • How will artificial intelligence support in making better marketing decisions? • The importance of product packaging in competitive marketing strategy. • The most efficient marketing strategies to repair bad reputation. • How is alcohol marketed legally? • How is augmented reality going to enhance marketing experiences? <p>A group presentation will be made in the last class. The duration of the presentation will be between 10-12 minutes. The report will be submitted by the students at the beginning of the final class.</p> <p>1. Assignments / reports submitted by email will not be accepted under any circumstances.</p> <p>Attendance: Students exceeding the 25% absence limit will not be allowed to participate at final exam.</p> <p>The quizzes: There will be three quizzes throughout the course. The quizzes might be made</p>		

	<p>of multiple choice questions, true/false questions and short open questions. The questions will cover the subjects learned until each preceding class. Each quiz will be 5 points.</p> <p>Presentation/Project: There will be presentations or a project. A situation will be given to students; a leader will be chosen. They will analyze the situation according to knowledge they learned. If it is a presentation the work of the group will not only be graded based on the job they did, but also how they were successful to work as a team. If it is a project it will be graded individually.</p> <p><u>Cheating / Plagiarism</u></p> <p>Cheating or other plagiarism during the Quizzes, Mid-term and Final Examinations will lead to paper cancellation. In this case, the student will automatically get zero (0), without any considerations.</p>
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Tentative Schedule			
Week	Date/Day (tentative)	Topics	Textbook/Assignments
1		Discussion on course and requirements Marketing - Creating Customer Value and Engagement.	Chapter 1
2		Company Marketing Strategy: Partnering to Build Customer Relationships. Case # 1	Chapter 2 Allocation of Class Presentations
3		Quiz 1 Analyzing the Market Environment.	Chapter 3 Case Study
4		Consumer Markets and Buyer Behavior. Case # 2.	Chapter 5
5		Customer-Driven Marketing Strategy, Creating Value for Target Customers.	Chapter 7 Case Analysis
6		Products, Services and Brands: Building Customer Value. Case # 3	Chapter 8
7		New Product Development And Product Life Cycle Strategies	Chapter 9
8		Mid Term Examination	Chapter 1 - 9
9		Pricing: Understanding and Capturing Customer Value. Pricing Strategies. Group Presentation	Chapter 10,11
10		Marketing Channels: Delivering Customer Value. Retailing and Wholesaling. Group Presentation Case # 4	Chapter 12, 13
11		Communicating Customer Value: Integrated Marketing Communications Strategy.	Chapter 14

		Group Presentation	
12		Advertising and Public Relations. Case # 5 Group Presentation	Chapter 15
13		Personal Selling and Sales Promotion Quiz 2	Chapter 16
14		Direct, Online, Social Media and Mobile Marketing Case # 6 Guest lecturer	Chapters 17
15		Chapters Reviewing	Chapters Revision
16	TBA	Final Exam	Chapter 10 - 17