

**Texas A&M University-Commerce**  
MKT 306-02W, 03W & 04W: Marketing

**ONLINE COURSE SYLLABUS**

**COURSE INFORMATION**

Fall 2015, 3 Credit Hours

**Professor / Instructor Contact Information**

Dr. Scott Sewell, Senior Lecturer

BA 322

Mkt Office phone: 903-886-5692; fax: 903-886-5693

Office hours – face to face Tuesday and Thursday 1:00 – 2:00 pm, and by appointment

Online in Virtual Office

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**Materials – Text**

***Marketing, 1<sup>st</sup> Edition by Shane Hunt and John Mello (McGraw Hill). ISBN 978-0-07-786109-4.*** Used copies or e-books are allowed, but you must purchase Connect (available from the bookstore or online from McGraw Hill) to do the assignments. Purchasing Connect Plus (which includes the eBook version) is recommended but not required.

**Course Description**

This course is an introduction to the concepts, principles, problems and applications of marketing. We will emphasize all functional areas and institutions of marketing including target marketing and positioning of products and organizations, consumer and organizational markets, product management, pricing, channels of distribution, marketing ethics, promotions, services and international marketing.

**Goals / Rationale of the course:**

- Students will be able to use this course to understand the marketing function within organizations and apply marketing tools at the brand/product level.
- The course will require you to learn the vocabulary and concepts that are used to analyze and develop appropriate marketing plans, and then to apply these concepts to a real brand or company in the team project.
- The course is organized with weekly assignments. Exams and materials will be grouped in three modules: CH 1-5 (Aug 31 - Oct 4); CH 6-10 (Oct 5 - Nov 15); and CH 11-14 (Nov 16 - Dec 18).

**Course Outcomes/Objectives**

This course aims to improve student understanding of concepts, principles, problems and applications of marketing. After completing this course, students should be able to:

1. Students will demonstrate an understanding of essential marketing terminology and concepts, including the marketing concept, market analysis and planning and the marketing mix.
2. Students will apply essential marketing terminology and concepts to a personal branding assignment.

3. Students will apply the market planning process to develop a strategic marketing plan.
4. Students will work cooperatively on a team project.

## TECHNOLOGY REQUIREMENTS

The following technology is recommended to be successful in this online course: Internet connection – high speed recommended (not dial-up) and Word Processor. Additionally, the following hardware and software are necessary to use eCollege.

Our campus is optimized to work in a Microsoft Windows environment. This means our courses work best if you are using a Windows operating system (XP or newer) and a recent version of Microsoft Internet Explorer (6.0, 7.0, or 8.0). Your courses will also work with Macintosh OS X along with a recent version of Safari 2.0 or better. Along with Internet Explorer and Safari, eCollege also supports the Firefox browser (3.0) on both Windows and Mac operating systems.

It is strongly recommended that you perform a “Browser Test” prior to the start of your course. To launch a browser test, login in to eCollege, click on the ‘myCourses’ tab, and then select the “Browser Test” link under Support Services.

## COURSE REQUIREMENTS

### Activities / Assessments

This course is made up of a series of assignments and assessments to assist you in achieving the course and module learning objectives/outcomes. Each week you will work on various combinations of assignments, activities, discussions, readings, research, etc. which will be made available to you by each Monday and close on the date given in your course schedule.

### Exams: (30% of total course grade)

The exams will cover the required textbook reading and the content of the online lectures. Complete the exams online by accessing the eCollege exam tool. The exams will be timed and grades made available to students following the submission of the exam. If you lose Internet connectivity during the exam, log back in immediately and continue on with the exam. Save your answers often (every 5-10 minutes). If you experience any issues while taking the exam, you must contact the eCollege Helpdesk immediately so that your issue is documented with a helpdesk ticket number. Considerations regarding exam issues will be made by the instructor on an individual basis based on the documentation.

Exams consist of 75 multiple-choice questions, with 60 minutes allowed to complete each exam. Exam questions will appear **one at a time** and must be answered before going on to the next question. This requires a good understanding of the material and time management. All exams are individual efforts and working with another student is considered cheating and is grounds for an F in the course. Grading is objective, based on terms, concepts and examples in the textbook.

### Connect Homework Assignments (10% of total course grade)

*To learn about getting started in Connect, go to the following link:*

[http://highered.mheducation.com/olc2/dl/866234/Connect\\_Student\\_Quick\\_Tips\\_0714.pdf](http://highered.mheducation.com/olc2/dl/866234/Connect_Student_Quick_Tips_0714.pdf)

I will assign interactive exercises for each chapter in the textbook. You will log into McGraw-Hill Connect to complete the brief assignment. You will be allowed 2 attempts at the assignment, which must be completed before a deadline. Grades for the 14 assignments will be averaged, and are worth 10% of your grade. Since the assignments apply one or more concepts from the chapter, I strongly recommend

that you read the chapter first, and then review the PowerPoint presentation before you attempt the assignment.

**LearnSmart Adaptive Learning System (10% of total course grade)**

For every chapter in the textbook, you are required to spend a minimum of 30 minutes using LearnSmart. These practice questions will give you immediate feedback on what you have learned from reading and lectures, and will also strengthen memory recall, improve course retention and boost grades. The questions will adjust to the level of difficulty needed, and if you purchased Connect Plus, will tell you specifically what concepts require further study in your eBook.

**Assessment Method:** Both Connect and LearnSmart will be objective-formatted questions. Your points are weighted to equal 10% of your total grade.

**Assignments :**

An important part of this course is applying what you have learned to real examples. You will apply marketing concepts to yourselves to create a marketing plan that describes your target market for future employment, likely competition, major selling points, and a marketing mix to market your personal brand (including a resume).

The **Personal Branding assignment: (15% of total course grade)**, consisting of an initial personal resume worth 5% of your final grade and the completed assignment worth 10% of your final grade.

The **team project: (30% of total course grade)**, with 20% from the group plan submission and 10% from your team member's assessment of your performance on the project. Team members will be assigned by the instructor prior to the beginning of the project. The project will begin mid-semester after you have completed the individual branding assignment. Teams of 4 or 5 students will choose a brand which will be approved by the instructor, then research the current competitive situation and marketing efforts of your brand. Based on what you have learned, the team will then expand the product or service to a new market segment, or create a new variation of the product or service to develop objectives and a new marketing mix. The plan must be written sequentially so that the marketing mix fits the objectives and situation. One member will submit the group paper (in its entirety) to the Dropbox with all names on Page 1, alphabetically.

**Assessment Method:** Papers will be graded on the comprehensiveness of the assignment (i.e. covering every element in the assignment), quality of research (using appropriate sources, objective sources), thoroughness of research (quantity of sources), quality of writing, incorporation of marketing terms and concepts in the paper, and originality of your recommendation. See the rubric at the end of the syllabus for specific grading criteria.

**Core Concept Quiz: (5% of total class grade)**

The Core Concept Quiz consists of multiple choice questions over key terms that will be covered in the textbook. I will give you a list of specific terms to study about 2 weeks before the quiz.

**Grading**

89.5 or above = A
79.5 – 89.4 = B

69.5 – 79.4 = C
59.5 – 69.4 = D
Below 59.4 = F

Weights for Assessment	
Core Concept Quiz	5%
3 Exams@ 15% each	45%
Learnsmart and Connect	20%
Personal Branding Assignment	10%
Team Marketing Plan	20%

## ACCESS AND NAVIGATION

### Access and Log in Information

This course was developed and will be facilitated utilizing eCollege, the Learning Management System used by Texas A&M University-Commerce. To get started with the course, go to:

<https://leo.tamuc.edu/login.aspx>.

You will need your CWID and password to log in to the course. If you do not know your CWID or have forgotten your password, contact Technology Services at 903.468.6000 or [helpdesk@tamuc-commerce.edu](mailto:helpdesk@tamuc-commerce.edu).

### Being a Successful Online Student

- [What Makes a Successful Online Student?](#)
- [Self-Evaluation for Potential Online Students](#)
- [Readiness for Education at a Distance Indicator \(READI\)](#)
  - o *Login Information: Login = **tamuc**; password = **online***

## COMMUNICATION AND SUPPORT

### Interaction with Instructor Statement

For personal concerns or questions, email is the best way to contact me. I generally check my email several times each day and you can expect a response within 48 hours (except for weekends). Most questions will be answered within 24 hours. My replies will be sent to your myLeo email address. If you have a question that affects the entire class, the Virtual Office is a better way to clarify the answer. That way I can explain myself once instead of answering the same question multiple times. Always check your home page for Announcements when you login. **I expect students will check their email daily and login at least 3 times per week.** If you don't respond to emails or login over a prolonged period (10 days) then I will assume you intend to drop the course.

### Student Support

Texas A&M University-Commerce provides students technical support in the use of eCollege. The student help desk may be reached by the following means 24 hours a day, seven days a week.

- **Help:** Click on the 'Help' button on the toolbar for information regarding working with eCollege (i.e. How to submit to dropbox, How to post to discussions etc...)

- **Chat Support:** Click on '*Live Support*' on the tool bar within your course to chat with an eCollege Representative.
- **Phone:** 1-866-656-5511 (Toll Free) to speak with eCollege Technical Support Representative.
- **Email:** [helpdesk@online.tamuc.org](mailto:helpdesk@online.tamuc.org) to initiate a support request with eCollege Technical Support Representative.

## **COURSE AND UNIVERSITY POLICIES**

### **Academic Honesty Policy**

All students enrolled at the University shall follow the tenets of common decency and acceptable behavior conducive to a positive learning environment. There are two problems that seem to come up in online classes. The first is students who attempt to cheat on exams. Exam questions are randomized in order, and a time limit is set. If you try to extend the time by claiming your computer was timed out before you can submit the exam, be aware that I can see how many questions you have answered and how long you were online.

The second problem is plagiarism. Texas A&M University-Commerce does not tolerate **plagiarism** and other forms of academic **dishonesty**. Conduct that violates generally accepted standards of academic honesty is defined as academic dishonesty. "Academic dishonesty" includes, but is not limited to, plagiarism (the appropriation or stealing of the ideas or words of another and passing them off as one's own), cheating on exams or other course assignments, collusion (the unauthorized collaboration with others in preparing course assignments), and abuse (destruction, defacing, or removal) of resource material. All projects will be turned in through "Turnitin.com" to screen for plagiarism. THE PENALTY FOR CHEATING AND PLAGIARISM IS AN F IN THE COURSE. All students must download the College's Statement on Academic Honesty, sign it, and return it. I will post instructions on this in Week 1.

### **Drop a Course**

A student may drop a course by logging into their myLEO account and clicking on the hyperlink labeled 'Drop a class' from among the choices found under the myLEO section of the Web page. September 10 is the last day to drop a class with 100% refund; October 30 is the last day to drop with a grade of Q, and Thursday, December 2 is the last day to withdraw from all classes this semester.

### **Incompletes**

Incompletes are only given when a student has completed all work up to the last 3 weeks of the term, and has an extenuating circumstance. Students only have access to the eCollege course for two weeks following the final day of the term. Therefore, incompletes are rarely given.

### **Administrative Withdrawal**

Students who do not login during the first 12 days of the semester may be administratively dropped from the class. Students who stop participating for over 10 days, and do not answer emails from the instructor may also be administratively dropped.

### **ADA Statement**

#### **Students with Disabilities:**

The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for

reasonable accommodation of their disabilities. If you have a disability requiring an accommodation, please contact:

**Office of Student Disability Resources and Services**

**Texas A&M University-Commerce**

**Gee Library**

**Room 132**

**Phone (903) 886-5150 or (903) 886-5835**

**Fax (903) 468-8148**

[StudentDisabilityServices@tamuc.edu](mailto:StudentDisabilityServices@tamuc.edu)

**Non-Discrimination Statement:** A&M-Commerce will comply in the classroom, and in online courses, with all federal and state laws prohibiting discrimination and related retaliation on the basis of race, color, religion, sex, national origin, disability, age, genetic information or veteran status. Further, an environment free from discrimination on the basis of sexual orientation, gender identity, or gender expression will be maintained.

**COURSE OUTLINE Revised 8/17/15**

Week 1 (August 31 - September 6) CH 1: Why Marketing Matters to You, Connect Homework Assignment CH 1, Complete the Academic Honesty Statement.

Week 2 (September 7 - 13) CH 2: Strategic Planning for a Successful Future, Connect Homework Assignment CH 2, Complete the initial Resume Assignment.

Week 3 (September 14 - 20) CH 3: Analyzing Your Environment, Connect Homework Assignment CH 3.

Week 4 (September 21 - 27) CH 4: Marketing Research, Connect Homework Assignment for CH 4.

Week 5 (September 28 - October 4) CH 5: Knowing Your Customer: Consumer and Business, Connect Homework Assignment Chapter 5., Complete at least ½ hour on Learnsmart for each Chapter (1-5) before taking Exam 1. Complete Exam I (CH 1-5) online by midnight Sunday.

Week 6 (October 5 - 11) CH 6: Developing Your Product, Connect Homework Assignment Chapter 6, Begin working on your Personal Branding Assignment (Due in Week 10).

Week 7 (October 12 - 18) CH 7: Segmenting, Targeting and Finding Your Market Position, Connect Homework Assignment Chapter 7.

Week 8 (October 19 - 25) CH 8: Promotional Strategies, Connect Homework Assignment Chapter 8.

Week 9 (October 26 - November 1) CH 9: Supply Chain and Logistics Management, Connect Homework Assignment Chapter 9. Complete the Personal Branding Assignment and place in the dropbox. Teams will be assigned this week to begin working on your Team Marketing Plan.

Week 10 (November 2 -8) Chapter 10: Pricing for Profit and Customer Value, Connect Assignment Chapter 10; Complete at least ½ hour on LearnSmart for each Chapter (6-10) before taking Exam 2. Complete Exam 2 before midnight Sunday. Begin research for Team Marketing Plan.

Week 11 (November 9 - 15) CH 11: Building Successful Brands, Connect Homework assignment Chapter 11. Continue working on Team Marketing Plan.

Week 12 (November 16 - 22) CH 12: Managing Your Customer Relationships, Connect Homework assignment for Chapter 12. Work on Team Project.

Week 13 (November 23 -29) CH 13: Social Responsibility and Sustainability, Connect Homework assignment CH 13. Work on Team Projects.

Week 14 (November 30 - December 6) CH 14: Measuring Marketing Performance, Connect Homework Assignment CH 14. Begin editing your Team projects due next week. Complete a minimum of ½ hour per chapter (CH 11-14) in Learn Smart taking Exam 3 (CH 11-14). Complete Exam 3 before midnight Sunday.

Week 15 (December 7 - 13) Complete Team Marketing Plan and team leader is to submit in the dropbox. Copy, complete and submit Team Member Evaluation in the dropbox. Use the Core Concept Quiz Review Sheet to prepare for the Core Concept Quiz next week.

Week 16 (December 14 - 18) Complete the Core Concept Quiz before the semester ending time of Friday night at midnight...NOT Sunday.

**Rubric for MKT 306 Projects**

<b>Criteria</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>Comprehensiveness</b>	Significant portions of the paper are ignored or simply mentioned; Paper is more of an outline than a fully developed strategy.	Most elements are covered thoroughly; some are mentioned briefly	All elements are covered thoroughly and are well elaborated
<b>Research</b>	Meets the minimum requirements for number of sources; Source quality is insufficient (outdated, biased, lacking in expertise, or inappropriate for a college paper, such as Wikipedia).	Better than minimum number of sources; Most sources are recently published; a variety of viewpoints are represented (not merely taken from a corporate website or blog).	Exceeds expectations for quantity and quality of sources.
<b>Incorporates marketing terms and concepts</b>	Rarely or never enlightens with demonstrations of course concepts; Just “answers the question” without tying the answer back to marketing theory.	Applies course concepts and terminology correctly, where appropriate.	Applies marketing concepts with a balance of description and analysis; Examples are original and correctly applied.
<b>Writing style</b>	Many grammatical or spelling errors in the paper. Distinct differences exist between sections written by different	Generally well-written and edited so that the document “speaks with one voice”; few errors in spelling or grammar.	Extremely well-written and edited. Team projects are written in one voice. Uses APA or MLA style correctly.

students. Research sources are not cited or are incorrectly cited.

Most research sources are cited correctly.

Grammar and spelling are correct. All research sources are cited correctly.