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| Module code: MOD007662 | Version: 2 Date Amended: 21/Mar/2021 |
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| 1. Module Title |
| Principles of Marketing Management |

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| 2a. Module Leader |
| Nektarios Tzempelikos |

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| 2b. School |
| School of Management |

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| 2c. Faculty |
| Faculty of Business and Law |

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| 3a. Level |
| 7 |

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| 3b. Module Type |
| Standard (fine graded) |

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| 4a. Credits |
| 30 |

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| 4b. Study Hours |
| 300 |

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| 5. Restrictions | | | |
| Type | Module Code | Module Name | Condition |
| Pre-requisites: | None | | |
| Co-requisites: | None | | |
| Exclusions: | None | | |
| Courses to which this module is restricted: | | | |

LEARNING, TEACHING AND ASSESSMENT INFORMATION

6a. Module Description

You'll work through the main theories and principles of marketing for the marketing manager or business leader, understanding how those theories and principles can be applied in practice to a range of business contexts; from business-to-consumer, business-to-business, charities, arts, to tourism and service-based industries. You'll focus particularly on global business challenges; competition and defining value; a digitally based economy; and societal marketing (corporate social responsibility, sustainability, morals and ethics) whilst also understanding the legal framework that impacts upon marketers and marketing practice such as consumer and data protection laws. This module will challenge you to examine marketing problems that have faced brands and organisations to critically analyse their approach and suggest new alternatives. You'll gain a firm grasp of the scope of marketing in general business management and leadership roles as well as a clear understanding of the specialist areas of study and work as you plan your lifelong career in this very broad industry.

Successful completion of this module by students registered on the Masters in Business Administration or Masters in Business Administration (with placement) provides exemption from the Chartered Management Institute's unit 710 Marketing Strategy.

6b. Outline Content

The value, scope and history of marketing; business philosophies; marketing in a global context; marketing strategies and planning; the digital environment; market research and consumer behaviour; business markets, services and other marketing contexts; creating value and managing brands; pricing; promotion, distribution channels; and marketing metrics.

For the assessment, students will have the opportunity to undertake independent study by writing a case study of a brand or organisation. This will support their employability as they focus on a business context and aspect of marketing of their choice.

6c. Key Texts/Literature

The reading list to support this module is available at: <http://readinglists.anglia.ac.uk/modules/mod007662>

6d. Specialist Learning Resources

None

| 7. Learning Outcomes (threshold standards) | | |
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| No. | Type | On successful completion of this module the student will be expected to be able to: |
| 1 | Knowledge and Understanding | Identify the main theories and principles of marketing; |
| 2 | Knowledge and Understanding | Critique the principles of marketing planning and how this acts as a framework for marketing in practice; |
| 3 | Knowledge and Understanding | Examine the value, scope and history of marketing and how learning from the past can influence future success; |
| 4 | Intellectual, practical, affective and transferrable skills | Critically analyse the use of marketing techniques by brands and organisations and suggest solutions to marketing problems; |
| 5 | Intellectual, practical, affective and transferrable skills | Apply general marketing techniques to practice; |
| 6 | Intellectual, practical, affective and transferrable skills | Appraise and investigate how marketing applies to different contexts. |

| 8a. Module Occurrence to which this MDF Refers | | | | |
|--|------------|---|----------|------------------|
| Year | Occurrence | Period | Location | Mode of Delivery |
| 2021/2 | ZZF | Template For Face To Face Learning Delivery | | Face to Face |

| 8b. Learning Activities for the above Module Occurrence | | | |
|---|-------|-------------------|---|
| Learning Activities | Hours | Learning Outcomes | Details of Duration, frequency and other comments |
| Lectures | 0 | N/A | N/A |
| Other teacher managed learning | 52 | 1-6 | 1 x 20 minute screencasts per week over 12 weeks making minimum of 4 hours Followed by; 2 hr Tutorials (face-to-face, with a SSR of 100:1) per 12 weeks Followed by; 2 hr Workshops (face-to-face, with a SSR of about 25:1) per 12 weeks |
| Student managed learning | 248 | 1-6 | Reading, session preparation, assessment preparation, research, writing. Including time spent on online community (e.g. padlet, which will be moderated weekly or about 40 minutes per week by module leader |
| TOTAL: | 300 | | |

| 9. Assessment for the above Module Occurrence | | | | | |
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| Assessment No. | Assessment Method | Learning Outcomes | Weighting (%) | Fine Grade or Pass/Fail | Qualifying Mark (%) |
| 010 | Practical | 1-6 | 50 (%) | Fine Grade | 30 (%) |
| 15 minute company and market situation analysis group presentation with 5 min Q&A | | | | | |
| Assessment No. | Assessment Method | Learning Outcomes | Weighting (%) | Fine Grade or Pass/Fail | Qualifying Mark (%) |
| 011 | Coursework | 1-6 | 50 (%) | Fine Grade | 30 (%) |
| 3,000 word recommendation based on the data found in the analysis, proposing a detailed and well justified new or modified product or service and the marketing communications that would be used to launch/advertise the market offering | | | | | |

In order to pass this module, students are required to achieve an overall mark of 40%.

In addition, students are required to:

(a) achieve the qualifying mark for each element of fine graded assessment of as specified above

(b) pass any pass/fail elements