



School of Business and Leadership

**MKTG 231**

**Marketing Management**

Term: Fall 2022

Number of Credits: 3

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## Course Outline

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**INSTRUCTOR:** Sara McPhee-Knowles  
**E-MAIL:** [smcpheeknowles@yukonu.ca](mailto:smcpheeknowles@yukonu.ca)  
**PHONE:** 867-456-8639  
**OFFICE:** A2433

**TIME:** Wed/Fri, 1-2:20  
**DATES:** Sept 7-Dec 2  
**CLASSROOM:** Zoom

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### COURSE DESCRIPTION

This course is designed to provide the student with a broad introduction to the marketing discipline. The role and practice of marketing within an organization will be explored using conceptual and applied aspects. Communication and leadership skill development will also be emphasized throughout.

### COURSE REQUIREMENTS

Prerequisite(s): None

### EQUIVALENCY OR TRANSFERABILITY

Receiving institutions determine course transferability. Find further information at:  
<https://www.yukonu.ca/admissions/transfer-credit>

### LEARNING OUTCOMES

Upon successful completion of the course, students will be able to:

- Understand the role and practice of marketing within organizations.
- Define and apply knowledge of key marketing concepts including, mission statements, SWOT analysis, segmentation, targeting, positioning and branding.
- Work collaboratively and creatively to research and solve marketing problems through the creation of a marketing plan.
- Develop leadership skills using marketing principles.
- Develop selling skills and demonstrate proficiency in delivering targeted sales presentations.
- Critically evaluate and develop ethical and socially responsible marketing communications.
- Model the professional conduct required of marketing practitioners.

### COURSE FORMAT

**Weekly breakdown of instructional hours**

[www.yukonu.ca](http://www.yukonu.ca)

MKTG 231 introduces the student to core principles and theories in the marketing discipline. This course is offered online, in a blended format: students are responsible for reviewing modules on their own ahead of 1.5 hour online class times. Modules, which may include online readings, recorded lectures, or videos, will be posted on YukonU's Learning Management System (Moodle). Online class times will be interactive and feature student presentations, break out groups and discussions.

It is expected that this course will require 3-7 hours of additional time per week, with some variation throughout the term, spent on reading, reviewing modules, and completing assignments. It is important to note that the time required will vary by individual.

Reliable Internet access is an important part of this course. The instructor will communicate through email and Moodle. Using online tools and resources is an important part of this course.

### **Delivery format**

This course will be delivered in a blended format. Students will be required to attend scheduled online sessions on Zoom and complete asynchronous online activities.

### **EVALUATION**

Assignments	50%
Participation & Professionalism	10%
Quizzes	15%
Final Exam	25%
Total	100%

### **Assignments (50%)**

You are responsible for two assignments in this course.

- Individual sales presentation (15%): Each student will be required to present a sales pitch to the online class.
- Team marketing plan (35%): The course's major assignment, to be completed in groups, provides an opportunity for students to apply the strategic marketing process.

Assignments are required to be submitted to the instructor on their due date in Moodle, with presentations taking place in class. Late assignments will have 2.5% deducted for each day they are late to a maximum of 15%. Assignments handed in more than 5 days late will not be accepted. As the individual presentation can only be evaluated in class, missing your date will require you to present the following week, and therefore result in a penalty of 17.5% (7 days x 2.5%/day).

For detailed instructions on the two assignments, please see the assignments module in Moodle.

### **Participation & Professionalism (10%)**

Success in this course requires active, positive and, professional engagement in class exercises and discussions that reflect thoughtful consideration of course material. A participation/professionalism grade will be assigned to each student after each class as per the rubric posted in Moodle.

### **Quizzes (15%)**

Quizzes will cover concepts covered in the previous class. Quizzes will be completed in Moodle.

### **Final Exam (25%)**

The final exam will cover material from lectures, in class discussions, and peers' presentations. The final exam will take place online in Moodle and will be open book, but must be completed individually.

## **COURSE WITHDRAWAL INFORMATION**

Refer to the YukonU website for important dates.

## **TEXTBOOKS & LEARNING MATERIALS**

There is no text required for this course; online readings, lectures and/or videos will be posted on Moodle and must be reviewed before class.

Participation in Moodle quizzes and online class sessions requires a computer with a microphone and webcam and access to the Internet. Word processing and presentation software will be required to complete assignments.

## **ACADEMIC INTEGRITY**

Students are expected to contribute toward a positive and supportive environment and are required to conduct themselves in a responsible manner. Academic misconduct includes all forms of academic dishonesty such as cheating, plagiarism, fabrication, fraud, deceit, using the work of others without their permission, aiding other students in committing academic offences, misrepresenting academic assignments prepared by others as one's own, or any other forms of academic dishonesty including falsification of any information on any Yukon University document.

Please refer to Academic Regulations & Procedures for further details about academic standing and student rights and responsibilities.

## **ACADEMIC ACCOMMODATION**

Reasonable accommodations are available for students requiring an academic accommodation to fully participate in this class. These accommodations are available for students with a documented disability, chronic condition or any other grounds specified in section 8.0 of the Yukon University Academic Regulations (available on the Yukon University website). It is the student's responsibility to seek these accommodations by contacting the Learning Assistance Centre (LAC): [LearningAssistanceCentre@yukonu.ca](mailto:LearningAssistanceCentre@yukonu.ca).

## TOPIC OUTLINE

Week 1	Course Introduction
Week 2	Personal Selling
Week 3	Strategic Marketing Framework - 5C's, SWOT <i>**Selling Presentations Begin**</i>
Week 4	Strategic Marketing Framework -Segmentation
Week 5	Strategic Marketing Framework -Targeting and Audience Personas
Week 6	Strategic Marketing Framework - Positioning
Week 7	Strategic Marketing Framework - The Four Ps
Week 8	Marketing Plan Intensive <i>** Selling Presentations End**</i>
Week 9	Branding
Week 10	Re - Branding
Week 11	Ethics and Social Responsibility
Week 12	Exam Review
Week 13	Team Marketing Plan – Group Feedback
<b>Dec 8-12</b>	<b>Final exam available in Moodle</b>