



UNIVERSITÀ
DEGLI STUDI DI MILANO-BICOCCA

COURSE SYLLABUS

Marketing I - 2

1920-2-E1801M043-E1801M059M-T2

Learning area

Learning objectives

The course aims to explore the role of marketing management and its interaction with other business functions; it aims also to examine the competitive dimension of marketing and the effects of globalization on marketing strategy.

Learning Objectives:

- Acquiring knowledge in contemporary marketing theory and practice
- Recognising impacts of globalisation on firms' marketing activities
- Identifying marketing challenges for firms entering foreign markets
- Understanding the basic principles of marketing planning
- Managing marketing strategies

Contents

This course has both theoretical and practical purposes: it introduces the basic theoretical principles of marketing, and provides the tools to manage the exchange between firms and customers. The first part of the course

examines the main strategic decisions falling under the marketing domain. The second part of the course examines the implementation of marketing strategies; this section mainly regards product, pricing, distribution, and communication decisions.

Detailed program

- Marketing and its Relationship with the Environment
- Global Marketing
- Strategic and Operational Marketing
- Market Research and Marketing Research
- Consumer behaviour analysis
- Segmentation, targeting and positioning
- Product Management in Marketing Policies
- Price Management in Marketing Policies
- Distribution Management in Marketing Policies
- Communication Management in Marketing Policies

Prerequisites

- Knowledge on market-driven management
- Knowledge on corporate global communication

Teaching methods

Lectures

Assessment methods

At the end of classes, a written exam based on the lectures' content and additional bibliographical material provided during the course. The written exam will be composed of open and closed questions.

During the exam sessions, an oral exam on the Textbooks and Reading Materials published on the course page.

Textbooks and Reading Materials

-Palmer Adrian, Introduction to Marketing. Theory and Practice, Third Edition, Paperback, Oxford University Press, 2012.

-Hutt Michael D., Speh Thomas W., Business Marketing Management b2b, South-Western Cengage Learning, International Edition, 11th Edition, 2010 (cap. 1 e 2).
