

## COURSE SYLLABUS

### Marketing I - 2

2021-2-E1801M043-E1801M059M-T2

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#### 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
- Digital and Social Media Marketing
- 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

During the state of emergency implied by the Covid-19 pandemic, video-lectures will be provided.

## **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.

During the state of emergency implied by the Covid-19 pandemic, video-conference exams will be provided, via webex.

## **Textbooks and Reading Materials**

Baines P., Fill C., Rosengren S., and Antonetti P., **Marketing**, Fifth Edition, Pearson, 2019 [Parti 1, 2, 3 (tranne cap. 10 e 11), 4]

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L. Eagle, B. Czarnecka, S. Dahl, J. Lloyd, **Marketing Communication**, Routledge, 2015 (Chapters. 1-12)

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