

Academic Year: (2019 / 2020)

Review date: 05-05-2020

Department assigned to the subject: Business Administration Department

Coordinating teacher: BARROSO LUDEÑA, ALICIA

Type: Electives ECTS Credits : 5.0

Year : 1 Semester : 2

REQUIREMENTS (SUBJECTS THAT ARE ASSUMED TO BE KNOWN)

Nothing.

OBJECTIVES

This course introduces students to the domain of academic research in marketing. After a brief overview of the marketing literature, and following the marketing strategy and operational marketing structure, we will review major contributions in the area.

Specific goals:

- Get familiar with the subjects, methods and findings in key marketing topics
- Understand how academic marketing researchers conceptualize and execute research designs
- Develop an interest in a particular topic area of marketing
- Develop skills for preparing a research proposal in marketing

DESCRIPTION OF CONTENTS: PROGRAMME

The specific topics covered in the sessions are the following:

Session 1	Course introduction and marketing thought
Session 2	Marketing Strategy
Session 3	Marketing Performance and Corporate Social Responsibility
Session 4	Consumer Perceptions and Buying Behavior
Session 5	Experimental Research in Marketing
Session 6	Brand Personality
Session 7	Neuromarketing
Session 8	Introduction to operational marketing and research methods
Session 9	The 4Ps
Session 10	Product and branding
Session 11	Product and innovation
Session 12	Pricing
Session 13	Communication
Session 14	Distribution

LEARNING ACTIVITIES AND METHODOLOGY

Course structure includes journal readings, class lectures, article presentations and article discussions by students, class discussions, and a quiz. The quizz will contain questions based on assigned articles and class lectures.

The course will require that each participant be actively involved in all sessions. In each session, one student will be assigned a reading to be presented and then it will be discussed in class. Regardless of assignment, all participants are expected to be fully prepared for discussing the session readings.

The final exam is based on literature reviewed during the course, topics, methods and findings. It assesses the acquisition of general knowledge in the marketing domain.

ASSESSMENT SYSTEM

50% Final Exam
20% Paper presentations
30% Quizzes, exercises and class participation

The retake assessment system will be similar to the ordinary call.

% end-of-term-examination:	50
% of continuous assessment (assignments, laboratory, practicals...):	50

BASIC BIBLIOGRAPHY

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