

Master's Thesis

Academic Year: (2023 / 2024)

Review date: 22-03-2023

Department assigned to the subject: Business Administration Department

Coordinating teacher: ESTEBAN BRAVO, MERCEDES

Type: Master Final Project ECTS Credits : 6.0

Year : 1 Semester : 0

REQUIREMENTS (SUBJECTS THAT ARE ASSUMED TO BE KNOWN)

All the core courses and all the elective courses that are necessary to comply with the credits established in the curriculum.

OBJECTIVES

Skills to be acquired

General skills

*CG4: Fluid oral and written communication skills in the language(s) used throughout the training process.

*CG5: Independent learning ability.

*CG6: Ability to search and analyze information from different sources.

*CG7: Ability to critical analysis and synthesis.

*CG16: Critical and self-critical reasoning.

*CG18: Ability to work autonomously.

*CG20: Creativity or ability to generate new ideas

*CG21: Effective management of time and pressure.

Specific skills:

*CE3. To know and apply the fundamental theories of strategic and operational marketing, and its application to marketing management under different philosophical approaches, emphasizing market orientation.

LEARNING OUTCOMES

The student identifies the knowledge, skills and competences acquired during their studies

The student applies the analytical knowledge acquired to specific problems of marketing and market research.

The student evaluate the effects of a certain marketing decision. Based on this diagnosis, the student provides new solutions to existing marketing problems.

The student distinguishes between real scenarios similar to those faced by marketing specialists in their usual activity, evaluating the risks associated with different decisions and identifying the opportunities offered in an economic environment.

Más información sobre este texto de origenPara obtener más información sobre la traducción, se necesita el texto de origen

Enviar comentarios

Paneles laterales

DESCRIPTION OF CONTENTS: PROGRAMME

The thesis is the culmination of graduate work. Students trained in the master's should demonstrate the knowledge, skills and competencies acquired during their studies through an original thesis work about any specific problems of marketing and market research.

Students should carry out an individual work to demonstrate the knowledge, the skill and the abilities acquired from their studies by solving specific marketing problems of companies in a business environment.

LEARNING ACTIVITIES AND METHODOLOGY

TRAINING ACTIVITIES OF THE SUBJECT

AF3 Theoretical practical classes

AF6 Group work

AF7 Individual student work

Activity code / No. of total hours / No. of face-to-face hours / % face-to-face

AF3 4 4 100

AF7 176 0 0

TOTAL SUBJECT 180 4

TEACHING METHODOLOGIES

MD1 Lectures in the teacher's class supported by computer and audiovisual media, in which the main concepts of the subject are developed and the bibliography is provided to complement the students' learning.

MD2 Critical reading of texts recommended by the professor of the subject: Sentences and resolutions, press articles, reports, manuals and / or academic articles, either for later discussion in class, or to expand and consolidate the knowledge of the subject.

MD5 Preparation of works and reports individually or in groups

Students will have 3 group lectures about how to develop and write a good master's thesis.

Every student will be assigned a tutor, from whom the student obtains proper advice on the thesis. The advisor will provide general guidance in weekly meetings, and will help students refine their topic and develop their argument. The tutorials will be 1-hour weekly meetings during the period of lecturing. Meetings will be organized either as short individual sessions, or as group meetings.

After Students receive the initial feedback, students should develop their work individually.

Important dates:

1. Next to the last week of the third semi-quarterly: Deadline to submit 2 project's proposal ideas.
2. Last week of the third semi-quarterly: Tutors are assigned.
3. First week of the last semi-quarterly: Start of the orientation meeting tutorials with the tutor (6 weeks).
4. Third week of the last semi-quarterly: Deadline to submit a FMT short proposal.
5. Fourth week of the last semi-quarterly: Tutor approves the progress of the project.
6. End of the last semi-quarterly: Early June.
7. First week of July: Deadline to submit the FMT.
8. Mid-July: Thesis Defense.

When the thesis defense is in the second call, the deadline to submit the FMT is the first week of Septiembre.

ASSESSMENT SYSTEM

The Master's thesis is evaluated by a panel of scholars in the Oral Thesis Defense (100% of the grade), according to the four central learning goals are:

1. General Knowledge:

1.1. Knowledge of marketing disciplines: graduates will demonstrate their overall competency in all the functional areas of marketing.

1.2. Knowledge of instrumental disciplines: Graduates will be able to show competency in complementary disciplines providing useful instruments for marketers.

2. Interpersonal skills:

2.1. Oral communication skills: Graduates will be able to express themselves clearly defending their ideas in the business world.

2.2. Written communication skills: Graduates will be able to write and argument their ideas effectively in the business environment.

3. Conceptual analysis:

3.1. Collect and analyze relevant information: Graduates will be capable of finding, processing and also summarize information.

3.2. Use of knowledge for solving practical problems. Graduates will be capable of analyzing information

critically, integrating it with their knowledge in order to solve practical problems and to formulate appropriate decisions.

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BASIC ELECTRONIC RESOURCES

- Library Universidad Carlos III de Madrid . TFM resources: <http://uc3m.libguides.com/TFM>