



COURSE OUTLINE

BCM102

Prepared: NCCP Approved: Sherri Smith

Course Code: Title	BCM102: MARKETING 2
Program Number: Name	2050: BUSINESS -ACCOUNTING
Department:	BUSINESS/ACCOUNTING PROGRAMS
Semester/Term:	18W
Course Description:	This course builds on the foundation of BCM101 Introduction to Marketing. Students will continue to examine current Canadian material on marketing and determine strategies for developing new products and services that are consistent with evolving marketing needs and principles of sustainability. Students will apply their knowledge in producing a marketing plan where they will set marketing objectives, develop a marketing mix, along with developing marketing strategies. Budgetary considerations will be taken into account, and evaluation criteria identified. Students will also contribute to the development of pricing strategies and participate in conducting market research to provide information needed to make marketing decisions. The development of analytical marketing skills will be emphasized through the use of problems and case studies.
Total Credits:	3
Hours/Week:	3
Total Hours:	45
Prerequisites:	BCM101
Substitutes:	BUS145, OEL464
Essential Employability Skills (EES):	<p>#1. Communicate clearly, concisely and correctly in the written, spoken, and visual form that fulfills the purpose and meets the needs of the audience.</p> <p>#3. Execute mathematical operations accurately.</p> <p>#4. Apply a systematic approach to solve problems.</p> <p>#5. Use a variety of thinking skills to anticipate and solve problems.</p> <p>#7. Analyze, evaluate, and apply relevant information from a variety of sources.</p> <p>#9. Interact with others in groups or teams that contribute to effective working relationships and the achievement of goals.</p> <p>#10. Manage the use of time and other resources to complete projects.</p>
Course Evaluation:	Passing Grade: 50%, D

Other Course Evaluation & Assessment Requirements:

A+ = 90-100%
A = 80-89%
B = 70-79%
C = 60-69%
D = 50-59%
F < 50%

Students are expected to be present to write all tests in class. If a student is unable to write a test due to illness or a legitimate emergency, that student must contact the professor prior to class and provide reasoning, which is acceptable to the professor. Should the student fail to contact the professor, the student shall receive a grade of zero on the test.

Once the test has commenced, the student is considered absent and will not be given the privilege of writing the test. The late student must see the professor at the end of the class time and provide a suitable explanation.

Students caught cheating during a test will receive an automatic zero.

In order to qualify to write the missed test, the student shall have:

- a) attended at least 80% of the classes.
- b) provided the professor an acceptable explanation for his/her absence.
- c) been granted permission by the professor.

NOTE: The missed test will be a comprehensive test.

Evaluation Process and Grading System:

Evaluation Type	Evaluation Weight
Final Exam	20%
Marketing Plan	25%
Marketing Tactics Assignments	8%
Mid-Term Exam	20%
Performance and Involvement	10%
Pricing Assignment	8%
Servqual Assignment	9%

Books and Required Resources:

Marketing: An Introduction w/New Shoes Simulation by Armstrong,G., Kotler, P., Trifts, U., & Buchwitz,L.
Publisher: Pearson Education Canada Edition: 6
ISBN: 0134629272

Course Outcomes and Learning Objectives:**Course Outcome 1.**

#1. Prepare a marketing plan.

Learning Objectives 1.

- 1.1 Examine the strategic marketing process and its key phases.
- 1.2 Examine the key elements of a marketing plan.
- 1.3 Explore how the mission and goals are important aspects of an organization culture.

- 1.4 Identify the strengths and weaknesses as they pertain to marketing decisions of the firm and its environments.
- 1.5 Examine opportunities and threats throughout the various marketing functions.
- 1.6 Incorporate principles of sustainability into marketing strategies.
- 1.7 Illustrate marketing solutions and incorporate them into a marketing plan.
- 1.8 Analyze the impact of economic, technological, competitive, environmental, social, political, and cultural aspects of society and incorporate them into a marketing plan.
- 1.9 Examine the principles of risk management in contributing to the development of a marketing plan.

Course Outcome 2.

#2. Determine strategies for developing new products.

Learning Objectives 2.

- 2.1 Examine the steps in the new product development process.
- 2.2 Examine the factors contributing to a product failure.
- 2.3 Examine how new product development and product modification affect an organization ability to remain competitive.
- 2.4 Describe the product life cycle concept and relate a marketing strategy to each stage.
- 2.5 Discuss the nature and significance of branding, packaging, and warranties.
- 2.6 Identify the attributes of a successful brand name.

Course Outcome 3.

#3. Correlate the applications of marketing in relation to the service continuum.

Learning Objectives 3.

- 3.1 Examine the four elements of services.
- 3.2 Explore the ways in which consumers purchase and evaluate services.
- 3.3 Examine the importance of internal marketing in service organizations.
- 3.4 Examine the marketing mix for services.

Course Outcome 4.

#4. Develop pricing strategies that incorporate perceived value, competitive pressures and corporate objectives.

Learning Objectives 4.

- 4.1. Examine the role of costs in pricing decisions.
- 4.2 Examine the constraints on a firm pricing objectives.
- 4.3 Examine how demographics and psychographics affect pricing.
- 4.4 Examine the four common approaches to establishing a pricing level.
- 4.5 Compile information based on price, fixed cost, and unit variable cost.
- 4.6 Use break-even analysis to help to develop effective pricing strategies.
- 4.7 Differentiate between Fixed and Variable Costs and calculate Revenue, Total Costs, and Profit (or Loss) for an organization.

Course Outcome 5.

#5. Examine channels of distribution for organizations.

Learning Objectives 5.

- 5.1. Explain what a marketing channel is and describe the various types of channels and channel members.
- 5.2 Identify factors influencing the selection and management of a marketing channel.
- 5.3 Distinguish among traditional marketing channels, multichannel distribution and different types of vertical marketing systems.
- 5.4 Examine how conflict, cooperation and legal considerations affect marketing channel relationships.
- 5.5 Examine the factors influencing channel design.

Course Outcome 6.

#6. Develop an integrated marketing communications strategy.

Learning Objectives 6.

- 6.1 Examine the elements of integrated marketing communications and the communication process.
- 6.2 Identify the elements of the promotion mix and the uniqueness of each component.
- 6.3 Select the promotional approach appropriate to a product lifecycle and characteristics.
- 6.4 Identify the factors that influence the development of the promotion program.
- 6.5 Examine direct marketing and its benefits for consumers and sellers.
- 6.6 Examine the four key social networks and how organizations integrate these into their marketing activities.
- 6.7 Analyze how social media produces sales revenue for a brand.
- 6.8 Compare performance measures for various traditional and social media.

Course Outcome 7.

#7. Discuss the importance and process of Strategic Planning in organizations.

Learning Objectives 7.

- 7.1 Differentiate between the Strategic Planning process and the Marketing Planning process.
- 7.2 Prepare a detailed SWOT Analysis.
- 7.3 Calculate Market Share and Return on Investment.
- 7.4 Demonstrate how the BCG portfolio matrix can help in selecting strategic alternatives.
- 7.5 Name and describe the four basic growth strategies.

Date:

Wednesday, February 7, 2018

Please refer to the course outline addendum on the Learning Management System for further information.