

**Management and Organizational Studies 3320A
Marketing for MOS**

CONTACT INFORMATION

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CLASS INFORMATION

Tuesdays
2:30 am - 5:30 pm
St. James Room 304

COURSE DESCRIPTION

MOS 3320 is an introductory marketing course providing an overview of the marketing concept used as a framework for analyzing marketing situations and as a basis for general management situations.

COURSE LEARNING OBJECTIVES

Upon successful completion of this course students will be able to:

1. Demonstrate professionalism expected by an employer
2. Demonstrate effective written and oral communication skills
3. Describe all aspects of the marketing concept, including: marketing strategy, social responsibility, consumer behaviour, segmentation and targeting, products and services, the marketing mix and marketing planning.
4. Apply the marketing concept in real business situations

COURSE MATERIALS

Lamb, C., Hair, J., McDaniel, C., Kapoor, H., Klaise, H., & Appleby, R. (2016). *MKTG*. (3rd Canadian Ed). Toronto: Nelson Cengage.

Course Pack from Ivey Publishing. See OWL for ordering instructions.

COURSE PREREQUISITES AND ANTIREQUISITES

Anti-requisite: MOS 2320A/B

EVALUATION

Component	Timing	Learning Objective	Weight
Class Contribution	Weekly	1,2,3	20%
Case & Exercise Memos	See Weekly Class Plan	1,2,3,4	20%
Case Report	Due Week 10	2,3,4	30%
Final Exam	TBD	2, 3, 4	30%

Students must **complete all elements of evaluation** in order to receive a passing grade in the course. There will be no re-weighting of components within the course unless a student has received an academic accommodation. Please note that

grades cannot be adjusted on the basis of need. Your mark in the course will be the mark that you earn based on your demonstrated understanding of the course content. Extra credit assignments are not available and tests and exams cannot be rewritten to obtain a higher mark. Once a student has written a test or examination she is committed to the mark earned.

Late assignments without an academic accommodation will receive a “0”.

It is expected that work will be your own. All academic standards, including providing references where citing another author’s work, will be applied to assignments (see the attached Brescia Academic policies for information on plagiarism, cheating and other academic honesty behaviors). Writing, spelling and grammar are all important and are taken into account when a grade is assigned. If you are particularly concerned about your written language skills, seek help from the Brescia Writing Instructor, a friend, a group member, from student services or consult with your instructor.

Submission to Turnitin

All required assignments may be subject to submission for textual similarity review to the commercial plagiarism detection software under license to the University for the detection of plagiarism. All papers submitted for such checking will be included as source documents in the reference database for the purpose of detecting plagiarism of papers subsequently submitted to the system. Use of the service is subject to the licensing agreement, currently between The University of Western Ontario and Turnitin.com (<http://www.turnitin.com>).

Evaluation Component Descriptions

Case Report

The case report consists of a case study analysis and recommendation at least 2,000 words long, completed individually. A detailed assignment description and grading rubric will be provided in week five.

Case and Exercise Memos

For each case or exercise assigned, students will prepare a one to two page memo answering the discussion questions provided on OWL. The memos will be submitted **by 9 am Tuesday morning to OWL**. Late assignments will not be accepted. The memos will be evaluated based on whether the student thoroughly answered each of the assigned discussion questions, not by the correctness of the answer. See detailed assignment instructions on OWL for more information. Each memo will contribute equally toward the grade. Check the weekly class plan at the end of this document or on OWL.

Contribution

Contribution by each and every student is a cornerstone of any effective learning experience. Active class involvement augments the learning experience, increases assimilation of material and stimulates the level of class discussion. Students’ contribution to this course is initiated through thorough class preparation. Contribution is expected to be relevant to the current discussion and includes answering direct questions, volunteering answers, advancing the discussion to a new issue, developing one side of an argument, clarifying difficult concepts and asking questions pertinent to the topic. Class contribution may also include assignments, hand-ins, group evaluations and prompt attendance. Just as important is listening attentively to your classmates and critiquing ideas constructively. Please note, each class will count equally toward a student’s contribution grade, with each missed class receiving a grade of “0” out of ten. Each student will have their lowest contribution grade for the semester dropped from the contribution calculation. **See the detailed contribution assessment guide provided on OWL for information about the grading process and expectations of your contribution.**

Attendance at all classes in this course is expected. Family medical issues, personal medical issues, family bereavement, participation in University sports teams are acceptable reasons for missing class, with appropriate documentation (i.e. an academic accommodation). Under University regulations, your instructor can determine at which point absenteeism has become excessive and approach the Dean who may prevent you from writing the final exam, thus preventing you from passing the course. **At the discretion of the instructor, any student who misses more than 25% of scheduled classes will receive a class contribution grade of “0” for the course.**

Final Exam

The final exam will consist of a case study. The final exam will be three hours in duration. *Please bring your UWO student card to the exam.*

Make-up exams

Please note that students are responsible for providing an academic accommodation if they are unable to write a test or exam for any reason. Tests and exams must be written on the scheduled dates unless you have a legitimate excuse recognized by your academic advisor. Valid reasons include medical or compassionate reasons, and must be substantiated by proper documentation (e.g., a medical certificate). A student who misses a regularly scheduled exam for any other reason, or who is unable to justify a claim, will be assigned a zero for that exam. All necessary supporting documentation must be submitted in a timely fashion, prior to writing the make-up test or exam. During the semester, make up exams will be held approximately one week after the regularly scheduled test. (See the course plan at the end of this document for dates). Students unable to write a make-up test on the planned dates for legitimate reasons (as noted above), will have their grades re-weighted. Please note that while attending another class is an acceptable reason for missing a makeup test date, a student's work schedule is not an acceptable reason to miss a scheduled make-up test. Brescia has a common final exam make up day, usually scheduled in early January or May. Any student having received an accommodation will be expected to write the make-up exam on the Brescia exam day.

COURSE STRUCTURE AND CONTENT

The course has three sections:

Marketing Strategy - Weeks 1 - 2

This section covers topics such as an introduction to the marketing concept, strategic planning, marketing planning, competitive advantage, and social responsibility.

Understanding and Targeting the Consumer – Weeks 3 - 5

This section covers consumer decision-making, segmentation, targeting, and marketing research.

The Marketing Mix -- Weeks 6 - 13

This section covers product concepts, developing and managing products, distribution, marketing communications, promotions, personal selling, advertising, public relations, pricing and marketing planning.

Course activities include: Guest speakers, lectures, video cases, extensive use of written cases, and exercises.

Please check OWL regularly for information, lecture notes, reading and announcements regarding any changes to the class plan for the following week.

Class Schedule

A tentative schedule for this course is posted on OWL. There may be departures from this list as some topics take up more (or less) time than is scheduled. Readings may be expanded upon by way of videos, exercises, cases and/or class discussions. Following this schedule is the responsibility of each student. All the assigned material should be expected on all assessments and evaluations. There may be random written assignments given at various points throughout the semester; although they do not appear on the schedule, students should expect to receive such assignments throughout the semester. These assignments are incorporated into your contribution grade.

Students should anticipate spending a minimum of 3 -5 hours per week preparing for classes, completing readings, cases and exercises, as well as studying for tests and preparing assignments.

CLASS ETIQUETTE

Student Use of Technology in Class

Talking privately with classmates or using your computer during class for personal activities such as reading/writing e-mail, surfing the Web, or playing games is distracting for others, is not conducive to your own learning, and is disrespectful to the instructor. In addition, cell phones ringing during class will not be tolerated: please ensure your phones are turned OFF prior to entering the classroom and placed inside a bag (not on desk or in your pocket). **Texting in class will result in an immediate "0" in contribution for that class.**

I welcome the use of laptops in the classroom as long as they are used for class related purposes, such as research, participation in class exercises and the like.

Recent research has shown that laptop use in class for non-education related purposes, such as checking email, IMing, using Facebook or other social networking websites, to view movies, listening to music or surf unrelated websites is negatively related to academic performance. **That is, grades decline when you use laptops in the classroom for non-educational tasks.** Additionally, students find other students use of laptops in the classroom the number one source of interference with their ability to learn. (Fried, 2008) As a result, if I find a student using a laptop for **non-class related activities**, I will ask them to close the laptop for the remainder of the class or until a class exercise requires the use of the laptop.

Research also shows that texting substantially reduces academic performance. Researchers asked half the students in an accounting class to text their professor three times, while the other half were requested to refrain from texting. Students were then tested at the end of the lecture on the contents of the lecture. **The students who texted scored 16% points lower than those who did not text.** (Ellis, Daniels & Jauregui, 2010). As a result, if I find a student texting I will ask them to put their cell phone away. Texting in class may result in a “0” on class participation for that class.

Fried, C. (2008). “In-class Laptop Use and its effects on student learning.” *Computers and Education* (50) 906-914.

Ellis, Y., Daniels, B. & Jauregui, A. (2010) “The effect of multi-tasking on the grade performance of business students” *Research in Higher Education*. (8) 1 – 10.

A Note Regarding Email

Email is a useful tool for sharing news, setting up meetings or for a simple assignment clarification, but for more complex questions, a face to face meeting is best. Please make an appointment to discuss any personal, academic, group work or controversial issues in person, especially any concerns that you might have about your grades. I will check email regularly Monday through Friday during office hours; you can expect a response within 24 hours during the work week. Over weekends and holidays, I will not be checking email, so plan accordingly.

Appointments

If you wish to meet with your instructor it is recommended that see your instructor during the designated weekly office hours or that you make an appointment. Appointments can be arranged by approaching your instructor after class or by sending an email to set up a mutually convenient time. Make sure to be on time, have an objective for the discussion and bring a copy of your paper or exam if you wish to discuss it.

Privacy

In order to respect privacy laws, and the privacy of individual students, all grades will be distributed on WebCT only. If a student wishes to discuss a grade, or review a test or paper, she must make an appointment with the professor to do so in person. In order to respect the privacy of each student, the professor may only discuss grades with the student in question. Please do not share or compare your grades. The professor cannot share information about another student’s grades, so discussions comparing grades between students will not be entertained.

ACADEMIC ACCOMMODATION

If, on medical or compassionate grounds, a student is unable to complete a course component worth **greater than 10 per cent** of the final course grade, it is the responsibility of the student to consult with an Academic Advisor and follow the procedures documented in the “**POLICY REGARDING MAKEUP EXAMS AND EXTENSIONS OF DEADLINES**” on the final pages of this outline.

For academic accommodation to be considered for any course component worth **less than 10 per cent** of the final course grade, it is the responsibility of the student to approach the course instructor(s) in a timely fashion. Documentation may be required to be submitted to the academic advisor. If documentation is required, the request for accommodation will be decided by the academic advisor in consultation with the instructor. If documentation is not required, the instructor will make the final decision. The policies governing requests for academic accommodation for course components worth 10 per cent or more of the course grade are outlined in the Academic Policies section included at the end of the course outline.

Dropping a Course

In order to drop your courses without academic penalty, you must drop the course by the following dates:

Fall Term Half Credit Course	Nov 5
Winter Term Half Credit Course	Mar 7

For further details, check the online academic calendar in the registrar's website or check with your academic advisor.

To book an appointment with one of Brescia's Academic Advisors, call 519.432.8353, extension 28266. If you are registered at another college, or main campus, please make an appointment to see your academic advisor at your home campus.

BRESCIA UNIVERSITY COLLEGE ACADEMIC POLICIES AND REGULATIONS

1. POLICY REGARDING MAKEUP EXAMS AND EXTENSIONS OF DEADLINES

When a student requests academic accommodation (e.g., extension of a deadline, a makeup exam) for work representing 10% or more of the student's overall grade in the course, it is the responsibility of the student to provide acceptable documentation to support a medical or compassionate claim. All such requests for academic accommodation **must** be made through an Academic Advisor and include supporting documentation. Academic accommodation on medical grounds will be granted only if the documentation indicates that the onset, duration and severity of the illness are such that the student could not reasonably be expected to complete her academic responsibilities. Appropriate academic accommodation will be determined by the Dean's Office in consultation with the student's instructor(s). Please note that personal commitments (e.g., vacation flight bookings, work schedule) which conflict with a scheduled test, exam or course requirement are not grounds for academic accommodation.

A UWO Student Medical Certificate (SMC) is **required** if a student is seeking academic accommodation on medical grounds. This documentation should be obtained at the time of the initial consultation with the physician/nurse practitioner or walk-in clinic. A SMC can be downloaded under the Medical Documentation heading of the following website: <https://studentservices.uwo.ca/secure/index.cfm> . If it is not possible to have an SMC completed by the attending physician/nurse practitioner, the student must request documentation sufficient to demonstrate that her ability to meet academic responsibilities was seriously affected. Please note that under University Senate regulations documentation stating simply that the student "was seen for a medical reason" or "was ill" is **not** adequate to support a request for academic accommodation. All documentation is to be submitted to an Academic Advisor.

Whenever possible, requests for academic accommodation should be initiated in advance of due dates, examination dates, etc. Students must follow up with their professors and Academic Advisor in a timely manner.

The full statement of University policy regarding extensions of deadlines or makeup exams can be found at <http://www.westerncalendar.uwo.ca/2015/pg117.html>

2. ACADEMIC CONCERNS

If you feel that you have a medical or personal problem that is interfering with your work, contact your instructor and Academic Advisor as soon as possible. Problems may then be documented and possible arrangements to assist you can be discussed at the time of occurrence rather than on a retroactive basis. Retroactive requests for academic accommodation on medical or compassionate grounds may not be considered.

If you think that you are too far behind to catch up or that your work load is not manageable, you should consult an Academic Advisor. If you consider reducing your workload by dropping one or more courses, this must be done by the appropriate deadlines (refer to the Registrar's website, www.registrar.uwo.ca, for official dates). You should consult with the course instructor and the Academic Advisor who can help you consider alternatives to dropping one or more courses. *Note that dropping a course may affect OSAP eligibility and/or Entrance Scholarship eligibility.*

The Dean may refuse permission to write the final examination in a course if the student has failed to maintain satisfactory academic standing throughout the year or for too frequent absence from the class or laboratory.

3. ABSENCES

Short Absences: If you miss a class due to a minor illness or other problems, check your course outline for information regarding attendance requirements and make sure you are not missing a test or assignment. Cover any readings and arrange to borrow notes from a classmate. Contact the course instructor if you have any questions.

Extended Absences: If you have an extended absence, you should contact the course instructor and an Academic Advisor. Your course instructor and Academic Advisor can discuss ways for you to catch up on missed work and arrange academic accommodations, if appropriate.

4. POLICY ON CHEATING & ACADEMIC MISCONDUCT

Scholastic offences are taken seriously and students are directed to read the appropriate policy, specifically, the definition of what constitutes a Scholastic Offence, at the following Web site: http://www.uwo.ca/univsec/pdf/academic_policies/appeals/scholastic_discipline_undergrad.pdf.

Students are responsible for understanding the nature of and avoiding the occurrence of plagiarism and other academic offences. Students are urged to read the section on Scholastic Offences in the Academic Calendar. Note that such offences include plagiarism, cheating on an examination, submitting false or fraudulent assignments or credentials, impersonating a candidate, or submitting for credit in any course without the knowledge and approval of the instructor to whom it is submitted, any academic work for which credit has previously been obtained or is being sought in another course in the University or elsewhere. Students are advised to consult the section on Academic Misconduct in the Western Academic Calendar.

If you are in doubt about whether what you are doing is inappropriate or not, consult your instructor, the Student Services Centre, or the Registrar. A claim that "you didn't know it was wrong" is not accepted as an excuse.

The penalties for a student guilty of a scholastic offence (including plagiarism) include refusal of a passing grade in the assignment, refusal of a passing grade in the course, suspension from the University, and expulsion from the University.

Plagiarism:

Students must write their essays and assignments in their own words. Whenever students take an idea or a passage from another author, they must acknowledge their debt both by using quotation marks where appropriate and by proper referencing such as footnotes or citations. Plagiarism is a major academic offence (see Scholastic Offence Policy in the Western Academic Calendar).

All required papers may be subject to submission for textual similarity review to the commercial plagiarism detection software under license to the University for the detection of plagiarism. All papers submitted for such checking will be included as source documents in the reference database for the purpose of detecting plagiarism of papers subsequently submitted to the system. Use of the service is subject to the licensing agreement, currently between The University of Western Ontario and Turnitin.com.

Computer-marked Tests/exams:

Computer-marked multiple-choice tests and/or exams may be subject to submission for similarity review by software that will check for unusual coincidences in answer patterns that may indicate cheating. Software currently in use to score computer-marked multiple-choice tests and exams performs a similarity review as part of standard exam analysis.

5. PROCEDURES FOR APPEALING ACADEMIC EVALUATIONS

All appeals of a grade must be directed first to the course instructor. If the student is not satisfied with the decision of the course instructor, a written appeal signed by the student must be sent to the Department Chair. If the response of the department is considered unsatisfactory to the student, she may then submit a signed, written appeal to the Office of the Dean. Only after receiving a final decision from the Dean may a student appeal to the Senate Review Board Academic. A Guide to Appeals is available from the Ombudsperson's Office, or you can consult an Academic Advisor. Students are advised to consult the section on Academic Rights and Responsibilities in the Western Academic Calendar.

6. PREREQUISITES AND ANTIREQUISITES

Unless you have either the prerequisites for a course or written special permission from your Dean to enroll in it, you will be removed from the course and it will be deleted from your record. This decision may not be appealed. You will receive no adjustment to your fees in the event that you are dropped from a course for failing to have the necessary prerequisites.

Similarly, you will also be deleted from a class list if you have previously taken an antirequisite course unless this has the approval of the Dean. These decisions may not be appealed. You will receive no adjustment to your fees in the event that you are dropped from a course because you have taken an antirequisite course.

7. SUPPORT SERVICES

The Brescia University College Registrar's website, with a link to Academic Advisors, is

at <http://brescia.uwo.ca/academics/registrar-services/> . The Western Registrar's website is

at <http://www.registrar.uwo.ca/index.html> . The website for the Student Development Centre at Western is

at <http://www.sdc.uwo.ca/> . Students who are in emotional/mental distress should refer to Mental Health @ Western <http://www.uwo.ca/uwocom/mentalhealth/> for a complete list of options about how to obtain help.

Portions of this document were taken from the Academic Calendar, the Handbook of Academic and Scholarship Policy and the Academic Handbook of Senate Regulations. This document is a summary of relevant regulations and does not supersede the academic policies and regulations of the Senate of the University of Western Ontario.

2015-2016 COURSE OUTLINE

Date	Lecture	Module	Topic	Bring to Class	Due Dates	Reading	Exercise/Workshop
Sep 15	1	Strategy	Overview	Course Outline, Wkly Class Plan; Contribution Grading Rubric (OWL)		Ch. 1 & 2	Video Case: Method Overview
Sep 22	2	Strategy	Strategic Planning	Completed case memo	Case Memo 1: Disney	Ch. 3	Video Case: Method
Sep 29	3	Understand & Targeting Consumer	Marketing Research	Completed case memo	Case Memo 2: Red Lobster	Ch. 5	Video Case: Ready Made
Oct 6	4	Understand & Targeting Consumer	Consumer Decision Making	Completed case memo	Case Memo 3: Ethel's Chocolate	Ch. 6	Video Case: Ready Made
Oct 13	5	Understand & Targeting Consumer	Segmenting, Targeting & Positioning	Case Report Assignment Instructions		Ch. 8	Video Case: Ready Made
Oct 20	6	Marketing Mix	Product Concepts	Completed case memo	Case Memo 4: Alarm Fog (course pk)	Ch. 9 & 10	Video Case: Kodak
Oct 27	7	Marketing Mix	Services and Non-Profit Organization Marketing		Case Memo 5: Foundation for International Development Assistance	Ch. 11	
Nov 3	8	Marketing Mix	Distribution	Completed case memo	Case Memo 7: Dell (OWL)	Ch. 13 & 14	Video Case: Sephora
Nov 10	9	Marketing Mix	Integrated Marketing Communication	Completed case memo	Case Memo 8: Wicked (OWL)	Ch. 15	Video Case: Vans
Nov 17	10	Marketing Mix	Promotion - Advertising & Social Media		Case Report Due	Ch. 16 & 18	
Nov 24	11	Marketing Mix	Promotions - Sales Promotion & Personal Selling	Completed case memo	Case Memo 9: Cadbury (OWL)	Ch. 17	Video Case: Vans
Dec 1	12	Marketing Mix	Pricing - Pricing concepts & price setting	Completed case memo	Case Memo 10: Mountain Crisp (OWL)	Ch. 12 & Mktg Math Appendix	Video: Pricing Strategies In Class Pricing Exercise
Dec 8	13	Exam Review	All concepts	Completed case memo	Case Memo 11: Toronto Ultimate (Course pk)	All Chapters	