



Summer I 2023 | Online

MARK 3311.060 Principles of Marketing

INSTRUCTOR INFORMATION

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COURSE INFORMATION

Course Description

This course provides basic concepts in Marketing, interactions between marketers and consumers, product/service development and marketing, emphasis on value, consumer behavior, and the role of marketing through self-paced online lessons.

Prerequisites

Not necessary

Textbook & Course Materials



REQUIRED 1: Marketing (2020), 3rd ed. by C. Shane Hunt & John E. Mello
(CONNECT is required)
ISBN: 9781264294060

Course Access: <https://connect.mheducation.com/class/b-kyung-ah-mark3311-060-summer-2023> (e-book included)

REQUIRED 2: CPCA modules (see more information below)

Course Structure

You can access course materials and resources through Canvas ([http:// uttyler.edu/canvas](http://uttyler.edu/canvas)). At designated times throughout the course, we need to complete course **12 chapter quizzes, 2 exams, and a CPCA module** on your own pace before corresponding dues.

Course Objectives / Expected Learning Outcomes

1. KNOWLEDGE OBJECTIVES OF THIS COURSE INCLUDE:

By the end of this course, the student should understand and apply marketing knowledge with regard to:
the components of the environmental analysis
understanding what a target market is, and the variables which define a target market
recognize and have basic knowledge of product, price, place, and promotion
know the basics of marketing research: problem statement, types of research (primary/secondary), know the difference between quantitative and qualitative data, be able to identify some types of data collection instruments and methods.

2. COMPETENCIES TO BE DEMONSTRATED IN THIS COURSE INCLUDE:

PROBLEM SOLVING (CRITICAL THINKING):

CONCEPTUAL THINKING- students will identify marketing problems and develop solutions for their marketing project

CREATIVITY AND INNOVATION- the project will utilize creativity and innovative way of thinking in developing a new product

ETHICAL ISSUES IN DECISION MAKING AND BEHAVIORS- ethics with regard to marketing will be discussed and addressed in the marketing project

PERSONAL ACCOUNTABILITY FOR ACHIEVEMENT:

MEETING DEADLINES- chapter activities and project deadlines are set according to the course schedule

QUALITY OF WORK PERFORMED- students will be evaluated through examinations and written business plans

COMPETENCE IN BASIC BUSINESS PRINCIPLES:

COMPETENCE IN MAJOR FIELD AND GROUNDING IN OTHER MAJOR CORE AREAS- students will be utilize marketing theory in the development of their marketing project

A. AWARENESS OF INTERNATIONAL AS WELL AS DOMESTIC IMPLICATIONS OF BUSINESS DECISIONS- course contents and class discussion will address domestic and international implications

B. UNDERSTANDING AND APPRECIATION OF STRATEGIC IMPACT OF

C. BUSINESS DECISIONS- lecture and class discussion will address strategic impact of marketing on business decisions

3. OUTCOMES FOR STUDENTS TO SUCCESSFULLY COMPLETE THIS COURSE INCLUDE:

1. Thorough knowledge of marketing principles will be demonstrated through examinations and the marketing project
2. Development of an innovative and effective marketing project through a written business plan

CPCA (Certified Professional Category Analyst) Module



This course is proudly [certified by the Category Management Association](#). This certification program aims to solidify category knowledge and lay the foundation for success in the category management field by emphasizing industry knowledge, history, and basic data analysis. The skills and category expertise developed through the course can help students to establish themselves as front-line resources for retail business. The Category Management positions are highly demanded in the industry. For more information, you can visit Category Management Association at <http://www.catman.global/certification/certification-overview>.

Four Marketing courses at University of Texas at Tyler include a required component in which the student will complete an online certification from the Category Management Association. These modules are part of [10 Certified Professional Category Analyst \(CPCA\) modules](#) certified throughout various marketing courses, which will culminate in making the students be eligible to sit for a final Category Management exam outside of University of Texas at Tyler where, upon successfully passing the exam, the student will become a **Certified Professional Category Analyst**.

Access: Students will get an email containing the access information such as [ID and Password](#) from Learning Evolution (Nancy Lambert at lambert@nlearningevolution.com in charge of the modules). All modules will be available after the welcome email is received. All questions regarding the access or technical issues should be addressed to her. With the access information, students will complete the module at <https://lesq.elliportal.com/>. Upon completion, the student will receive a certificate indicating a successful completion of the module. Once the module is available, you will see the module you need to complete on the website.

How to pass modules?

Once getting the ID and password, Students are required to take the modules at <https://lesq.elliportal.com/>. Each module includes three parts in a sequential order; a pre-test, a content module, and a post-test. **When the post-test score is more than 80%, students will pass a module and get the credit in this course (50 points for each).**

COURSE COMPONENTS

There are multiple components of the course contents which students should complete, including 12 chapter-quizzes, 2 exams, and 1 CPCA module completion. Please keep the due dates for each activity. See the Course Schedule below for chapters and due dates for each chapter.

Chapter Quiz (25 points @ 12 chapters): Students should take a quiz in each chapter after reading a corresponding chapter in the textbook. Questions are randomized so students may see different questions in each attempt. It is very important to read the book and take quizzes. It is **YOUR responsibility to keep the due dates** and take all quizzes. **No late submission will be accepted.**

Exam (100 points @ 2 exams): There will be two exams throughout the course, 100 points for each. **Two attempts are allowed**, and the **highest** score out of the two, if taken, will be counted for grading. If taken once, that will be the grade in the course.

CPCA (50 points): Students need to complete a CPCA module. Students will get an email from Learning Evolution including ID/Password information to access to the website. Please make sure you receive the email from Ms. Nancy Lambert for the CPCA module completion. With the access information, students will complete the module at <https://LESQ.elliportal.com/>. All questions regarding the access or technical issues should be addressed to Nancy Lambert at lambert@nlearningevolution.com. **Once you get 80% at the post-test, you will pass the module.**

GRADING POLICIES

Grading Scale

Evaluation Items	Scores
EXAM (100 points @ 2 exams)	(Total 200 points)
EX1	(100 points)
EX2	(100 points)
Chapter Quiz (25 points @ 12 chapters)	(300 points)
CPCA Module	(50 points)
Personal Branding Plan	(100 points)
TOTAL	(650 points)

Letter Grade Assignment

The final letter grade will be determined as follows:

above 90%	= A
above 80 – below 90%	= B
above 70 – below 80%	= C
above 50 – below 70%	= D
below 50%	= F

Note: The instructor RESERVES the right to change the grading scheme and/or specific grading requirements with appropriate notice.

COURSE SCHEDULE

Parts & Chapters	Due
CPCA Module	Jul 1
Part I: Chapter 1 Why Marketing Matters	Jul 1
Part I: Chapter 2 Strategy Planning	Jul 1
Part I: Chapter 3 Global Environment	Jul 1
Part I: Chapter 4 Consumer Behavior	Jul 1
Part I: Chapter 5 Marketing Research	Jul 1
Part I: Chapter 6 Product Development	Jul 1
EXAM 1	Jul 1
Part 2: Chapter 7 Segmenting, Targeting, and Positioning	Jul 1
Part 2: Chapter 8 Promotion Strategy: IMC	Jul 1
Part 2: Chapter 10 (Place) Supply Chain and Logistics	Jul 1
Part 2: Chapter 11 Pricing Strategy	Jul 1
Part 2: Chapter 13 Digital and Social Media Marketing	Jul 1
Part 2: Chapter 14 Branding	Jul 1
EXAM2	Jul 1
Project: Personal Branding/Marketing Project	Jul 1

Changes to the syllabus: The course syllabus is a general plan for the course; deviations announced to the class by the instructor may be necessary. **You are responsible for keeping up with all the dues for quizzes, discussions, video cases, exams, and project.**

COURSE POLICY

Recording of Lectures

Lecture recordings, if any, are reserved only for the use of students enrolled in the course and only for educational purposes. Course recordings should not be shared outside of the course in any form without express permission.

Concealed Handguns on Campus:

We respect the right and privacy of students who are duly **licensed** to carry **concealed** weapons in this class. License holders are expected to behave responsibly and keep a handgun secure and concealed. More information is available at <http://www.uttyler.edu/about/campus-carry/index.php>.

UT Tyler a Tobacco-Free University

All forms of tobacco will not be permitted on the UT Tyler main campus, branch campuses, and any property owned by UT Tyler. This applies to all members of the University community, including students, faculty, staff, University affiliates, contractors, and visitors. Forms of tobacco not permitted include cigarettes, cigars, pipes, water pipes (hookah), bidis, kreteks, electronic cigarettes, smokeless tobacco, snuff, chewing tobacco, and all other tobacco products. There are several cessation programs available to students looking to quit smoking, including counseling, quitlines, and group support. For more information on cessation programs please visit www.uttyler.edu/tobacco-free.

UT Tyler Honor Code

Every member of the UT Tyler community joins together to embrace: Honor and integrity that will not allow me to lie, cheat, or steal, nor to accept the actions of those who do.

Students Rights and Responsibilities

To know and understand the policies that affect your rights and responsibilities as a student at UT Tyler, please follow this link:

<http://www.uttyler.edu/wellness/rightsresponsibilities.php>

Absence for Official University Events or Activities: This course follows the practices related to approved absences as noted by the Student Manual of Operating Procedures ([Sec. 1 -501](#)).

Soules College of Business Statement of Ethics:

The ethical problems facing local, national and global business communities are an ever-increasing challenge. It is essential the Soules College of Business help student s prepare for lives of personal integrity, responsible citizenship, and public service. In order to accomplish these goals, both student s and faculty of the Soules College of Business at The University of Texas at Tyler will:

- Ensure honesty in all behavior, never cheating or knowingly giving false information.
- Create an atmosphere of mutual respect for all students and faculty regardless of race, creed, gender, age or religion.
- Develop any environment conducive to learning.
- Encourage and support student organizations and activities.
- Protect property and personal information from theft, damage and misuse.
- Conduct yourself in a professional manner both on and off campus.

Academic Dishonesty Statement

The UT Tyler community comes together to pledge that "Honor and integrity will not allow me to lie, cheat, or steal, nor to accept the actions of those who do." Therefore, we enforce the Student Conduct and Discipline policy in the Student Manual of Operation Procedures (Section 8).

Disciplinary proceedings may be initiated against any student who engages in scholastic dishonesty, including, but not limited to, cheating, plagiarism, collusion, the submission for credit of any work or materials that are attributable in whole or in part to another person, taking an examination for another person, any act designed to give unfair advantage to a student or the attempt to commit such acts.

i. "Cheating" includes, but is not limited to:

- copying from another student's test paper;
- using, during a test, materials not authorized by the person giving the test;
- failure to comply with instructions given by the person administering the test;

- possession during a test of materials which are not authorized by the person giving the test, such as class notes or specifically designed “crib notes”. The presence of textbooks constitutes a violation if they have been specifically prohibited by the person administering the test;
 - using, buying, stealing, transporting, or soliciting in whole or part the contents of an unadministered test, test key, homework solution, or computer program;
 - collaborating with or seeking aid from another student during a test or other assignment without authority;
 - discussing the contents of an examination with another student who will take the examination;
 - divulging the contents of an examination, for the purpose of preserving questions for use by another, when the instructors has designated that the examination is not to be removed from the examination room or not to be returned or to be kept by the student;
 - substituting for another person, or permitting another person to substitute for oneself to take a course, a test, or any course-related assignment;
 - paying or offering money or other valuable thing to, or coercing another person to obtain an unadministered test, test key, homework solution, or computer program or information about an unadministered test, test key, home solution or computer program;
 - falsifying research data, laboratory reports, and/or other academic work offered for credit;
 - taking, keeping, misplacing, or damaging the property of The University of Texas at Tyler, or of another, if the student knows or reasonably should know that an unfair academic advantage would be gained by such conduct; and
 - misrepresenting facts, including providing false grades or resumes, for the purpose of obtaining an academic or financial benefit or injuring another student academically or financially.
- ii. “Plagiarism” includes, but is not limited to, the appropriation, buying, receiving as a gift, or obtaining by any means another’s work and the submission of it as one’s own academic work offered for credit.
- iii. “Collusion” includes, but is not limited to, the unauthorized collaboration with another person in preparing academic assignments offered for credit or collaboration with another person to commit a violation of any section of the rules on scholastic dishonesty.
- iv. All written work that is submitted will be subject to review by plagiarism software.

Registrar

Failure to file a Grade Replacement Contract will result in both the original and repeated grade being used to calculate your overall grade point average. Undergraduates are eligible to exercise grade replacement for only three course repeats during their career at UT Tyler; graduates are eligible for two grade replacements. Full policy details are printed on each Grade Replacement Contract. The Census Date is the deadline for many forms and enrollment actions of which students need to be aware. These include:

- Submitting Grade Replacement Contracts, Transient Forms, requests to withhold directory information, approvals for taking courses as Audit, Pass/Fail or Credit/No Credit.
- Receiving 100% refunds for partial withdrawals. (There is no refund for these after the Census Date)
- Schedule adjustments (section changes, adding a new class, dropping without a “W” grade)
- Being reinstated or re-enrolled in classes after being dropped for non-payment
- Completing the process for tuition exemptions or waivers through Financial Aid

Grade Replacement/Forgiveness and Census Date Policies

Students repeating a course for grade forgiveness (grade replacement) must file a Grade Replacement Contract with the Enrollment Services Center (Stewart Hall 230) on or before the Census Date of the semester in which the course will be repeated. Grade Replacement Contracts are available in the Enrollment Services Center or at <http://www.uttyler.edu/registrar>.

Each semester’s Census Date can be found on the Contract itself, on the Academic Calendar, or in the information pamphlets published each semester by the Office of the Registrar. Failure to file a Grade Replacement Contract will result in both the original and repeated grade being used to calculate your overall grade point average. Undergraduates are eligible to exercise grade replacement for only three course repeats during their career at UT Tyler; graduates are eligible for two grade replacements. Full policy details are printed on each Grade Replacement Contract.

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- Completing the process for tuition exemptions or waivers through Financial Aid

State-Mandated Course Drop Policy

Texas law prohibits a student who began college for the first time in Fall 2007 or thereafter from dropping more than six courses during their entire undergraduate career. This includes courses dropped at another 2-year or 4-year Texas public college or university. For purposes of this rule, a dropped course is any course that is dropped after the census date (See Academic Calendar for the specific date).

Exceptions to the 6-drop rule may be found in the catalog. Petitions for exemptions must be submitted to the Enrollment Services Center and must be accompanied by documentation of the extenuating circumstance. Please contact the Enrollment Services Center if you have any questions.

Grade Appeal Policy

UT Tyler's Grade Appeal policy requires the completion of a Grade Appeal form for this action to take place. The grade appeal begins with the instructor of your course. If you do not agree with the decision of the instructor, you may then move your appeal to the department chair/school director for that course. If you are still dissatisfied with the decision of the chair/director, you may move the appeal to the Dean of the College offering that course who has the final decision. Grade appeals must be initiated within sixty (60) days from the date of receiving the final course grade.

Disability/Accessibility Services

In accordance with Section 504 of the Rehabilitation Act, Americans with Disabilities Act (ADA) and the ADA Amendments Act (ADAAA) the University of Tyler at Texas offers accommodations to students with learning, physical and/or psychological disabilities. If you have a disability, including non-visible a diagnosis such as a learning disorder, chronic illness, TBI, PTSD, ADHD, or you have a history of modifications or accommodations in a previous educational environment, you are encouraged to visit <https://hood.accessiblelearning.com/UTTyler> and fill out the New Student application. The Student Accessibility and Resources (SAR) office will contact you when your application has been submitted and an appointment with an Accessibility Case Manager. For more information, including filling out an application for services, please visit the SAR webpage at <http://www.uttyler.edu/disabilityservices>, the SAR office located in the University Center, # 3150 or call 903.566.7079.

Military Affiliated Students

UT Tyler honors the service and sacrifices of our military affiliated students. If you are a student who is a veteran, on active duty, in the reserves or National Guard, or a military spouse or dependent, please stay in contact with me if any aspect of your present or prior service or family situation makes it difficult for you to fulfill the requirements of a course or creates disruption in your academic progress. It is important to make me aware of any complications as far in advance as possible. I am willing to work with you and, if needed, put you in contact with university staff who are trained to assist you. Campus resources for military affiliated students are in the [Military and Veterans Success Center \(MVSC\)](#). The MVSC can be reached at MVSC@uttyler.edu, or via phone at 903.565.5972.

Social Security and FERPA Statement:

It is the policy of The University of Texas at Tyler to protect the confidential nature of social security numbers. The university issues a unique identifying ID number to all students. The electronic transmission of grades (e.g., email) risks violation of the Family Educational Rights and Privacy Act (FERPA) and therefore will not be transmitted electronically. Further, in accordance with FERPA, any information regarding assignments and grading will be discussed between the instructor and the student only. All requests made to the instructor, which are initiated by someone other than the student, regarding information about a student's activity, will be advised by the instructor to seek that information from the student. UT Tyler follows the Family Education Rights and Privacy Acts (FERPA) as noted in University Policy 5.2.3. The course instructor will follow all requirements in protecting your confidential information.