



DEPARTMENT BUSINESS & OFFICE ADMINISTRATION

COURSE OUTLINE – FALL 2016

BA2090 A2: Marketing Project Management – 3 (3-1-0) 60 Hours for 15 Weeks

INSTRUCTOR: Carolyn Vasileiou **PHONE:** 780-539-2221
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OFFICE HOURS: Tues & Thurs 12:30 – 2pm or by appointment

CALENDAR DESCRIPTION:

Utilizing a nontraditional methodology, student groups form businesses that research, implement and carry out marketing activities for community charities. The ongoing term project emphasizes how various components of the marketing mix and the environment are integral to the process of strategic and operational planning. Strategic marketing planning, product strategies, pricing objectives, channel conflict and cooperation problems, distribution systems, and the integrated promotional mix are topics which are interpreted from a "hands-on" practitioner's point of view.

PREREQUISITE(S)/COREQUISITE:

Business Administration Certificate or consent of instructor.

REQUIRED TEXT/RESOURCE MATERIALS:

There is no required text for this course.

DELIVERY MODE(S):

After the first week of introductory material, some classes will involve the presentation of helpful theory and practice, and will consist of lectures, class discussions, in-class exercises, and student presentations. The other classes will not be held in the traditional manner; instead, business meetings will take place to manage all aspects of the project. Additional committee meetings will be scheduled at a time and location during the week that accommodate student members of each project committee. The meetings will follow an agenda and will be run by student members.

COURSE OBJECTIVES:

- To experience the planning process and operational process in a marketing environment;
- To experience the implementation, control processes and procedures in project planning;
- To develop effective team skills;
- To examine the stages of strategic planning in marketing and project management;
- To examine the nature of operational planning as it relates to marketing and to understand how these stages relate to strategic planning.

LEARNING OUTCOMES:

Upon the successful completion of this course, students will have effectively

- Completed and implemented a marketing plan for a community fundraiser
- Managed three public fund-raising events
- Self-organized the marketing project through student run meetings, production of reports and media releases, effective financial management and overall accountability to all stakeholders
- Provided in-depth peer and event evaluations

TRANSFERABILITY:

- Athabasca University: MKTG 3XX (3)
- Burman University: BUAD 3xx (3)
- King's University, The: BUSI 369/2xx (6)
- MacEwan University: MARK 2XX (3)
- University of Lethbridge, The: MGT 2020 (3)

***Warning:** Although we strive to make the transferability information in this document up-to-date and accurate, **the student has the final responsibility for ensuring the transferability of this course to Alberta Colleges and Universities.** Please consult the Alberta Transfer Guide for more information. You may check to ensure the transferability of this course at Alberta Transfer Guide main page <http://www.transferalberta.ca> or, if you do not want to navigate through few links, at <http://alis.alberta.ca/ps/tsp/ta/tbi/onlinesearch.html?SearchMode=S&step=2>

** Grade of D or D+ may not be acceptable for transfer to other post-secondary institutions.

Students are cautioned that it is their responsibility to contact the receiving institutions to ensure transferability

EVALUATIONS:

Contribution toward the Project as determined by peer, self, and instructor evaluation (Due during final exam period)	35%
Marketing plan	15%
Project portfolio, journal & written communication	10%
Peer evaluation of five team members & self-evaluation	10%
Project evaluation	5%
Mid-term self and instructor assessment (meeting with instructor)	5%
Media releases	10%
Meeting skills (chair, taking minutes, contributing)	10%

GRADING CRITERIA: Grades will be assigned on a Letter Grading System using the following chart. Please note that most universities will not accept your course for transfer credit **IF** your grade is less than C-.

Alpha Grade	4-point Equivalent	Percentage Guidelines	Alpha Grade	4-point Equivalent	Percentage Guidelines
A+	4.0	90-100	C+	2.3	67-69
A	4.0	85-89	C	2.0	63-66
A-	3.7	80-84	C-	1.7	60-62
B+	3.3	77-79	D+	1.3	55-59
B	3.0	73-76	D	1.0	50-54
B-	2.7	70-72	F	0.0	00-49

COURSE SCHEDULE/TENTATIVE TIMELINE:

<u>Week</u>	<u>Topic</u>
Week 1	Introduction to course, projects, strategic overview of project
Week 2	Confirm committees; conducting meetings; selection of meeting times, Election of officers; group name
Weeks 3 & 4	Creating the Marketing Plan and assignment of tasks
Weeks 5 - 11	Budgets; marketing plan presentations, event planning & marketing; auditions
Weeks 12 - 13	Semi Finals (November 19) & Finale (November 26).
Weeks 14 - 15	Debriefing, Peer and Self Evaluations, Event portfolios

(Dates may vary at the discretion of the instructor.)

STUDENT RESPONSIBILITIES:

- Assignments are due on the dates established. BA2090 is unlike other courses in that others are depending on you for their success. This course, by its practicum nature, deals in real-time, real-world scenarios - and delayed assignments ultimately delay and derail your team members and the team business project. If your assigned work is not completed, your business group cannot function effectively.
- Attendance and personal effort are considered to be extremely critical for success in any business venture, and so, too, for a successful semester in Marketing Project Management. Attendance is vital in this course; as such, you should not miss any classes or meetings. For this reason, only one unexcused absence will be tolerated. Students will be requested to sign an attendance contract should attendance show itself to be an issue. Should you have to miss a class or meeting, please contact me and all your team members as immediately as possible – certainly prior to the meeting.
- It is a requirement that you attend at least one of the semi-finals AND all are to attend the grand finale.
- Assignments and projects not picked up by students will be held until the end of the first week of the following semester.

Examinations:

There are no formal examinations in this course.

STATEMENT ON PLAGIARISM AND CHEATING:

Cheating and plagiarism will not be tolerated and there will be penalties. For a more precise definition of plagiarism and its consequences, refer to the Student Conduct section of the College Admission Guide at <http://www.gprc.ab.ca/programs/calendar/> or the College Policy on Student Misconduct: Plagiarism and Cheating at <http://www.gprc.ab.ca/about/administration/policies/>

**Note: all Academic and Administrative policies are available on the same page.