



## Grande Prairie Regional College

School of Health, Wellness & Career Studies

Department of Business

### COURSE OUTLINE - Fall 2012

### BA 2090 Marketing Strategies

3 (3-1-0) 60 Hours

**Instructor** Cibylla Rakestraw

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**Office Hours** Mondays & Wednesdays: 10:00 – 11:30 a.m.

*By appointment at other times or on a drop in basis if I'm free.*

#### **Prerequisite(s)/corequisite(s):**

Business Administration Certificate or consent of instructor

#### **Required Text/Resource Materials:**

There is no required text for this course.

#### **Description:**

Utilizing a nontraditional methodology, the class forms a project management group that researches, implements and carries out a marketing project 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.

**Credit/Contact Hours:**

BA2090 consists of four hours of instructional time weekly.

**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.

**Objectives:**

- To experience the planning process and operational process in a marketing environment;
- To experience the implementation and 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.

**Transferability:**

\*\* 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.

**Grading Criteria:**

Contribution toward the Project as determined by peer, self, and instructor evaluation	35%
Marketing plan	15%
Project portfolio	5%
Peer evaluation of five team members	10%
Project evaluation	5%
Mid-term self and instructor assessment (meeting with instructor)	15%
Media release	5%
Communication, team and meeting skills	10%

Grades will be assigned on the Letter Grading System.

**Grading Conversion Chart**

<b>Alpha Grade</b>	<b>4-point Equivalent</b>	<b>Percentage Guidelines</b>	<b>Designation</b>
<b>A<sup>+</sup></b>	<b>4</b>	<b>95 – 100</b>	<b>EXCELLENT</b>
<b>A</b>	<b>4</b>	<b>90 – 94</b>	
<b>A<sup>-</sup></b>	<b>3.7</b>	<b>85 – 89</b>	<b>FIRST CLASS STANDING</b>
<b>B<sup>+</sup></b>	<b>3.3</b>	<b>80 – 84</b>	
<b>B</b>	<b>3</b>	<b>76 – 79</b>	<b>GOOD</b>
<b>B<sup>-</sup></b>	<b>2.7</b>	<b>72 - 75</b>	
<b>C<sup>+</sup></b>	<b>2.3</b>	<b>68 - 71</b>	<b>SATISFACTORY</b>
<b>C</b>	<b>2</b>	<b>64 – 67</b>	
<b>C<sup>-</sup></b>	<b>1.7</b>	<b>60 – 63</b>	
<b>D<sup>+</sup></b>	<b>1.3</b>	<b>55 – 59</b>	<b>MINIMAL PASS</b>
<b>D</b>	<b>1</b>	<b>50 – 54</b>	
<b>F</b>	<b>0</b>	<b>0 – 49</b>	<b>FAIL</b>

### **Course Schedule/Timeline:**

<b><u>Week</u></b>	<b><u>Topic</u></b>
September 6	Introduction to course, projects, Rotary & past projects, strategic overview of project
September 10	Confirm committees; conducting meetings; selection of meeting times, Election of officers; group name
September 17	Creating the Marketing Plan
September 23	Assignment of tasks
September 27	Budgets; marketing plan presentations
October 1 – November 2	Event planning and marketing – auditions in Fairview & Grande Prairie
November 3, 4 & 19th	Semi Final & Finale (GP and Fairview)
November 22 – December 8	Debriefing, Peer Evaluations, Cheque presentations, event portfolios due

### **Course Policies**

- Assignments are due on the dates established. BA2090 is unlike other courses where there is room for negotiation because 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.

- As well, 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 Strategy. 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 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:**

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 [www.gprc.ab.ca/about/administration.policies/\\*\\*](http://www.gprc.ab.ca/about/administration.policies/**)

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