

East China Normal University

REEM32 Introduction to Marketing

Instructor: Dr. Cheng Xu

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Home University: Xi'an Jiaotong-Liverpool University

Semester: December 19, 2022 to January 7, 2023

Course Hour: Monday through Friday, 160 mins per teaching day;

Total Contact Hours: 64 contact hours

Credits: 4

Course Description :

This course is an introductory overview of marketing, including the strategic marketing process, seeking marketing opportunities through environmental analysis, consumer and organizational buying behavior, market segmentation and target market selection, and marketing mix development including introductions to product, pricing, integrated marketing communications and marketing channels. The ethics and social responsibility of marketing will also be covered. The course is designed to help students learn about and apply the basic concepts and practices of modern marketing as they are used in a variety of business settings. The course makes extensive use of “real world” examples and skill developing activities to explore the major decisions that marketing managers face in their efforts to balance the organization’s objectives and resources against needs and opportunities in the marketplace. Regardless of your academic background or career interest, Marketing Management should help you by providing valuable knowledge and insight about a business function that profoundly affects both organizations and society as whole.

Course Goals :

- ◇ To provide students with an understanding of the role of marketing in business organizations, as well as in an increasingly multicultural and technological society.
- ◇ To expose students to the fundamental marketing theories.
- ◇ To enhance the understanding of the marketing theories through “real world” business case analysis
- ◇ To emphasize the importance of ethical and socially responsible behavior in marketing.

Course Structure :

This course is organized to flow from the general to the specific. We begin with a general overview of marketing, the strategic marketing process and the marketing environment. We move to a review of consumer behavior and the consumer decision-making process, and then examine how organizations identify and select target markets. We next begin to focus on specific components of marketing strategy such as product and brand management, pricing techniques and strategies, retailing and wholesaling, advertising and public relations. We conclude with an exploration of global marketplace

and sustainable marketing social responsibility and ethics.

Required Textbook:

1. P. Kotler and G. Armstrong, *Principles of Marketing*, 16th Edition, Pearson, 2016, ISBN-10: 0133795020, ISBN-13: 978-0133795028
2. Supplementary readings distributed in class, including journal articles and case studies.

Course Evaluation:

A. Class participations	10%
B. Tests	45%
C. Groups Projects	
1. Case Analysis	15%
2. Marketing Plan	
Plan Part I – Consumer and Market Profile	10%
Plan Part II – Marketing Strategy	10%
Plan Part III – Marketing Plan Presentation	10%

Description of Course Evaluation:

A. Class participation

Excellent classroom discussion on the Marketing Spotlights or on any other component of the course, supported by adequate preparation, is an important component of the class participation grade. Class participation will be 10% of the final grades.

B. Tests

The 3 tests are inclusive from chapters of the textbook material, each test accounts for 15%, 45% in total.

C. Group Projects

Groups of 4-6 students will be formed at the beginning of the semester. The group-based projects will make up for 45% of students' final grades. The following two tasks will be assigned to the students and they will be graded as a group:

1. Case Analysis

Performance on Case Analysis will be 15% of the course grade. Each group can choose one case to present. All the group members are asked to present the analysis of the case. Requirements for Case Analysis will be given before the presentation.

2. Marketing Plan (MP)

Each group will be assigned a specific industry from which they will choose a product to build a Marketing Plan. Groups will submit their product idea in week one for approval.

A short, one-page (typed) description is required at this date. In case students want to change the product idea after the submission deadline, they need approval from the instructor.

There are 3 parts to the Marketing Plan

Part I: The Consumer and Market Profile

For this part of the assignment, each group is required to provide an in-depth analysis of the consumer and the market within which the product will be sold.

Part II: The Marketing Strategy

This part of the Marketing Plan will use the 4P marketing mix strategy, including each group's



financial calculations, export considerations, and implementation of the product plan. This strategy is specifically constructed for the target market the group describes in the Consumer and Market Profile part of the assignment.

Part III: The Marketing Plan Presentation

In the last class, each group will be assigned a time to present both parts of their Marketing Plan. Each group will have a maximum of 20 minutes to present, with 5 minutes for questions from the instructor and the class. Please note that all group members are asked to present the Marketing Plan.

In addition, all groups should submit the final PPT slides of their marketing plan presentation on the day of presentation

Grading Scale:

Assignments and examinations will be graded according to the following grade scale:

Number Grade	Letter Grade	Definitions
94-100	A	Extraordinary distinction, indicating a full mastery of course content and excellent work.
90-93	A-	
87-89	B+	Strong performance demonstrating a high level of attainment, indicating a good comprehension of the course material and the student’s full engagement with the course requirements and activities.
84-86	B	
80-83	B-	
77-79	C+	Acceptable performance, demonstrating an adequate and satisfactory comprehension of the course material and the student has met the basic requirements for completing assignments and participating in class activities.
70-76	C	
60-69	D	A marginal performance in the required exercises demonstrating a minimal passing level of attainment.
0-59	F	An unacceptable performance. The F grade indicates that the student's performance has revealed almost no understanding of the course content.

General Expectations:

- ✧ Class starts on time. It is in your best interest to be punctual. Late arrivals to class will not be admitted. Nor are you allowed to leave the class early.
- ✧ Class attendance is required. Students may miss no more than 3 classes for the entire course. Only valid medical or family emergencies qualify as an absence, and documentation of the same must be presented to the professor no later than the next class meeting. Any missed class without authorized reason (such as a documented health problem) beyond the allowed 3 sessions will lead to the exclusion of the student from the class, and a failing grade.

Attendance Policy:

Summer school is very intense and students need to attend every class to be successful. Occasionally, due to illness or other unavoidable circumstance, a student may need to miss a class.

ECNU policy requires a medical certificate to be excused. Any unexcused absence may affect the student's grade. Moreover, ECNU policy is that a student who has more than 1/3 of the class in unexcused absences will fail the course.

Tentative Course Schedule:

Note: The following are approximate topics and dates. I reserve the right to make changes as necessary.

Week	Topic	Notation
1	Kick-off session: Introduction to course An Overview of Marketing	Final Groups Set Up
	Marketing: Creating and Capturing Customer Value	Chapter 1
	Company and Marketing Strategy: Partnering to Build Customer Engagement, Value, and Relationships	Chapter 2
	Analyzing the Marketing Environment Case Analysis 1: Tesla Shanghai factory	Chapter 3
	Managing Marketing Information to Gain Customer Insights	Chapter 4
	Test 1 (Chapters 1-4)	
2	Consumer Markets and Consumer Buyer Behavior	Chapter 5 Hand in MP Idea
	Business Markets and Business Buying Behavior Customer-Driven Marketing Strategy: Creating Value for Target Customers Case Analysis 2: Pinduoduo	Chapter 6,7
	Product, Services, and Brands: Building Customer Value Developing New Products and Managing the Product Life Cycle	Chapter 8,9
	Pricing: Understanding and Capturing Customer Value	Chapter 10
	Pricing Strategies Case Analysis3: "11.11" in China	Chapter 11
	MIDTERM READING	Chapter 1-11
	MIDTERM EXAM (Chapters 1-11)	
3	Marketing Channels: Delivering Customer Value Retailing and Wholesaling	Chapter 12,13
	Communicating Customer Value: Integrated Marketing Communications	Chapter 14 Part I of MP Due
	Presentation Skill: Formulating your Marketing	Q&A for MP



	Plan	
	Sustainable Marketing Social Responsibility and Ethics	Chapter 20
	Case Analysis4: The Volkswagen "Diesel Gate"	
	Test 2 (Chapters 12,13,14,20)	
	Marketing Plan presentations	