

## Marketing Management

Course Name	Course type (credit/hours)	전필(3/3)			Course code	1053
	Target students Division/major/grade	경영학과/2학년			Opening semester	2019 1ST SEMESTER
	Class time and classroom	월B(다B108) 목B(다B108)(다B108)			English Grade	A(100%English)
Reference to this course	Prerequisite courses					
	Related basic courses					
	Recommended concurrent courses					
	Related advanced courses					
Instructor	Name (title/division)	이승환 (조교수/경영대학 경영학과)				
	Office Room Number	다산관 418-2	Office phone Number	2724	e-mail	
	Office hours		Homepage address			
Teaching Assistant	Name (title/division)					
	Office Room Number		Office phone Number		e-mail	

### 1. Introduction

Introduction to the Marketing business function. The purpose of the course is to develop an understanding of how companies use basic marketing frameworks to create value for their stakeholders (e.g., customers, shareholders, and employees). Key marketing concepts and terminology will be presented, enabling you to better understand how marketing decisions are implemented in practice.

### 2. Course Objectives

be able to define and use common marketing terms in business discussions  
 ? have a command of fundamental marketing principles and be able to give examples of how to apply them in business situations  
 ? gain an appreciation for the philosophy and process of marketing, and the impact it has on business, society and life in general  
 ? be able to analyze how customers make purchase decision and understand how marketing strategies and tactics influence consumer behavior  
 ? understand how marketing managers use an integrated marketing mix (Products, Pricing, Place, and Promotions) and manage the resources of the firm to create value and serve customers  
 ILO: K1: Students understand basic theoretical knowledge in core areas of Business Administration

### 3. Class types and activities

Traditional Lecture & Team Projects(Presentations included)

### 4. Teaching Method

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> lecture                                     | <input checked="" type="checkbox"/> discussion and debate   |
| <input checked="" type="checkbox"/> team project(presentation and case studies) | <input type="checkbox"/> experiments(role-playing,etc)      |
| <input type="checkbox"/> designing and production                               | <input type="checkbox"/> on-site learning(on-site training) |
| <input type="checkbox"/> others   |   |

### 5. Support Systems in Use

- |  |   |   |
|--|---|---|
| <input checked="" type="checkbox"/> e-class              | <input type="checkbox"/> automatic recording system                                   | <input type="checkbox"/> web-based assignment |
| <input type="checkbox"/> cyber lecture                   | <input type="checkbox"/> blended learning(combination of online and offline teaching) |   |
| <input type="checkbox"/> class behavior analyzing system | <input type="checkbox"/> others   |   |

### 6. Teaching Tools

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> PBL(Problem Based Learning) | <input type="checkbox"/> CBL(Case Based Learning) |
| <input type="checkbox"/> TBL(Team Based Learning)               | <input type="checkbox"/> others                   |

### 7. Knowledge and ability required for taking this course

Fluency in English Listening/writing/speaking

Team allocation may depend on English communication ability

## 8. Method of Evaluation

Evaluation Item	The Number of Times	Evaluation Proportion	Remarks
Attendance			
midterm exam		25%	
final exam		25%	
quiz			
presentation		30%	Team Project Overall
discussion			
homework		10%	
etc		10%	Class Participation
study hours			

## 9. Textbook and supplementary material

Main/Sub	Title (Web-site)	Writer	Publisher	Publication year
Main	MKTG 10th Edition	Lamb, Hair, McDaniel	Cengage Learning	
Main	Principles of Marketing	Philip Kotler, Gary Armstrong	Pearson	

## 10. Class system and Class shedule

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### < Class Schedule >

\* language : K-korean, E-English

Weeks	Topics	language	Instructor	Teaching Method	Evaluation Method	Matter to be prepared
2	Intro to Marketing		이승환			
3	ETHICS & CSR		이승환			
4	Consumer Behavior		이승환			
6	STP		이승환			

< Class Schedule >

\* language : K-korean, E-English

Weeks	Topics	language	Instructor	Teaching Method	Evaluation Method	Matter to be prepared
8	Market Research		이승환			
13	4Ps		이승환			
15	Team Projects		이승환			

11. Other items of notification

Mid-term Exams date : 4/20 (Saturday) 10:30 am ? 12:00 pm  
Final Exams date : 6/8 (Saturday) 10:30 am ? 12:00 pm  
(Place will be announced accordingly)