



## Teaching Guide

Teaching Guide				
Identifying Data				2021/22
Subject (*)	Introduction to Marketing		Code	611G02015
Study programme	Grao en Administración e Dirección de Empresas			
Descriptors				
Cycle	Period	Year	Type	Credits
Graduate	1st four-month period	Second	Obligatory	6
Language	SpanishEnglish			
Teaching method	Face-to-face			
Prerequisites				
Department	Empresa			
Coordinador	Martinez Fernandez, Valentin	E-mail	valentin.martinez@udc.es	
Lecturers	Calvo Porral, Cristina Martinez Fernandez, Valentin Membiela Pollán, Matías Enrique Rodríguez Fernández, María Magdalena Sánchez Amboage, Eva	E-mail	cristina.calvo@udc.es valentin.martinez@udc.es matias.membiela@udc.es magdalena.rodriguez@udc.es eva.sanchez.amboage@udc.es	
Web				
General description	The aim of this course is to apply the fundamentals of marketing to real cases and learn to take decisions that will achieve the objectives of companie			
Contingency plan	1. Changes in content Not.  2. Methodologies * Teaching methodologies that are maintained: Expository and interactive teaching is maintained. * Teaching methodologies that are modified: In case of semi-attendance scenario; Expository teaching will become telematic. The interactive is held in person. In the case of virtuality (no face-to-face due to the situation): transition to expository and interactive telematic teaching. Classes will be taught through the Teams platform.  3. Mechanisms for personalized attention to students Personalized attention through the Teams platform and email.  4. Modifications in the evaluation The percentage criteria are maintained. * Assessment observations: The individual multiple-choice test exam will be carried out electronically through the Moodle platform. The exhibition and everything related to group work will also take place telematically.  5. Modifications of the bibliography or webgraphy Not			

## Study programme competences / results

Code	Study programme competences / results
A1	Manage an enterprise or small organization, understanding their competitive and institutional position and identifying their strengths and weaknesses
A2	Integrate in any functional area of micro-firms or SMEs and perform fluently any management task commissioned
A3	Evaluate and foreseeing, from relevant data, the development of a company.
A4	Elaborate advisory reports on specific situations of companies and markets
A5	Write projects about specific functional areas (e.g. management, marketing, financial) of the company



A6	Identify the relevant sources of economic information and to interpret the content.
A8	Derive, based on from basic information, relevant data unrecognizable by non-professionals.
A9	Use frequently the information and communication technology (ICT) throughout their professional activity.
A11	To analyze the problems of the firm based on management technical tools and professional criteria
A12	Communicate fluently in their environment and work by teams
B1	CB1-The students must demonstrate knowledge and understanding in a field of study that part of the basis of general secondary education, although it is supported by advanced textbooks, and also includes some aspects that imply knowledge of the forefront of their field of study
B2	CB2 - The students can apply their knowledge to their work or vocation in a professional way and have competences typically demonstrated by means of the elaboration and defense of arguments and solving problems within their area of work
B3	CB3- The students have the ability to gather and interpret relevant data (usually within their field of study) to issue evaluations that include reflection on relevant social, scientific or ethical
B4	CB4-Communicate information, ideas, problems and solutions to an audience both skilled and unskilled
B5	CB5-Develop skills needed to undertake further studies learning with a high degree of autonomy
B6	CG1-Perform duties of management, advice and evaluation in business organizations
B7	CG2-Know how to use the concepts and techniques used in the various functional areas of the company and understand the relationships between them and with the overall objectives of the organization
B8	CG3- Know how to make decisions, and, in general, assume leadership roles.
B9	CG4-Learn to identify and anticipate opportunities, allocate resources, organize information, select and motivate people, make decisions under conditions of - uncertainty, achieve the proposed objectives and evaluate results
B10	CG5-Respect the fundamental and equal rights for men and women, promoting respect of human rights and the principles of equal opportunities, non-discrimination and universal accessibility for people with disabilities.
C1	Express correctly, both orally and in writing, in the official languages of the autonomous region
C4	To be trained for the exercise of citizenship open, educated, critical, committed, democratic, capable of analyzing reality and diagnose problems, formulate and implement knowledge-based solutions oriented to the common good
C5	Understand the importance of entrepreneurial culture and know the means and resources available to entrepreneurs
C6	Assess critically the knowledge, technology and information available to solve the problems and take valuable decisions
C7	Assume as professionals and citizens the importance of learning throughout life.
C8	Assess the importance of research, innovation and technological development in the economic and cultural progress of society.

Learning outcomes			
Learning outcomes	Study programme competences / results		
To manage a business or small organization	A1	B1 B2	
To know to diagnose both external (opportunities / threats) as the company's internal (strengths and weaknesses).			
To know coaching issuing reports on specific situation of companies and markets.	A3 A4	B3 B4	C1 C4
To Identify as relevant economic information sources and its content	A5 A6 A9		
To communicate fluently in their environment and teamwork.	A2 A8	B8 B9	C5 C7
To understand the importance of entrepreneurial culture and know the means available to the entrepreneurs.	A11 A12	B10	
To design and implement a marketing plan	A4 A5 A6	B5 B6 B7	C6 C8



Contents	
Topic	Sub-topic
PART I. INTRODUCTION	LESSON 1. MARKETING INTRODUCTION
PART II. STRATEGIC DIAGNOSIS AND MARKET RESEARCH	LESSON 2. BUSINESS ENVIRONMENT ANALYSIS AND COMPETITION
	LESSON 3. CONSUMER BEHAVIOR
	LESSON 4. MARKET SEGMENTATION AND POSITIONING
	LESSON 5. MARKET RESEARCH (tutorial job)
	LESSON 6. MARKETING STRATEGIES
PART III. MARKETING-MIX VARIABLES	LESSON 6. THE ROLE OF MARKETING STRATEGY
	LESSON 7. THE PRODUCT AND BRAND
	LESSON 8. THE PRICE
	LESSON 9. COMMERCIAL DISTRIBUTION
	LESSON 10. BUSINESS COMMUNICATION

Planning				
Methodologies / tests	Competencies / Results	Teaching hours (in-person & virtual)	Student's personal work hours	Total hours
Guest lecture / keynote speech	A1 A2 A3 A5 A12 B1 B2 B3 B4 B5 C6 C7 C8	17	51	68
Workbook	A6 A8 A11	12	18	30
Oral presentation	A4 A9 B6 B7 B8 B9	13	19.5	32.5
Events academic / information	B10 C1 C4 C5	5	0	5
Multiple-choice questions	A1	0.5	10	10.5
Personalized attention		4	0	4
(*)The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.				

Methodologies	
Methodologies	Description
Guest lecture / keynote speech	Explanation of the contents that make up the theoretical framework of matter by oral exposure, led to the use of presentations, through media and with the introduction of issues aimed at students in order to promote their learning.
Workbook	Texts and readings will be provided to the students and the execution of practical works based on bibliographic analysis of the different topics will be requested, the purpose of which will be to complement the master class; and it will be necessary to work in group to solve the questions that are formulated.
Oral presentation	The group of students designed by the professor should make an oral presentation of the corresponding marketing case and/or the complementary activities, as well as answer the questions raised to the group members
Events academic / information	Students can assist to conferences, seminars in order to know real market cases. These activities will be organised by the teachers of the area of Marketing.
Multiple-choice questions	Multiple choice test. Each question answered wrong reduces the final score of the test (three questions with a wrong answer, would remove one right answer), and questions left blank will be considered failed.

Personalized attention	
Methodologies	Description
Workbook	The student individually, and the group as a whole, may consult the teacher with questions about the subject and those related to the development of practical cases / readings. Preferably via telematics, through Teams and / or email.
Guest lecture / keynote speech	
Oral presentation	The tutoring of small groups will be carried out via thematic.



## Assessment

Methodologies	Competencies / Results	Description	Qualification
Workbook	A6 A8 A11	Readings and / or Practical Works supported by bibliographic analysis, Complementary Activities and Oral Presentation (50%) All groups must send the teachers the analyzed readings and / or works from the Complementary Activities carried out prior to the exhibition. Regardless of the grade reached in the multiple-choice test, if a minimum score of 5 points out of 10 was not achieved in the Readings / Practical Works, the subject will be considered as not passed.	50
Multiple-choice questions	A1	Multiple choice test exam (provided four options for each question). This multiple choice test does require a minimum or threshold punctuation in order to approve the course. Independently of the final score in the test exam, if the student did not reach the minimum punctuation of 5 out of 10, the course would be considered as not passed.  In the event that the test is not passed and, therefore, the subject is not passed, the final mark that will appear in the corresponding report will be that achieved in said test.	50

## Assessment comments

v:\* {behavior:url(#default#VML);}  
o:\* {behavior:url(#default#VML);}  
p:\* {behavior:url(#default#VML);}  
.shape {behavior:url(#default#VML);}  
v:textbox {display:none;}

In the development of the practical part will be assessed:

Application of theoretical foundations. Quality of presentation. Accuracy, clarity of presentation and quality of responses. Waves used primary and secondary sources. Literature review Evaluation in the July option. The evaluation criteria used in the first option applies also in the July option. In addition, if the student does not do the group work in the first opportunity, in the second opportunity they must do an applied individual work on an aspect related to the subject. Evaluation observations 1. Not presented grade: Corresponds to the student, when they only participate in assessment activities that have a weight of less than 20% of the final grade, regardless of the grade achieved. 2. Second opportunity and advanced call: The evaluation criteria are the same for all evaluation opportunities. In the advanced call it is possible to retrieve the points of the continuous evaluation (problem solving, short answer tests, interventions during the master sessions) by means of additional questions to the final objective test. 3. Students with recognition of part-time dedication and academic waiver of attendance exemption: Except for the dates approved by the Faculty Board for the final objective test, for the other tests a specific calendar of compatible dates will be agreed at the beginning of the course with your dedication. 4. On final evaluation conditions: It is prohibited to access the exam room with any device that allows communication with the outside and / or storage of information. 5. Student identification: The student must prove his personality in accordance with current regulations.

## Sources of information

Basic	<ul style="list-style-type: none"> <li>- Kotler, Phillip, &amp; Armstrong, G. (2021). Principles of Marketing. Pearson</li> <li>- Santesmases, M. (2012). Marketing. Conceptos y Estrategias. Pirámide</li> <li>- Kerin, Roger A., &amp; Hartley, Steven W. (2016). Marketing. Mc Graw-Hill</li> <li>- Armstrong, Gary, &amp; Kotler, Phillip (2018). Principios de Marketing. Pearson</li> <li>- Grewal, Dhruv (2018). Marketing. McGraw-Hill Education</li> <li>- Santesmases, M. (2011). Fundamentals of Marketing. Pirámide</li> </ul>
Complementary	



Recommendations
Subjects that it is recommended to have taken before
Business Economics: Management and Organisation/611G02008
Subjects that are recommended to be taken simultaneously
Strategic Management and Business Policy I/611G02025
Subjects that continue the syllabus
Market Research/611G02024 Commercial Distribution/611G02030 Marketing Management/611G02035
Other comments
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(\*)The teaching guide is the document in which the URV publishes the information about all its courses. It is a public document and cannot be modified. Only in exceptional cases can it be revised by the competent agent or duly revised so that it is in line with current legislation.