





The Pareto principle

80% of a company's profits come from 20% of its customers 80% of a company's complaints come from 20% of its customers 80% of a company's profits come from 20% of the time its staff spend 80% of a company's sales come from 20% of its products 80% of a company's sales are made by 20% of its sales staff

80% of your time and effort will be spent on 20% of your students 80% of elearning support will be required by 20 % of your students 80% of missed deadlines will be due to 20% of your students 80% of student-hour absences will be due to 20% of your students

80% of my course needs can be served by 20% of elearning tools







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D. Evaluation/Feedback

Rubrics Grade Structure Monitoring Discussion Deliverables Peer Evaluation Assignments 'My Grades'

A. Introduction

Instructor video/teaser Welcome to course Syllabus Group Formation

C. Engagement/Interaction

Student Lounge Discussion Boards Private Discussion Boards Questions for Prof Course Messages Bonus Content/Materia

B. Course Structure Syllabus Modules Lectures

Self-Quizzes Midterm/Final exam Announcements Calendar



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A. Introduction

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D. Evaluati

Peer

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Instructor video/teaser What is this course about

What will they learn Some Interesting facts

Welcome to course

Welcome announcement Self-Intro posts

Syllabus

As detailed as possible(dates, times, etc) Links to resources

Group Formation

Self selection or pre-set Randomize after gps finalized

C. Engagement/In Student Lou

Discussion Bo Private Discussio Questions for Course Message Bonus Content/Materia



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	0 =	Course Homepage	
	 MKT 6332.011 - H ADVERTISING & PROMOTIONAL STRATEGY - Su14 Course Homepage Getting Started with eLearning 	Welcome to MKT 6332.011: Advertising and Promotional Strategy! Instructor: Abhi Biswas Term: Summer 2014	* * * * * *
BA	A eccarring Announcements	Introductory Video	
Ad	Syllabus Learning Modules Discussions Assignments Quizzes and Exams	Streaming Format: Flash MP4 Format	
	Course Messages Chat Calendar	Syllabus - Summer 14	+ + + +
	My Grades	Syllabus Quiz Please complete by June 1. Multiple attempts are allowed. You must score 100% in order to proceed to Module 1!	* * * * * *
	e Homepage	Group Signup Sheet Please sign up for a group by June 7. At this time the Groups are NOT in order. Group presentation order and topics will be RANDOMLY assigned during the 2nd week.	* * * *
Cours		Learning Modules	
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8 Good luck with your presentations, 1 personally always look forward to these	and I am sure that you will too.	inty eccaring
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*****		Desired by: Abbill® Disuse
Welcome to our Summer Advertising & Promotions Course		Posted by: Abhijit Biswas Posted to: MKT 6332.011 - ADVERTISING &
Posted on: Saturday, May 24, 2014 2:29:49 AM CDT		PROMOTIONAL STRATEGY - Su14
Hello Everyone, welcome to our online 'Advertising & Promotions' course.		
Once again, I notice from the class roster that many of you are familiar name courses - and some of you I'm meeting for the very first time hello and well	es (and yes, even familiar faces). Some of you have been in one of my earlier come to each and everyone of you!	
A As many of you may have discovered already, to keep this course well organ		
subsections have been created on the 'discussion board' to ensure that appr		
First and foremost, I would advise EVERYONE to please go through the ENT reference for answers to clarification questions regarding the course structur		
Then make sure to complete the "syllabus quiz"(and get 100%) by June 1. This will reduce a large number of repetitious and redundant questions that a	re all addressed in the syllabus.	
this will reduce a large number of repetitious and redundant questions that a help facilitate this we have a required "syllabus quiz" to help you review the s you may have seen, there is a section called "self-introduction" on the 'di nembers of this virtual community) with each other and the best way to do the yourself (eg: previous background, job, married with 2 kids, single and conten For your convenience, apart from the syllabus, you also have access to a call to undertake for each of the class sessions on a weekly basis. Since, the ent syllabus from time to time for more detailed explanation.	he syllabus carefully before you begin this course.	
s you may have seen, there is a section called "self-introduction" on the 'di nembers of this virtual community) with each other and the best way to do the	iscussion board'. We think it's a good idea for all of you to get acquainted (as	
me Anno a contract of the solution of the solu		
COIL to undertake for each of the class sessions on a weekly basis. Since, the ent syllabus from time to time for more detailed explanation.		
The FIRST order of business for you is to sign-up for a group on the Group si	gn-up page. Everyone should do this by <u>June 7</u> . After that I will assign	
those who have not signed up with a group to one of the smaller groups - at r the group presentation TOPICS and DATES for the semester they are in no		
I am always here to help and guide you if you have any questions. However,		
am teaching this Summer semester, - so always allow 1-2 days for response		
As you will soon see, this course is structured very carefully to allow the flex synchronously and in-step through the course.	ability of an online course while still moving all the students somewhat	
Remember that EACH lesson module has to be completed within the designa SURE you get AT LEAST 9 out of 10. You can re-take the quiz as many time		
9 out of 10) - the following MONDAY(not earlier) the next lesson module will moving along at a somewhat synchronized weekly pace, since the material earlier	be accessible to youand so on. The objective is to keep all the students	
We hope that this course will be an enlightening and mutually productive lear		
As always'Good Luck' and 'Good Learning',		
Abhi Biswas		
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B. Course Structure

Syllabus

Modules

Contain lectures, quizzes, bonus content, etc.

Lectures

Short, interesting

Self-Quizzes

10-15 questions For credit, for extra credit or for self-review

Midterm/Final exam

Online or proctored

Announcements

Calendar

Bonus Conte

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C. Engage

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C. Engagement/Interaction

A Introduction

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Student Lounge Discussion Boards Private Discussion Boards For all groups 'Questions for Prof' Most valuable communication tool Course Messages Bonus Content/Material For extra credit or no credit

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	Discussion Board				
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Sion Boards	Required Class Topic Discussion- Open Mar S to Mar 19 Forum Is no longer available. Available untit: Weahesday, March 10, 2014 11:50:00 PM CDT.	Please read the attached article - "The Brand Called You" (a very well known and often debated article) thoroughly and discuss with the class making relevant and insightful comments, critiques, observations, etc. Tom Peters is a very well known author - you may want to read a bit about him(google) if interested. Keep in mind that this is a required component of the course and will be graded (see syllabus). If needed also read the syllabus for "Discussion" guidelines. This is a very significant, well known and interesting article and should provide ample food for thought and intriguing discussion points- especially from the perspective of "personal branding".	98 69	43	
		a.b. <u>TheBrandCalledYou.pdf</u>			
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D. Evaluation/Feedback

A. Introduction

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Rubrics and Feedback

For all assignments, deliverables Grade Structure Monitoring Discussion Boards

At least twice a week

Peer Evaluation

Create an assignment link

Assignments Create an assignment link 'My Grades'

<u>C. Engagem</u> Stude Discuss Private Dis Questic Course Bonus Conte





04/05

18/20

13/15

10/10

18/20

9/10

16/20

88/100

TOTAL

	Student name : Stu Dent
N	Marketing Plan Grading Rubric
Grading Rubric	Executive Summary/Table of contents Overall Situation Analysis Demand Analysis Environmental Climate Competitive Analysis
	SWOT Analysis Use of Financials & Data Analysis Conclusions/Recommendations/ Plan of Action, etc. Use of graphics, charts, analytical formats
	Overall report structure, readability, clarity, thoroughness, additional insights, references



Student name : Stu Dent

Comments/suggestions

Overall the marketing plan was very well developed and carefully written using all the relevant components.

Situation analysis, SWOT analysis and competitive analysis were well explained and thoroughly done- however Ansoff's Matrix could have also been used.

Grading TC Financials and the various tables and charts used, all conveyed meaningful interpretations of the plan. Data visualization excellent.

> Overall structure was adequate, however recommendations were not as clearly presented(should have been backed by breakeven analysis) as the rest of the marketing plan.







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MKT 6310 Consumer Behavior

Your Group No: ____

AS,

Peer Evaluation Form for Group Case Presentation & Assignments

Strictly Confidential

The purpose of this evaluation is to fairly assess the contribution of each member to the group effort, both towards the <u>gp presentation as well as towards the <u>gp assignment</u>.</u>

Each member will rate the relative contribution of all members in his/her group on a 10 pt scale. The average of these ratings will determine each students' "peer evaluation score". For instance, if you rate your own contribution 8, & the other members rate you 6, 7, 5 & 9, then your score will be 7.0.

<u>If a member receives an average peer eval score of less than 7.0 that member will receive only</u> <u>PARTIAL credit for all group work</u>

It is hoped that each member will be honest, impartial & objective in his/her evaluations.

The professor reserves the right to correct &/or discard evaluations that are questionable.

This form should be used for a combined peer evaluation for BOTH the Group case presentation as well as the Group written assignment.

Please use the scale shown below:

No contribution at all Max. contributio									
1 2	3 .	4 5	6	7	8	9	10		
Enter name of each group member:		Rate membe scale of 1 to	<u>Provide comments or</u> justification for ratings(optional)						
1. Your name here(yes,	evaluate yourself)	Þ							
2									
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4									
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7									

Please fill in this form & submit online by Friday, Apr 26 or in class on Apr 23.







Vital Lessons Learnt

- Vital Lessons Learnt (The 'Big Seven')
- 1. 'Structure' is key
- 2. Solid syllabus is an absolute must
- 3. Deliverables and evaluation should be explicit and clear
- 4. Must sprinkle magic dust of 'interaction and engagement'
- 5. Own the course delegate with caution!
- 6. Timely, regular 'communication and feedback'
- 7. Timely, regular 'feedback and communication'





'Hurdles....not obstacles'

Challenges

- 1. Keeping students on track- week to week
- 2. Handling missed deadlines
- 3. 'Extracting' discussion and activity
- 4. Dealing with 'passives and passengers'
- 5. Repetition, redundancy, again and again...and again...





'Small Pains, Big Gains'

Benefits/Rewards

- 1. Flexibility
- 2. Easier Housekeeping
- 3. Time savings
- 4. Student ENGAGEMENT
- 5. Accountability
- 6. T.A.s like me





'Low Hanging Fruit'

- My Course Checklist (not so 'secret sauce')
- Monitor course site at least once a day
- 2. Post comments/announcements at least once in 3 days
- ✓3. Answer ALL questions within 48 hrs
- ✓4. Post an article/link/video once a week
- 5. Provide grades & feedback within 2 days of submission deadlines (exams, assignments, presentations, peer evals, etc)





Future Possibilities?





