

MKT 3300.011: PRINCIPLES OF MARKETING

Fall 2016

Instructor: Dr. Fang Wu
Class hours: Tue/Thurs 4:00-5:15pm (Section 011)
Class Location: JSOM 2.106
Office: JSOM 13.312
Office Hours: Tuesday 1-2 PM or by Appointment
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Phone: 972-883-4740 (for emergency only)
Teaching Assistant: Harsha Kamatham (sxk152031@utdallas.edu)
TA's office: 13.208 Phone: 408-2422956
TA Office Hour: TBD.

Textbook:

Kerin, Hartley and Rudelius, *Marketing* (12th ed.), Irwin McGraw-Hill, 2015

Student Learning Objectives/Outcomes

1. Students will be able to group and organize marketing mix activities into the product, price, promotion/advertising, place (4P) classification framework;
2. Students will be able to use and apply the Segmentation-Targeting-Positioning theoretical framework in Marketing;
3. Students will be able to describe and implement different pricing methods such as markup pricing and target pricing;
4. Students will be able to evaluate and implement ethical constraints.

Class Format

Lectures and Discussion: This course will be primarily lectures-discussion based. Short lectures and discussion of key marketing concepts and skills will be followed as specified in the class schedule. Articles and issues that are of current interests and of relevance to topics being discussed will be brought to you occasionally in class to reinforce learning. You are encouraged to bring in your materials that are relevant to the topics discussed. Class time will be spent on topics that are especially important, interesting or difficult. Students are responsible for all of the information in the assigned materials whether it is explicitly covered in class or not.

Throughout the course of the semester you will be exposed to a variety of informative marketing videos, articles and business cases. All assigned readings should be read by the day they appear on the syllabus, as this is the day the material will be covered in class. We will use the course page on elearning (<http://elearning.utdallas.edu>) as the

major communication medium for the class. You can send/receive course-related emails, download lecture notes, and check your grades.

Grading

Exam One	20%
Exam Two	25%
Exam Three	25%
Quizzes (3 out of 4)	20%
Class Participation:	10%

Exams:

Three exams will be given throughout the semester. All exams are non-comprehensive and include assigned readings as well as material covered in class. They will consist of multiple choices and short answer questions. Specifics of the exam will be given during the review session before each exam.

Requests for rescheduling an exam will only be considered under special circumstances such as governmental duties or a written medical excuse. There is NO MAKE-UP exam. Please plan your schedule accordingly.

Quizzes

There will be **four quizzes** throughout the semester. The timing of the quiz will be determined randomly and will NOT be announced by the instructor beforehand. The quizzes will test the class content on that particular chapter so please pay attention to the class materials being tested. Four quizzes will be collected and graded. To your benefit, only the **highest three scores** will be counted towards your final grading.

Class Participation:

Attendance and active class participation are very important for your learning. Attendance will be taken throughout the semester. Please note that class participation scores will be based upon the quality of each student's input in class. Disruptive behavior in class will affect your class participation grade. There will be small in-class assignments and exercises throughout the semester. These in-class exercises are to ensure class participation and promote interactive learning.

Course and Instructor Policies

All deadlines are strictly followed throughout the semester. Late homework will not be accepted.

Re-Grading Policy: Should you think something is graded incorrectly and would like to have it regraded, you must submit a written request within a week after receiving the

grade. Late submissions will not be accepted. **Keep in mind that the ENTIRE exam will be regraded. As a result, your new and final grade for that test could be higher or lower than the original one.**

Student Conduct & Discipline

The University of Texas System and The University of Texas at Dallas have rules and regulations for the orderly and efficient conduct of their business. It is the responsibility of each student and each student organization to be knowledgeable about the rules and regulations which govern student conduct and activities. General information on student conduct and discipline is contained in the UTD publication, *A to Z Guide*, which is provided to all registered students each academic year.

The University of Texas at Dallas administers student discipline within the procedures of recognized and established due process. Procedures are defined and described in the *Rules and Regulations, Board of Regents, The University of Texas System, Part 1, Chapter VI, Section 3*, and in Title V, Rules on Student Services and Activities of the university's *Handbook of Operating Procedures*. Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations (SU 1.602, 972/883-6391).

A student at the university neither loses the rights nor escapes the responsibilities of citizenship. He or she is expected to obey federal, state, and local laws as well as the Regents' Rules, university regulations, and administrative rules. Students are subject to discipline for violating the standards of conduct whether such conduct takes place on or off campus, or whether civil or criminal penalties are also imposed for such conduct.

Academic Integrity

The faculty expects from its students a high level of responsibility and academic honesty. Because the value of an academic degree depends upon the absolute integrity of the work done by the student for that degree, it is imperative that a student demonstrate a high standard of individual honor in his or her scholastic work.

Scholastic dishonesty includes, but is not limited to, statements, acts or omissions related to applications for enrollment or the award of a degree, and/or the submission as one's own work or material that is not one's own. As a general rule, scholastic dishonesty involves one of the following acts: cheating, plagiarism, collusion and/or falsifying academic records. Students suspected of academic dishonesty are subject to disciplinary proceedings.

Plagiarism, especially from the web, from portions of papers for other classes, and from any other source is unacceptable and will be dealt with under the university's policy on plagiarism (see general catalog for details). This course

will use the resources of turnitin.com, which searches the web for possible plagiarism and is over 90% effective.

Email Use

The University of Texas at Dallas recognizes the value and efficiency of communication between faculty/staff and students through electronic mail. At the same time, email raises some issues concerning security and the identity of each individual in an email exchange. The university encourages all official student email correspondence be sent only to a student's U.T. Dallas email address and that faculty and staff consider email from students official only if it originates from a UTD student account. This allows the university to maintain a high degree of confidence in the identity of all individual corresponding and the security of the transmitted information. UTD furnishes each student with a free email account that is to be used in all communication with university personnel. The Department of Information Resources at U.T. Dallas provides a method for students to have their U.T. Dallas mail forwarded to other accounts.

Withdrawal from Class

The administration of this institution has set deadlines for withdrawal of any college-level courses. These dates and times are published in that semester's course catalog. Administration procedures must be followed. It is the student's responsibility to handle withdrawal requirements from any class. In other words, I cannot drop or withdraw any student. You must do the proper paperwork to ensure that you will not receive a final grade of "F" in a course if you choose not to attend the class once you are enrolled.

Student Grievance Procedures

Procedures for student grievances are found in Title V, Rules on Student Services and Activities, of the university's *Handbook of Operating Procedures*.

In attempting to resolve any student grievance regarding grades, evaluations, or other fulfillments of academic responsibility, it is the obligation of the student first to make a serious effort to resolve the matter with the instructor, supervisor, administrator, or committee with whom the grievance originates (hereafter called "the respondent"). Individual faculty members retain primary responsibility for assigning grades and evaluations. If the matter cannot be resolved at that level, the grievance must be submitted in writing to the respondent with a copy of the respondent's School Dean. If the matter is not resolved by the written response provided by the respondent, the student may submit a written appeal to the School Dean. If the grievance is not resolved by the School Dean's decision, the student may make a written appeal to the Dean of Graduate or Undergraduate Education, and the dean will appoint and convene an Academic Appeals Panel. The decision of the Academic Appeals Panel is final. The results of the academic appeals process will be distributed to all involved parties.

Copies of these rules and regulations are available to students in the Office of the Dean of Students, where staff members are available to assist students in interpreting the rules and regulations.

Incomplete Grade Policy

As per university policy, incomplete grades will be granted only for work unavoidably missed at the semester's end and only if 70% of the course work has been completed. An incomplete grade must be resolved within eight (8) weeks from the first day of the subsequent long semester. If the required work to complete the course and to remove the incomplete grade is not submitted by the specified deadline, the incomplete grade is changed automatically to a grade of F.

Disability Services

The goal of Disability Services is to provide students with disabilities educational opportunities equal to those of their non-disabled peers. Disability Services is located in room 1.610 in the Student Union. Office hours are Monday and Thursday, 8:30 a.m. to 6:30 p.m.; Tuesday and Wednesday, 8:30 a.m. to 7:30 p.m.; and Friday, 8:30 a.m. to 5:30 p.m.

The contact information for the Office of Disability Services is:
The University of Texas at Dallas, SU 22
PO Box 830688
Richardson, Texas 75083-0688
(972) 883-2098 (voice or TTY)

Essentially, the law requires that colleges and universities make those reasonable adjustments necessary to eliminate discrimination on the basis of disability. For example, it may be necessary to remove classroom prohibitions against tape recorders or animals (in the case of dog guides) for students who are blind. Occasionally an assignment requirement may be substituted (for example, a research paper versus an oral presentation for a student who is hearing impaired). Classes enrolled students with mobility impairments may have to be rescheduled in accessible facilities. The college or university may need to provide special services such as registration, note-taking, or mobility assistance.

It is the student's responsibility to notify his or her professors of the need for such an accommodation. Disability Services provides students with letters to present to faculty members to verify that the student has a disability and needs accommodations. Individuals requiring special accommodation should contact the professor after class or during office hours.

Religious Holy Days

The University of Texas at Dallas will excuse a student from class or other required activities for the travel to and observance of a religious holy day for a

religion whose places of worship are exempt from property tax under Section 11.20, Tax Code, Texas Code Annotated.

The student is encouraged to notify the instructor or activity sponsor as soon as possible regarding the absence, preferably in advance of the assignment. The student, so excused, will be allowed to take the exam or complete the assignment within a reasonable time after the absence: a period equal to the length of the absence, up to a maximum of one week. A student who notifies the instructor and completes any missed exam or assignment may not be penalized for the absence. A student who fails to complete the exam or assignment within the prescribed period may receive a failing grade for that exam or assignment.

If a student or an instructor disagrees about the nature of the absence [i.e., for the purpose of observing a religious holy day] or if there is similar disagreement about whether the student has been given a reasonable time to complete any missed assignments or examinations, either the student or the instructor may request a ruling from the chief executive officer of the institution, or his or her designee. The chief executive officer or designee must take into account the legislative intent of TEC 51.911(b), and the student and instructor will abide by the decision of the chief executive officer or designee.

Off-Campus Instruction and Course Activities

Off-campus, out-of-state, and foreign instruction and activities are subject to state law and University policies and procedures regarding travel and risk-related activities. Information regarding these rules and regulations may be found at the website address given below. Additional information is available from the office of the school dean. (http://www.utdallas.edu/BusinessAffairs/Travel_Risk_Activities.htm)

These descriptions and timelines are subject to change at the discretion of the Professor.

TENTATIVE CLASS SCHEDULE

Week	Date	Topic	Reading / Deadlines
1	Aug 23	Course Overview	Chapter 1
	Aug 25	Introduction to Marketing	Chapter 1
2	Aug 30	Strategic Marketing Planning	Chapter 2
	Sep 1	Marketing Environment	Chapter 3
3	Sep 6	Consumer Behavior	Chapter 5
	Sep 8	Consumer Behavior	Chapter 5
4	Sep 13	Segmentation, Targeting, and Positioning	Chapter 9
	Sep 15	Segmentation, Targeting, and Positioning	Chapter 9
5	Sep 20	Review for Exam 1	
	Sep 22	Exam 1	
6	Sep 27	Advertising and Promotions	Chapter 17 (p. 444-450)
	Sep 29	Advertising and Promotions	Chapter 18
7	Oct 4	New Product Development	Chapter 10
	Oct 6	New Product Development	Chapter 10
8	Oct 11	Product and Brand Strategy	Chapter 11
	Oct 13	Product and Brand Strategy	Chapter 11
9	Oct 18	Review for Exam 2	
	Oct 20	Exam 2	
10	Oct 25	Pricing Foundation	Chapter 13
	Oct 27	Pricing Foundation	Chapter 13
11	Nov 1	Pricing Strategy	Chapter 14
	Nov 3	Pricing Strategy	Chapter 14
12	Nov 8	<i>Guest Speaker-TBD</i>	
	Nov 10	Distribution Strategy	Chapter 15
13	Nov 15	Distribution Strategy	Chapter 15

	Nov 17	Marketing Ethics	Chapter 4
14	Nov 21-26	Fall Break. Happy Thanksgiving!	
15	Nov 29	Review for exam 3	
	Dec 1	<i>Student presentations</i>	
16	Dec 6	Exam 3	