



Texas A&M University-Central Texas

Course Syllabus

MKTK 3301—150: Marketing (hybrid) Fall 2021

Professor: Dr. Yiwen Chen

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Telephone: 254-501-5944

Class time: MW 11:00 am-12:15 pm (for in-person sessions only)

Class Location: Founder's Hall 211

Office Hrs: online & by appoint

COURSE OVERVIEW

- a. Course Overview and Description:** The course provides an examination of issues impacting business from a marketing perspective. Students will explore the role of marketing in aiding companies to better understand consumer preference and, subsequently, make more informed strategic decisions related to the business enterprise. Students will be challenged to continuously analyze products and services from a strategic marketing perspective, while being introduced to key marketing concepts and frameworks.
- b. Course Objectives and Outcomes:** At the close of the semester, students should display the following competencies:
1. Ability to identify the key elements used in developing marketing plans.
 2. Ability to assess the marketing environment and consumer behavior.
 3. Ability to integrate the knowledge of marketing segmentation, positioning, and targeting into the creation of a strategic marketing plan.
 4. Ability to develop and incorporate marketing mix (i.e., product, price, place, and promotion) into the strategic marketing plan.
 5. Ability to measure and revise the outcome of a strategic marketing plan.
- c. Method of Instruction:** This course is a hybrid course. Online sessions will be utilizing the TAMUCT Canvas Learning Management System [<https://tamuct.instructure.com>]. In-person sessions will take place in Founder's Hall 211. Students will access course materials, assignments, exams, student-instructor / student-student communication, and resource links via the Canvas website. **Online learning requires students to be incredibly self-disciplined. It is imperative that students read the syllabus thoroughly. Students must make certain they understand and are prepared to comply with all required class assignments and deadlines.** If there are questions about the syllabus or course expectations, students should post those questions on the "Course Q&A" Discussion Forum on Canvas.
- d. Required Textbook:**
Grewal, Dhruv and Michael, Levy. **M: Marketing (7th) with Connect/LearnSmart Access.** McGraw-Hill. ISBN#

Students can purchase the textbook and access code to Connect at their chosen store. *The textbook must be purchased and received within the first week of class.*

INSTRUCTOR COMMUNICATION AND CONTACT INFORMATION

- a. Student/Professor Interaction:** office hours will be held via WebEx. I encourage students to interact with me during office hours to ask any questions about assignments, get clarity on concepts, and/or review grading status in the course. If you cannot communicate with me during this time, please email me to schedule an appointment for an alternative time. Be sure to allow plenty of lead time before the due date if you are asking about an assignment.
- b. Email Etiquette:** When communicating via email, make certain to adhere to the following email etiquette standards: (1) have a subject line; (2) begin your message with a greeting and formally address the person you are emailing; (3) identify yourself and state the purpose of your email, and (4) add a signature, including your name and contact information. **Failure to adhere to this policy may hurt your grade.**

TECHNOLOGY REQUIREMENTS

- a. Canvas Tools and Resources:** This course will use the A&M-Central Texas Instructure Canvas learning management system. We strongly recommend the latest versions of Chrome or Firefox browsers. Canvas no longer supports any version of Internet Explorer.

Logon to A&M-Central Texas Canvas [<https://tamuct.instructure.com/>] or access Canvas through the TAMUCT Online link in myCT [<https://tamuct.onecampus.com/>]. You will log in through our Microsoft portal.

Username: Your MyCT email address. Password: Your MyCT password

- b. Canvas Support:** Use the Canvas Help link, located at the bottom of the left-hand menu, for issues with Canvas. You can select “Chat with Canvas Support,” submit a support request through “Report a Problem,” or call the Canvas support line: 1-844-757-0953.

For issues related to course content and requirements, contact your instructor.

- c. Online Proctored Testing:** A&M-Central Texas uses Proctorio for online identity verification and proctored testing. This service is provided at no direct cost to students. If the course requires identity verification or proctored testing, the technology requirements are: Any computer meeting the minimum computing requirements, plus web camera, speaker, and microphone (or headset). Proctorio also requires the Chrome web browser with their custom plug-in.

- d. Other Technology Support:** For log-in problems, students should contact Help Desk Central **24 hours a day, 7 days a week**

Email: helpdesk@tamu.edu

Phone: (254) 519-5466

Web Chat: [<http://hdc.tamu.edu>]

Please let the support technician know you are an A&M-Central Texas student.

Dr. Chen should be consulted regarding course content issues. Technology issues should be directed to the Help Desk. When calling for support, please let your support technician know you are a TAMUCT student.

COURSE REQUIREMENTS

- a. Connect/LearnSmart Assignments:** There will be a total of 15 Connect/LearnSmart assignments. Each of these assignments will be completed through Canvas by the date stipulated on the tentative course outline. Each exercise is worth 10 grading points totaling **150 grading points**.

- b. Application-based Simulation:** There will be a total of 8 rounds of tasks in this simulation. In each round, you'll be exposed to a marketing situation and help the company to make the right decisions. The goal of this assignment is to help students apply the concepts to solve real problems. Each role-playing assignment is worth 40 points, totaling **280 grading points**.
- c. Video Case Discussions:** There will be a total of 8 discussion posts. For each discussion task, you'll watch 1-2 videos on a marketing-related topic. Each post will be due on the dates stipulated in the tentative course outline. Instructions for the discussion posts will be given in each assigned discussion. **For each post, students will be required to respond constructively to TWO posts.** Each discussion post (including peer posts) is worth 20 grading points, totaling **160 grading points**.
- d. Quizzes:** There will be a total of 5 quizzes. The quizzes will test each student's knowledge of the key frameworks and concepts. The quiz will contain multiple-choice and true/false. The quizzes will be based on concepts learned from the text as well as concepts learned through the additional resources in the modules. Each quiz is worth 40 grading points totaling **200 grading points**.

GRADING POINTS AND POLICIES

Role-playing activities (8 at 35 points each)	320 points
Discussions (8 at 20 points each)	160 points
Quizzes (4 total at 50 points each)	200 points
LearnSmart Assignments (15 total at 10 points each)	150 points
Total	830 points

- a. Grading Policy:** Minimum points required for a specific course grade are noted in the table below. Minimum points required for a specific course grade will NOT be revised for any reason.

Course Grade	Calculation	Minimum Points Required
A	90%	747
B	80%	664
C	70%	571
D	60%	498
F	59%	498 & below

- b. Posting of Grades:** All student grades will be posted on the Canvas Grade book and students should monitor their grading status through this tool.
- c. Late Submissions:** Late submission will not be allowed in this course unless you or a family member in your immediate care experiences a medical emergency. You must communicate this information to Dr. Chen at the soonest available time **before or on the day of** the deadline; the request for deadline extension must be accompanied by a doctor or hospital note as a backup.

University Resources, Procedures, and Guidelines

- a. Drop Policy:** If you discover that you need to drop this class, you must complete the Drop Request Dynamic Form through Warrior Web.

[<https://dynamicforms.ngwebsolutions.com/casAuthentication.ashx?InstID=eaed95b9-f2be-45f3-a37d-46928168bc10&targetUrl=https%3A%2F%2Fdynamicforms.ngwebsolutions.com%2FSubmit%2FForm%2FStart%2F53b8369e-0502-4f36-be43-f02a4202f612>].

Faculty cannot drop students; this is always the responsibility of the student. The Registrar's Office will provide a deadline on the Academic Calendar for which the form must be completed. Once you submit the completed form to the Registrar's Office, you must go into Warrior Web and confirm that you are no longer enrolled. If you still show as enrolled, FOLLOW-UP with the Registrar's Office immediately. You are to attend class until the procedure is complete to avoid a penalty for absence. Should you miss the drop deadline or fail to follow the procedure, you will receive an F in the course, which may affect your financial aid and/or VA educational benefits.

- b. Academic Integrity**

Texas A&M University-Central Texas values the integrity of the academic enterprise and strives for the highest standards of academic conduct. A&M-Central Texas expects its students, faculty, and staff to support the adherence to high standards of personal and scholarly conduct to preserve the honor and integrity of the creative community. Any deviation by students from this expectation may result in a failing grade for the assignment and potentially a failing grade for the course. All academic misconduct concerns will be referred to the Office of Student Conduct. When in doubt about collaboration, citation, or any issue, please contact your instructor before taking a course of action.

For more information regarding the Student Conduct process, [<https://www.tamuct.edu/student-affairs/student-conduct.html>].

If you know of potential honor violations by other students, you may submit a report, [https://cm.maxient.com/reportingform.php?TAMUCentralTexas&layout_id=0].

- c. Academic Accommodations**

At Texas A&M University-Central Texas, we value an inclusive learning environment where every student has an equal chance to succeed and has the right to a barrier-free education. The Office of Access and Inclusion is responsible for ensuring that students with a disability receive equal access to the university's programs, services, and activities. If you believe you have a disability requiring reasonable accommodations, please contact the Office of Access and Inclusion, WH-212; or call (254) 501-5836. Any information you provide is private and confidential and will be treated as such.

For more information, please visit our Access & Inclusion Canvas page (log-in required) [<https://tamuct.instructure.com/courses/717>]

- d. Important information for Pregnant and/or Parenting Students**

Texas A&M University-Central Texas supports students who are pregnant and/or parenting. In accordance with requirements of Title IX and related guidance from US Department of Education's Office of Civil Rights, the Dean of Student Affairs' Office can assist students who are pregnant and/or parenting in seeking accommodations related to pregnancy and/or parenting. Students should seek out assistance as early in the pregnancy as possible. For more information, please visit [Student Affairs](https://www.tamuct.edu/student-affairs/pregnant-and-parenting-students.html) [<https://www.tamuct.edu/student-affairs/pregnant-and-parenting-students.html>]. Students may also contact the institution's Title IX Coordinator. If you would like to read more about these [requirements and guidelines](#) online, please visit the website [<http://www2.ed.gov/about/offices/list/ocr/docs/pregnancy.pdf>].

Title IX of the Education Amendments Act of 1972 prohibits discrimination on the basis of sex and gender—including pregnancy, parenting, and all related conditions. A&M-Central Texas is able to provide flexible and

individualized reasonable accommodation to pregnant and parenting students. All pregnant and parenting students should contact the Associate Dean in the Division of Student Affairs at (254) 501-5909 to seek out assistance. Students may also contact the University's Title IX Coordinator.

e. Tutoring

Tutoring is available to all A&M-Central Texas students, on a remote online basis. Visit the Academic Support Community in Canvas to view schedules and contact information. Subjects tutored on campus include Accounting, Advanced Math, Biology, Finance, Statistics, Mathematics, and Study Skills. Student success coaching is available online upon request.

If you have a question regarding tutor schedules, need to schedule a tutoring session, are interested in becoming a tutor, success coaching, or have any other questions, contact Academic Support Programs at (254) 501-5836, visit the Office of Student Success at 212F Warrior Hall, or by emailing studentsuccess@tamuct.edu.

Chat live with a tutor 24/7 for almost any subject from on your computer! Tutor.com is an online tutoring platform that enables A&M-Central Texas students to log in and receive online tutoring support at no additional cost. This tool provides tutoring in over 40 subject areas except for writing support. Access Tutor.com through Canvas.

f. University Writing Center

University Writing Center: Located in Warrior Hall 416, the University Writing Center (UWC) at Texas A&M University–Central Texas (A&M–Central Texas) is a free service open to all A&M–Central Texas students. For the Fall 2021 semester, the hours of operation are from 10:00 a.m.-5:00 p.m. Monday thru Thursday in Warrior Hall 416 (with online tutoring available every hour as well) with satellite hours available online only Monday thru Thursday from 6:00-9:00 p.m. and Saturday 12:00-3:00 p.m.

Tutors are prepared to help writers of all levels and abilities at any stage of the writing process. While tutors will not write, edit, or grade papers, they will assist students in developing more effective composing practices. By providing a practice audience for students' ideas and writing, our tutors highlight the ways in which they read and interpret students' texts, offering guidance and support throughout the various stages of the writing process. In addition, students may work independently in the UWC by checking out a laptop that runs the Microsoft Office suite and connects to WIFI, or by consulting our resources on writing, including all of the relevant style guides. Whether you need help brainstorming ideas, organizing an essay, proofreading, understanding proper citation practices, or just want a quiet place to work, the UWC is here to help!

Students may arrange a one-to-one session with a trained and experienced writing tutor by making an appointment via WOnline at <https://tamuct.mywconline.com/>. In addition, you can email Dr. Bruce Bowles Jr. at bruce.bowles@tamuct.edu if you have any questions about the UWC, need any assistance with scheduling, or would like to schedule a recurring appointment with your favorite tutor by making an appointment via WOnline at <https://tamuct.mywconline.com/>. In addition, you can email Dr. Bruce Bowles Jr. at bruce.bowles@tamuct.edu if you have any questions about the UWC, need any assistance with scheduling, or would like to schedule a recurring appointment with your favorite tutor.

g. University Library

The University Library provides many services in support of research across campus and at a distance. We offer over 200 electronic databases containing approximately 400,000 eBooks and 82,000 journals, in addition to the 96,000 items in our print collection, which can be mailed to students who live more than 50 miles from campus. Research guides for each subject taught at A&M-Central Texas are available through our website to help students navigate these resources. On campus, the library offers technology including cameras, laptops, microphones, webcams, and digital sound recorders.

Research assistance from a librarian is also available 24 hours a day through our online chat service, and

at the reference desk when the library is open. Research sessions can be scheduled for more comprehensive assistance, and may take place virtually through WebEx, Microsoft Teams or in-person at the library. Assistance may cover many topics, including how to find articles in peer-reviewed journals, how to cite resources, and how to piece together research for written assignments.

Our 27,000-square-foot facility on the A&M-Central Texas main campus includes student lounges, private study rooms, group work spaces, computer labs, family areas suitable for all ages, and many other features. Services such as interlibrary loan, TexShare, binding, and laminating are available. The library frequently offers workshops, tours, readings, and other events. For more information, please visit our [Library website](http://tamuct.libguides.com/index) [http://tamuct.libguides.com/index].

h. OPTIONAL POLICY STATEMENTS

A Note about Sexual Violence at A&M-Central Texas

Sexual violence is a serious safety, social justice, and public health issue. The university offers support for anyone struggling with these issues. University faculty are mandated reporters, so if someone discloses that they were sexually assaulted (or a victim of Domestic/Dating Violence or Stalking) while a student at TAMUCT, faculty members are required to inform the Title IX Office. If you want to discuss any of these issues confidentially, you can do so through Student Wellness and Counseling (254-501-5955) located on the second floor of Warrior Hall (207L).

Sexual violence can occur on our campus because predators often feel emboldened, and victims often feel silenced or shamed. It is incumbent on ALL of us to find ways to actively create environments that tell predators we don't agree with their behaviors and tell survivors we will support them. Your actions matter. Don't be a bystander; be an agent of change. For additional information on campus policy and resources visit the [Title IX webpage](https://www.tamuct.edu/compliance/titleix.html) [https://www.tamuct.edu/compliance/titleix.html].

i. Behavioral Intervention

Texas A&M University-Central Texas cares about the safety, health, and well-being of its students, faculty, staff, and community. If you are aware of individuals for whom you have a concern, please make a referral to the Behavioral Intervention Team. Referring your concern shows you care. You can complete the [referral](https://cm.maxient.com/reportingform.php?TAMUCentralTexas&layout_id=2) online [https://cm.maxient.com/reportingform.php?TAMUCentralTexas&layout_id=2].

Anonymous referrals are accepted. Please see the [Behavioral Intervention Team](https://www.tamuct.edu/bit) website for more information [https://www.tamuct.edu/bit]. If a person's behavior poses an imminent threat to you or another, contact 911 or A&M-Central Texas University Police at 254-501-5800.

I. TENTATIVE COURSE OUTLINE/CALENDAR

- *Module content will be released at 12:00 a.m. Monday each week.*
- *Assignments are due by 11:59 pm on Sunday of the week assigned.*
- *Points denoted in parentheses.*
- *Lectures take place in Founder's Hall 211*
- *Simulations take place in Founder's Hall 308*

Week/Unit/Dates	Topics/Readings	Assignments
1. 8/23-8/29 (In-person)	MODULE 1: Introduction Chapter 1 <ul style="list-style-type: none"> • 8/23: course introduction • 8/25: Lecture 	<ul style="list-style-type: none"> • Course Setup • LearnSmart (LS) Chapter 1 (10)
2. 8/30-9/5 (online)	MODULE 2: Developing Marketing Strategy/Plan Chapter 2	<ul style="list-style-type: none"> • LS Chapter 2 (10) • Discussion 1 (20)
3. 9/8-9/12 (in-person)	MODULE 3: Understanding the Marketplace Chapter 5 <ul style="list-style-type: none"> • 8/30: Lecture • 9/01: Simulation 1 	<ul style="list-style-type: none"> • LS Chapter 5 (10) • Simulation 1 (35) • Quiz 1 (40)
4. 9/13-9/19 (online)	MODULE 4: Consumer Behavior Chapter 6	<ul style="list-style-type: none"> • LS Chapter 6 (10) • Discussion 2 (20)
5. 9/20-9/26 (In-person)	MODULE 5: Segmentation, Targeting, and Positioning Chapter 9 <ul style="list-style-type: none"> • 9/20: Lecture • 9/22: Simulation 2&3 	<ul style="list-style-type: none"> • LS Chapter 9 (10) • Discussion 3 (20) • Simulation 2 (35) • Simulation 3 (35)
6. 9/27-10/3 (In-person)	MODULE 6: Market Research Chapter 10 <ul style="list-style-type: none"> • 9/27: Lecture • 9/29: Lecture 	<ul style="list-style-type: none"> • LS Chapter 10 (10) • Quiz 2 (40)
7. 10/4-10/10 (online)	MODULE 7: Product Branding and Packaging Decisions Chapter 11	<ul style="list-style-type: none"> • LS Chapter 11 (10) • Discussion 4 (20)
8. 10/11-10/17 (online)	MODULE 8: Developing New Products Chapter 12	<ul style="list-style-type: none"> • LS Chapter 12 (10)
9. 10/18-10/24 (In-person)	MODULE 9: Services Chapter 13 <ul style="list-style-type: none"> • 10/18: Lecture • 10/20: Simulation 4 	<ul style="list-style-type: none"> • LS Chapter 13 (10) • Quiz 3 (40)
10. 10/25-10/31 (In-person)	MODULE 10: Pricing Chapter 14 <ul style="list-style-type: none"> • 10/25: Lecture • 10/27: Simulation 5 	<ul style="list-style-type: none"> • LS Chapter 14 (10) • Discussion 5 (25) • Simulation 5 (35)
11. 11/1-11/7 (online)	MODULE 11: Distribution Chapter 15	<ul style="list-style-type: none"> • LS Chapter 15 (10) • Discussion 6 (20) • Simulation 6 (35)
12. 11/8-11/14 (In-person)	MODULE 12: Integrated Marketing Communications Chapter 17 <ul style="list-style-type: none"> • 11/08: Lecture • 11/10: Simulation 6&7 	<ul style="list-style-type: none"> • LS Chapter 17 (10) • Simulation 6 (35) • Simulation 7 (35)

13. 11/15-11/21 (online)	MODULE 13: Advertising, PR, & Sales Promotion Chapter 18	<ul style="list-style-type: none"> • IS Chapter 18 (10) • Discussion 7 (20) • Quiz 4 (40)
14. 11/22-11/28 (online)	MODULE 14: Personal Selling and Sales Management Chapter 19	<ul style="list-style-type: none"> • IS Chapter 19 (10) •
15. 11/29-12/5 (In-person)	MODULE 15: Social and Mobile Marketing Chapter 3 <ul style="list-style-type: none"> • Lecture • Simulation 8 	<ul style="list-style-type: none"> • IS Chapter 3 (10) • Discussion 8 (20) • Simulation 8 (35)
16. 12/6-12/10 (online)	MODULE 16: Wrap-up	<ul style="list-style-type: none"> • Quiz 5 (40)

Dr. Chen reserves the right to make changes to this schedule should circumstances during the semester cause revision. Should changes be necessary a revised schedule will be posted on the course web site.