

OFFICIAL UNDERGRADUATE COURSE OUTLINE FORM

Note: The University reserves the right to amend course outlines as needed without notice.

Course Code and Number: BUS 425		Number of Credits: 3 Course credit policy (105)																	
Course Full Title: Marketing Strategy																			
Course Short Title (if title exceeds 30 characters):																			
Faculty: Faculty of Professional Studies		Department (or program if no department): School of Business																	
Calendar Description: <p>Students will integrate all the marketing skills they have acquired to create a client-driven strategic marketing plan, including developing product positioning, a communication strategy, profitability forecasts, an implementation schedule, and a comprehensive set of marketing metrics to track an organization's success.</p>																			
Prerequisites (or NONE):		BUS 321 and BUS 327. Note: As of January 2018, prerequisites will change to: 75 university-level credits including BUS 321.																	
Corequisites (if applicable, or NONE):																			
Pre/corequisites (if applicable, or NONE):																			
Equivalent Courses (cannot be taken for additional credit) Former course code/number: Cross-listed with: Equivalent course(s): <i>Note: Equivalent course(s) should be included in the calendar description by way of a note that students with credit for the equivalent course(s) cannot take this course for further credit.</i>		Transfer Credit Transfer credit already exists: <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No Transfer credit requested (OReg to submit to BCCAT): <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No (if yes, fill in transfer credit form) Resubmit revised outline for articulation: <input type="checkbox"/> Yes <input type="checkbox"/> No To find out how this course transfers, see bctransferguide.ca .																	
Total Hours: 45 Typical structure of instructional hours: <table border="1"> <tr> <td>Lecture hours</td> <td>30</td> </tr> <tr> <td>Seminars/tutorials/workshops</td> <td></td> </tr> <tr> <td>Laboratory hours</td> <td></td> </tr> <tr> <td>Field experience hours</td> <td>0</td> </tr> <tr> <td>Experiential (practicum, internship, etc.)</td> <td></td> </tr> <tr> <td>Online learning activities</td> <td></td> </tr> <tr> <td>Other contact hours: Case Studies</td> <td>15</td> </tr> <tr> <td>Total</td> <td>45</td> </tr> </table>		Lecture hours	30	Seminars/tutorials/workshops		Laboratory hours		Field experience hours	0	Experiential (practicum, internship, etc.)		Online learning activities		Other contact hours: Case Studies	15	Total	45	Special Topics Will the course be offered with different topics? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If yes, different lettered courses may be taken for credit: <input type="checkbox"/> No <input type="checkbox"/> Yes, repeat(s) <input type="checkbox"/> Yes, no limit <i>Note: The specific topic will be recorded when offered.</i>	
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Other contact hours: Case Studies	15																		
Total	45																		
		Maximum enrolment (for information only): 25 Expected frequency of course offerings (every semester, annually, every other year, etc.): annually																	
Department / Program Head or Director: Dr. Frank Ulbrich		Date approved: November 2016																	
Faculty Council approval		Date approved: December 9, 2016																	
Campus-Wide Consultation (CWC)		Date of posting: January 20, 2017																	
Dean/Associate VP: Dr. Tracy Ryder Glass		Date approved: December 9, 2016																	
Undergraduate Education Committee (UEC) approval		Date of meeting: February 24, 2017																	

Learning Outcomes

Upon successful completion of this course, students will be able to:

- LO1. Assess the competitive environment of product category
- LO2. Develop buyer profiles to select a target market
- LO3. Assess the fit between brand, product, pricing, and channel management strategies
- LO4. Assess the profitability of a product in a marketplace
- LO5. Prepare a comprehensive marketing plan document for a client organization
- LO6. Prepare an implementation schedule

Prior Learning Assessment and Recognition (PLAR)

☒ Yes ☐ No, PLAR cannot be awarded for this course because

Typical Instructional Methods (guest lecturers, presentations, online instruction, field trips, etc.; may vary at department's discretion)

Lecture, field studies, case studies, client driven student projects, and presentations.

Grading system: Letter Grades: ☒ Credit/No Credit: ☐ Labs to be scheduled independent of lecture hours: Yes ☐ No ☒

NOTE: The following sections may vary by instructor. Please see course syllabus available from the instructor.

Typical Text(s) and Resource Materials (if more space is required, download Supplemental Texts and Resource Materials form)

Author (surname, initials)	Title (article, book, journal, etc.)	Current ed.	Publisher	Year
1. Cravens, D & Piercy, N.	Strategic Marketing	<input checked="" type="checkbox"/>	McGraw Hill	
2.		<input type="checkbox"/>		
3.		<input type="checkbox"/>		
4.		<input type="checkbox"/>		
5.		<input type="checkbox"/>		

Required Additional Supplies and Materials (software, hardware, tools, specialized clothing, etc.)**Typical Evaluation Methods and Weighting**

Final exam:	35%	Assignments:	%	Midterm exam:	%	Practicum:	%
Quizzes/tests:	%	Lab work:	%	Field experience:	%	Shop work:	%
Case Presentation:	20%	Marketing Strategy	35%	Participation:	10%	Total:	100%

Details (if necessary):**Typical Course Content and Topics**

Module 1: Strategic Marketing Overview

Module 2: Markets, Segments and Customer Value

Case Studies (LO1, LO2)

Module 3: Designing Market-Driven Strategies

Case Studies (LO3)

Module 4: Market-Driven Program Development

Case Studies (LO4)

Module 5: Implementing and Managing Market-Driven Strategies

Case Presentation (LO1 - 6)

Strategic Marketing Plan (LO5 - 6)

Final Exam (LO1 - 4)