



## EXC 2602 Direct Marketing

### Studium

Bachelor in Business Administration (3. år)

### Kursansvarlig

### Institutt

Institutt for markedsføring

### Semester

Se studieplan for aktuelt studium

### Studiepoeng

6

### Undervisningsspråk

Engelsk

### Innledning

### Mål

### Forkunnskaper

### Obligatorisk litteratur

#### Bøker:

Evans, Martin, Lisa O'Malley and Maurice Patterson. 2004. Exploring direct and relationship marketing. 2nd ed. London : Thomson

#### Artikkelsamling:

Kunøe, Gorm red.. 2005. Artikkelsamling/Collection of articles: Direct Marketing and Database Marketing. Oslo: Handelshøyskolen BI.

The collection consists:

1. Barwise, Patrick. 2002. "Permission-Based Mobile Advertising". Journal of Interactive Marketing. Vol 16/ No.1/ Winter. (10 pages)
2. Dommeyer, Curt J. og Gross, Barbara L. 2003. "What Consumers Know and What They Do: An Investigation of Consumer Knowledge, Awareness, and Use of Privacy Protection Strategies". Journal of Interactive Marketing. Vol 17/ No. 2/ Spring (17 pages)
3. Gupta, Sunil og Lehmann, Donald R. 2003. "Customers As Assets. Journal of Interactive Marketing. Vol 17/ No. 1/ Winter (15 pages)
4. Heilman, Carrie M., Kaefer, Fredrick og Ramenofsky, Samuel D. 2003. Determining the Appropriate Amount of Data for Classifying Consumers for Direct marketing Purposes". Journal of Interactive Marketing. Vol 17/ No. 3/ Summer (23 pages)
5. Mathwick, Charla. 2002. "Understanding the online Consumer: A Typology of Online Relational Norms and Behavior". Journal of Interactive Marketing. Vol 16/ No. 1/ Winter (15 pages)
6. Montoya-Weiss, Mitzi M., Voss, Glenn B. Og Grewal, Dhruv. 2003. "Determinants of Online Channels Use and Overall Satisfaction With a Relational Multichannel Service Provider". Journal of the Academy of Marketing Science. Vol. 31, No. 4. (10 pages)

### Anbefalt litteratur

#### Bøker:

Stone, Bob and Ron Jacobs. 2008. Successful direct marketing methods. 8th ed. London : McGraw-Hill

**Emneoversikt**

**Dataverktøy**

**Gjennomføring**

**Eksamen**

**Eksamenskode(r)**

**Hjelpemidler til eksamen**

**Kontinuasjon**

**Tilleggsinformasjon**