



APPLIES TO ACADEMIC YEAR 2010/2011

GRA 6409 Strategic Marketing Issues

Programme

Advanced Specialization Course (MSc), Master of Science in Business and Economics, Master of Science in Business and Economics (Marketing), Master of Science in International Marketing and Management, Master of Science in Strategic Marketing Management

Responsible for the course

Department

Department of Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

English

Introduction

The purpose of marketing is to transform company resources to satisfy customer needs more effectively and efficiently than competing alternatives. The unique competence in marketing is to understand customer needs and how value is created, and the ability to identify and solve strategic and operative issues related to this transformation. There is a massive amount of information about customers, markets and competition that needs to be organized in meaningful ways in order to optimize strategic and operative marketing decisions. Organizations have to be flexible and adaptable to major changes in how value and competitive advantage is created.

Learning outcome

Knowledge objectives:

- What is a market and what is marketing?
- What is strategic marketing?
- Market dynamics and heterogeneity (segmentation)
- What create value for customers?
- Market segments and positioning
- Product and value creation strategy
- Customer portfolio strategy
- Brand strategy
- Market orientation
- Sustainability

Skill objective:

- Analyze the strengths and weaknesses of a marketing strategy
- Construct suggestions for improving a marketing strategy
- Identify theories that are helpful in analyzing and constructing marketing strategies

Attitude objectives:

- Critical reflection and thinking
- Respect for the complexity of marketing decisions and business in general

Prerequisites

Prior knowledge of marketing theory- preferably at an intermediate level - is required. Note that this is an advanced course.

Compulsory reading

Collection of articles:

A number of scientific and managerial articles are compulsory literature. In addition students need to acquire a set of HBS cases.

Other:

A list of compulsory readings will be provided on it's learning or in class.

During the course there may be hand-outs and other material on additional topics relevant for the course and the examination.

Recommended reading

Books:

Larréché, Jean-Claude, Hubert Gatignon and Réme Triolet. 2003. Markstrat online : student handbook. Paris : StratX International

Course outline

Major topics to be covered include:

- The purpose of Marketing
- Creating Customer Value
- Competitive Positioning and Comparative Advantage
- Market Orientation
- Repositioning

Computer-based tools

Markstrat 3 Simulation

Learning process and workload

The class will be organized around discussing selected topics illustrated by theoretical articles and cases. The students are expected to be well prepared and highly involved in the discussions. An application of the discussion topic will be the use of the Markstrat 3 simulation, where student teams compete against each other in a fictional marketing environment. The assignment for the term paper is to analyze a strategic marketing success. Students will work in groups of three.

The Markstrat simulation (and evaluation) will be arranged during one of the first weekends in the semester. Contact instructor for further details.

Please note that while attendance is not compulsory in all courses, it is the student's own responsibility to obtain any information provided in class that is not included on the course homepage/It's learning or text book.

Examination

Your course grade will be based on the following activities and weights:

25 % - Markstrat (groups formed by instructor)

50 % - Case assignments (groups of max 3 students)

25 % - Two-Hour Written Exam (individual)

Five case assignments and Markstrat are carried out during the course.

All parts of the evaluation need to be passed in order to get a grade in the course.

Case grades are based on both a case write-up and class participation (individual grades).

Specific information regarding student evaluation beyond the information given in the course description will be provided in class. This information may be relevant for requirements for term papers or other hand-ins, and/or where class participation can be one of several elements of the overall evaluation.

This is a course with continuous assessment (several exam elements) and one final exam code. Each exam element will be graded using points on a scale (e.g. 0-100). The elements will be weighted together according to the information in the course description in order to calculate the final letter grade for the course. You will find detailed information about the point system and the cut off points with reference to the letter grades on the course site in It's learning.

Examination code(s)

GRA 64091 accounts for 100% of the final grade in the course GRA 6409.

Examination support materials

A bilingual dictionary.

Exam aids at written examinations are explained under exam information in our web-based Student handbook. Please note use of calculator and dictionary.

<http://www.bi.edu/studenthandbook/examaids>

Re-sit examination

It is only possible to retake an examination when the course is next taught.

The assessment in some courses is based on more than one exam code.

Where this is the case, you may retake only the assessed components of one of these exam codes.

Where this is not the case, all of the assessed components of the course must be retaken. All retaken examinations will incur an additional fee.

Additional information

Honor Code

Academic honesty and trust are important to all of us as individuals, and represent values that are encouraged and promoted by the honor code system. This is a most significant university tradition. Students are responsible for familiarizing themselves with the ideals of the honor code system, to which the faculty are also deeply committed.

Any violation of the honor code will be dealt with in accordance with BI's procedures for cheating. These issues are a serious matter to everyone associated with the programs at BI and are at the heart of the honor code and academic integrity. If you have any questions about your responsibilities under the honor code, please ask.