



APPLIES TO ACADEMIC YEAR 2012/2013

EXC 3623 Product Planning

Programme

Bachelor in Business Administration (BBA) (3. year)

Responsible for the course

Sangeeta Singh

Department

Department of Marketing

Term

According to study plan

ECTS Credits

7,5

Language of instruction

English

Introduction

Product and services planning lies at the very heart of the firm's overall strategy and must occupy a dominant role in the firm's planning and actions. This requires an in-depth knowledge of product and services. This course is designed to provide an understanding of product and services which leads to developing product and service plans that are viable and successful. The goal of the course is to make students integrate knowledge acquired in general marketing courses (knowledge on the 4Ps, buyer behavior, etc.) into planning products and services to put the 4 Ps in practice.

There are two parts to the course. The first part focuses on analyzing information pertaining to product and services' environment, customers and competitors. The second part builds on this foundation to familiarize students with the complexities of product and services planning.

Learning outcome

Acquired knowledge

Students should understand

- how products and services differ from each other yet are similar in many respects
- the external and internal factors that influence planning of products and services
- the importance of concepts like product life cycle and product portfolio management for planning products and services
- how important it is to manage the 4Ps for planning products and services

Acquired skills

Students should be able to

- identify symptomatic and problematic situations in a company
- analyze the information gathered and separate relevant from irrelevant information
- integrate the learning on 4 Ps, buyer behavior, product life cycle, and product portfolio management into product and services planning
- develop a sustainable product and services plan
- communicate their ideas effectively, both orally and in writing

Reflection

- Students should be aware that a sustainable product and services plan takes into account social responsibility and ethical considerations

Prerequisites

The course is based on the knowledge of marketing that the students have acquired from other marketing courses in their studies

Compulsory reading

Books:

Lehmann, Donald R., Russell S. Winer. 2005. Product management. 4th ed. McGraw-Hill/Irwin. 512

Other:

Current newspaper and magazine articles handed out during the course or made available on

It's Learning

Recommended reading

Books:

Aaker, David A. 2011. Strategic market management. 9th ed. Wiley. 341

Course outline

Part I: Analyzing Information

1. Defining the competitive set
2. Industry analysis
3. Competitor analysis
4. Customer analysis

Part II: Product and Services Planning

1. Theoretical foundations- product and services strategy, product and services classification, buyer behavior, product life cycle, product portfolios
2. New product and services development
3. Obtaining sustainable competitive advantage
4. Managing products and services over their life cycle

Computer-based tools

It's Learning

Learning process and workload

The learning objectives of the course are accomplished through a combination of lectures, case studies, group work, group presentations and feedback.

Two group presentations during the semester and feedback on the presentations ensure progress on the term paper. Participation in lectures is crucial to the successful completion of the term paper.

Coursework requirements

Groups (of up to 3 students) make two presentations of the term paper during the semester: One at the beginning of the semester and the other towards the end of the semester (but before or at the last lecture date).

The students' workload in hours:

Activity	Use of hours
Lectures	30
Preparation for lectures/reading literature	20
Presentations	6
Preparation for presentations	20
Group work	24
Research, information gathering and analysis	50
Writing paper	50
Total recommended hours	200

Use of hours

10 lectures of 3 hours each 30 hrs (lecturer)

Presentations 6 hrs (lecturer)

Evaluation of work requirements and feedback 6 hours (lecturer)

Co-ordination of work requirements 3 hours (course responsible)

Total recommended hours: 45

Coursework requirements

Students must carry out and have two presentations approved in order to be allowed to hand in the final project paper.

Examination

The course is evaluated on the basis of a term paper in which students will be required to develop a market plan for a company of their choice and then design a product strategy or strategies based on the market plan.

Students work in groups of up to 3 students to complete the term paper.

Examination code(s)

EXC 36231- Project paper, counts for 100 % towards the final grade in EXC 3623 Product and Market Planning 7,5 credits.

Examination support materials

All support materials are allowed for the term paper

Examination support materials at written examinations are specified under exam information in our web-based Student Handbook. Please note the use of calculator and dictionary.

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

Re-sit examination

A re-sit examination is held every semester.

Students who do not fulfil the coursework requirements are not allowed to hand in the final project paper. Consequently they will have to take the course all over on later occasion.

Students who fail the project paper or wish to improve their grade, must take a re-sit examination the next time examination is offered.

Additional information