



APPLIES TO ACADEMIC YEAR 2014/2015

## MRK 3654 Product Planning

### Programme

Bachelor of Marketing Management (3. year)

### Responsible for the course

Sangeeta Singh

### Department

Department of Marketing

### Term

According to study plan

### ECTS Credits

7,5

### Language of instruction

Norwegian

### Introduction

Products include both tangible and intangible exchanges in the marketplace. Their 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

This course is designed to provide an understanding of marketing planning which leads to developing strategies for successful and sustainable pricing and product management. The goal of the course is to make students integrate knowledge about the 4 Ps of marketing into developing a marketing plan that applies the 4 Ps in practice, with special emphasis on pricing and product.

Students should be able to

- Understand that a company operates in a marketing environment and how it affects the strategic decisions the marketing/product manager makes. Also understand the relative importance of these market/environment forces.
- Understand how the different aspects of the marketing mix are interrelated
- Understand the different strategic choices available to a marketing/product manager and the implications of these strategies for the company

#### Acquired skills

Students should be able to

- Perform a SWOT and PESTEL analysis
- Develop a marketing mix that 'hangs together'
- Develop a marketing plan that demonstrates pricing and product management suited to the chosen strategy

#### 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 sider

#### Other:

Gjeldende avis og magasin artikler blir levert ut i løpet av kurset eller gjort tilgjengelig på Itslearning

### Recommended reading

#### Books:

Aaker, David A and McLoughlin, Damien. 2010. Strategic market management - Global Perspectives. 1st ed.. Wiley

### Course outline

#### Part I: Analyzing Information

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

#### Part II: Planning

1. Products and services classification, consumer behavior, product life cycle, product portfolios, new product development
2. Pricing and price structures
3. Different marketing strategies

### 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 lectures end).

workload in hours:

The students'

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

### Use of hours

30 timer - Lectures

6 timer - Presetations (lecturer)

3 timer - Feedback (lecturer)

6 timer - Co-ordination of work requirements 6 hours (course responsible)

45 Total

### Coursework requirements

Students must carry out and have two presentations approved in order to be allowed to hand in the final project paper. (The presentations will be assessed with approved / not approved, and both must be approved.)

**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 or service strategy or strategies based on the market plan.

Students work in groups of up to 1-3 students to complete the term paper.

**Examination code(s)**

MRK 36541 - Project paper, counts for 100 % of the final grade in MRK 3654 Product Planning 7,5 credits.

**Examination support materials**

All support materials are allowed for the term paper.

**Re-sit examination**

A re-sit examination is held every semester.

This course will be lectured for the last time spring term 2015.

Last re-sit examinations will be offered autumn 2014, spring 2015, autumn 2015 and spring 2016.

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**