



APPLIES TO ACADEMIC YEAR 2016/2017

DRE 2012 Dynamic Marketing Models

Programme

Marketing

Responsible for the course

Koen Pauwels

Department

Department of Marketing

Term

According to study plan

ECTS Credits

6

Language of instruction

English

Introduction

Please note that this course will be revised before it is offered again.

This course is designed to enable students to design, estimate and communicate results of time series models in marketing. Special attention is devoted to dynamic systems of equations such as Vector Autoregressive and Vector error Correction models.

Learning outcome

By the end of the course, the PhD candidate will have a strong basis in 3 skills:

- 1) How to design a dynamic marketing model from a real-life marketing problem
- 2) How to specify and estimate the appropriate model in Eviews software
- 3) How to report on the findings in oral (presentation) and written (paper) format

Prerequisites

It is assumed that every student is familiar with the general principles of research design, measurement, and multivariate statistical analysis. While this course does not require prior knowledge of matrix algebra, references to such topics will be provided.

Admission to a PhD Programme is a general requirement for participation in PhD courses at BI Norwegian Business School.

External candidates are kindly asked to attach confirmation of admission to a PhD programme when signing up for a course with the doctoral administration. Other candidates may be allowed to sit in on courses by approval of the courseleader. Sitting in on courses does not permit registration for courses, handing in exams or gaining credits for the course. Course certificates or conformation letters will not be issued for sitting in on courses

Compulsory reading

Collection of articles:

A complete list of articles and book chapters will be distributed during the first meeting. Articles will be selected from Journal of Marketing, Journal of Marketing Research, Journal of Consumer Research, Marketing Science, Quantitative Marketing and Economics, International Journal of Research in Marketing, Journal of Business and Economic Statistics, Administrative Science Quarterly, Academy of Management Journal, Academy of Management Review, Management Science, American Journal of Sociology, American Sociological Review, Journal of Law, Economics and Organization, Journal of Law and Economics, Journal of Financial Economics, Journal of Industrial Economics, Bell Journal of Economics, Managerial and Decision Economics.

Recommended reading

Course outline

Addressing marketing problems with dynamic system models

Specifying and estimating dynamic system models

What-if and forecasting analysis in dynamic systems

Interpreting results in dynamic system models

Communicating and publishing papers on dynamic marketing problems

A detailed schedule with specific course topics will be distributed during the first meeting.

Computer-based tools

EvIEWS software for students (available for \$ 39.95) will be demonstrated and used in class

Those who are familiar with such models may elect to use programs such as R or Matlab to complete assignments.

Learning process and workload

Lectures 30 hours

Specified learning activities (including reading) 140 hours

Total 170 hours

The class will meet each day for a week. The class will employ a combination of lectures and discussions of assigned readings, as well as exercises to be completed outside of class. Students are expected to thoroughly read the required readings or complete the exercises prior to each meeting.

If students have to miss class on a particular day, it is the students' responsibility to get notes from a classmate. Let the course responsible know as soon as possible if you have to miss a class.

If students experience any problem(s) with the seminar or any of the classmates it is expected that the students report any problem(s) that they are not able to resolve themselves to course responsible as soon as possible.

Unexcused absence will result in a lower class participation grade

Coursework requirements**Examination**

Form of assessment and weighting:

60% written submission (4 assignments)

15% presentation (of assignment 3)

25% class participation

The course will be graded on the ECTS scale: A - F.

Examination code(s)

DRE 20121 continuous assessment which accounts for 100 % of the final grade in the course DRE 2012

Examination support materials

Not applicable.

Re-sit examination

Re-takes are only possible at the next time a course will be held. When the course evaluation has a separate exam code for each part of the evaluation it is possible to retake parts of the evaluation. Otherwise, the whole course must be re-evaluated when a student wants to retake an exam.

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.