Syllabus

Course Title: Principles of Marketing
Course Number: MKTG 303, Section 007, Spring 2020
Course Description: Principles of Marketing examines marketing principles, concepts, strategies, tactics and analytical tools used by profit and nonprofit organizations to market ideas, products, or services to selected target groups. The course emphasizes how to promote, distribute, and price a firm’s offerings in a dynamic economic, social, political and international environment.

Class Location: Innovation Hall, Room 132
Class Meeting Time: Thursdays, 4:30 to 7:10 P.M.
Final Exam: Thursday, May 7, 4:30 to 7:15 P.M.
Instructor: Jeffrey Kulick
Contact information: I usually return email and phone mail messages the same day I receive them.
   Campus office: Room 175, Enterprise Hall
   Office: Room 209
   9900 Main Street, Fairfax, Virginia
   Telephone: University: 703-993-2197
   Home office: 703-281-2588 (preferred)
   Cell: 703-851-6450
   Fax: 703-993-1809
   E-mail address: jkulick@gmu.edu
   Office hours: Tuesdays, 4:30—6:00 P.M. on campus, or by appointment
   Course website: Blackboard
Course Prerequisites
Students must have at least sophomore standing. Students are encouraged but not required to have completed basic courses in economics and accounting to provide the business context to understand the marketing concepts.

Passing this course
This course requires a minimum grade of C to satisfy School of Business degree requirements, and students will not be permitted to make more than three attempts to achieve a C or higher in this course. Effective Fall 2007, registration in this course will be prohibited beyond three attempts that resulted in a grade lower than C. If you have questions about this policy, please see an academic advisor in ENT 008.

Course Materials

You will not need the Connect homework package. We will not use it, but it may be bundled by the publisher.

This textbook is widely available from sources on the internet in addition to the GMU Bookstore. If you purchase the text from another source, you will NOT need to purchase the access to Connect separately.

You have several options to consider when getting the textbook, including buying, renting, price, buyback allowances, hardcover, loose leaf or an e-book.

We will complete all the chapters in the text. The text introduces many concepts, so **it is imperative that you read the chapters on a timely basis.** Do not fall behind in the reading.

I highly recommended, though do not require, daily reading of the business sections of either *The Washington Post* or *The New York Times*. You should also consider a subscription to a business-oriented periodical such as *The Wall Street Journal*, *The Washington Business Journal*, *The Financial Times*, *Business Week*, or *The Economist*. You may prefer to get your news online. If so, you would find it useful to consider adding marketing newsfeeds to your regular reading.

I will provide you with additional materials from other sources during class. The materials include videos appropriate to the class discussion and other books, magazines, etc. The classroom discussions and presentations will be the basis for insights and understanding of key concepts. These materials will be the basis for examination and quiz questions.
From time to time, class work and the text will be supplemented by suggestions for outside reading. These suggested materials will be for your interest and development, and they will not be the basis for examinations.

Course objectives

Two of the Undergraduate Learning Goals adopted by the School of Business Faculty in the Spring of 2016 will be emphasized, and your learning will be measured in the project and in examinations:

Goal 4: Our students will demonstrate an understanding of and the ability to apply knowledge of core business disciplines including accounting, finance, information systems, management, marketing, and operations management.

This course provides a foundation for marketing and other courses within the School of Business. You are expected to develop a solid understanding of the principles of marketing.

Goal 5: Our students will demonstrate knowledge and skills appropriate for specialization in their majors.

You will understand how the marketing mix is used, based on the principles of marketing, the techniques, the approaches and practical application. These will help you create an acceptable marketing plan, and your progress will be monitored through quizzes, examinations and the course project.

Key subject areas include understanding the market environment, SWOT analyses, the marketing mix, the Product Life Cycle and ethical decision-making.

Class structure

The course incorporates four basic elements or approaches—introduction of concepts through reading and lectures, application of these concepts through class exercises, participation in a research project, and integration of the concepts in a semester-long class project.

During the first classes, the emphasis will be on building a foundation through the introduction of concepts. Later classes continue to introduce new material and will build on the foundation to create a comprehensive view. Class discussion will form a crucial element to integrate the concepts. As such, class participation is essential for students to get full value from the class.

You are responsible for your learning. The quality of your learning will dramatically increase if you are prepared for class. You will be provided with Reading Assignments to help you focus on the main concepts in the textbook chapters. Reading the text is essential; you cannot rely on the presentation slides to develop an understanding of the material and prepare for the homework, examinations and assignments.
Class attendance and participation are expected. You will be tested on materials in the reading and class discussions. Leaving at the break is a mistake. Students who do so regularly earn a lower grade.

Your learning will be evaluated in four different ways:

- Examinations. There will be one mid-term exam and one final exam. In addition, there will be ten quizzes.
- Semester-long project. You will work within a group of fellow students to develop the appropriate marketing mix for three segments for a product you and your group will select. More details are provided in the project description.
- Research requirement. More details are provided in the special description.
- Class participation. See page 6.

Grades
You may earn up to 1,000 points during the course of the class. Your grade will be determined by the total points you earn. Exams and assignments are not given letter grades.

Excellent demonstrations of understanding, application, integration, clear understanding and critical thinking will distinguish efforts that receive the highest points in assignments. Concise, insightful responses and comments are preferred over rambling, unfocused responses.

Points may be earned as follows:

**Examinations and Quizzes**

<table>
<thead>
<tr>
<th>Quiz Type</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quizzes1</td>
<td>200</td>
</tr>
<tr>
<td>Mid-term Exam</td>
<td>125</td>
</tr>
<tr>
<td>Final Exam (comprehensive)</td>
<td>225</td>
</tr>
</tbody>
</table>

Points from Examinations and Quizzes: 550 points

**Class Project**

<table>
<thead>
<tr>
<th>Assignment Type</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>As Is Assignment</td>
<td>50</td>
</tr>
<tr>
<td>Preliminary Report</td>
<td>100</td>
</tr>
<tr>
<td>Final Presentation (combined)</td>
<td>225</td>
</tr>
</tbody>
</table>

Points from Class Project: 375 points

**Research Requirement**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>Class participation</td>
<td>50</td>
</tr>
</tbody>
</table>

TOTAL POSSIBLE POINTS TO BE EARNED: 1,000 points

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1 Quizzes will cover the material from the previous week’s chapter or chapters. Each Quiz will be worth 25 points, and the lowest quiz two scores will be discarded. There will be no make-up quizzes. If a quiz is missed, the score will be zero.
Your final grade for the course will depend on the total number of points you earn:

<table>
<thead>
<tr>
<th>Points</th>
<th>Letter Grade</th>
<th>Grade Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>930 – 1,000</td>
<td>A</td>
<td>4.0</td>
</tr>
<tr>
<td>900 – 929</td>
<td>A-</td>
<td>3.7</td>
</tr>
<tr>
<td>870 – 899</td>
<td>B+</td>
<td>3.3</td>
</tr>
<tr>
<td>830 – 869</td>
<td>B</td>
<td>3.0</td>
</tr>
<tr>
<td>800 – 829</td>
<td>B-</td>
<td>2.7</td>
</tr>
<tr>
<td>770 – 799</td>
<td>C+</td>
<td>2.3</td>
</tr>
<tr>
<td>730 – 769</td>
<td>C</td>
<td>2.0</td>
</tr>
<tr>
<td>600 – 729</td>
<td>D</td>
<td>1.0</td>
</tr>
<tr>
<td>Below 600</td>
<td>F</td>
<td>0.0</td>
</tr>
</tbody>
</table>

Please note that the University considers a B to be a good grade. The School of Business considers a B to be a good grade. I consider a B to be a good grade. An A is a grade that is not earned automatically.

Final grades are not negotiated. You will have opportunities to earn points throughout the semester, and in a variety of ways. There is no rounding, and there is no curve.

Examinations

Exams and quizzes will be closed-book, no-notes. The exams will consist of objective questions and short essay type questions. The objective portion of the final exam will cover the material between the midterm and the end of the semester. The essay portion of the final will be comprehensive. As the schedule permits, the class will review major concepts before the exam.

The exams will cover the textbook materials, supplemental materials from the class and all in-class presentations.

There will be ten quizzes during the course, and, in general, each will cover the chapter(s) from the previous week’s class. See page 15 of this syllabus for a detailed schedule. Each quiz will be worth 25 points, and they will consist of multiple choice and true-or-false questions. Your two lowest quiz scores will be discarded. There are no make-up quizzes.

Any use of electronic devices during the testing times will be interpreted as a violation of the University Honor Code. These devices include portable music players, cellular phones, electronic translators, calculators and similar devices. All electronic devices must be turned off and out of sight during quizzes and exams. Any student using such devices during an exam or any form of cheating during the exam will be a violation of the Honor Code. The School of Business has clear guidelines to be applied to Honor Code violations, and these guidelines will be followed. These guidelines will be reviewed during the first class.
Consistent with University policy, only provable, i.e., documented, absences due to personal illness or family emergencies constitute acceptable absences for missing exams. Preplanned weddings, vacations and deep-discount airfares are not acceptable excuses. There are no make-up exams or adjustments to satisfy the convenience of the students enrolled in this class. Please note there are no make-up quizzes. The above applies to examinations.

Please note the date and time for the final exam. You must take the exam at the assigned time. Do not plan to begin travel before or during the final exam. If someone else is scheduling these travel plans, make sure they know.

If an examination is missed due to a provable or documented absence, you must make up the exam within one week. Unless you have made prior arrangements with me, a missed exam will result in a penalty of 10 percent of the total for the examination.

You must read the text. Lecture, notes and summaries will help you understand the text, but they cannot be considered an adequate substitute for reading the text.

Class Project
The class project will be a group project, with five to seven students in a group. Students will select a company and product. For the project, your group will select three market segments that you believe will have significant potential for the company. For each segment, you will develop a summary marketing mix for the segment. There will be three scored deliverables for the project.

- As Is Assignment – your first scored project deliverable, which will briefly describe what the firm is currently doing.
- Preliminary report – written report of five or six single-spaced pages. You will report on the corporate strategy, marketing strategy, competitive environment and the segmentation approach you will use. You will also be required to discuss why you selected that particular segmentation approach.
- Final presentation – written report of six to eight pages with an approximately ten minute\(^2\) oral class presentation. The final presentation will build on the preliminary report, and it will describe the marketing mix for the three significant segments. The page length guidelines apply to new material.

One element of your scores in these reports is the quality of business writing.

Class participation
Exercises and discussion will be a part of almost all classes. All students are expected to be prepared for discussions and to participate in them.

\(^2\) The length of time for the report is approximate. Once groups have been determined, a final determination can be made.
Marketing is enhanced by dialogue, and this class will be greatly enhanced when students actively participate. Discussion and dialogue are essential to develop communication skills and explore topics in depth.

Class participation will be worth up to 50 points toward the course grade. You will be evaluated on participation including both speaking and listening, demonstrating the ability to evaluate others’ comments constructively, demonstrating familiarity with assigned readings and working effectively in class. You are not graded on attendance, though you cannot participate if you do not attend class. **However, simply showing up and not participating will not earn you very many points.**

To earn the full points, you should:

- Volunteer examples, insights and responses in class.
- You do not have to wait until a question is asked, especially if you are unclear about the topic being discussed.
- Demonstrate having read assignments, thought about the questions and analyzed materials.
- Build on the comments of others—disagreeing where appropriate but also supporting the comments and integrating viewpoints.
- Share expertise and experiences relevant to the discussion.
- Comment on the substance and topic of the classes demonstrating integration of the materials.

Not everyone likes speaking up in a class situation. If, however, a student does not enter into the discussions, there is no way to tell if he or she is learning or understanding the concepts presented. Each student is expected to contribute. You cannot participate if you do not attend class.

You will be required to speak up and participate in business. It will be essential for your career growth. Consider this a safe environment where you can practice these skills.

**Research Requirement (2.5% of Grade).**

As scholars and educators in the School of Business, the faculty strives to add value to the knowledge of future managers. We do this by teaching principles and practices that are based in fact and supported by evidence – thereby stressing the importance of **evidence-based practice** in our teaching. This ensures that when new claims come along, managers will be better able to evaluate their validity and potential usefulness. To this end, students must be familiar with the relevance of research to management practice. We believe this is accomplished through direct experience with academic business research. Students should be able to understand **where** research is used to inform practice, **how** research should be done, **what** research tells us about business issues, and **why** such systematic inquiry is useful above and beyond direct experience.
As a result, all students in Marketing and Management 303 courses must participate in one half-hour (one credit) of “research activity” for each course (this will make up 2.5% of the class grade). The specific requirement is for students to take part in one half-hour activity (1 credit each) for each 303 course. Credits must be earned for each 303 class (MGMT and MKTG) separately – they do not double count (so if you are in both Marketing and Management 303 courses you will need to participate in a total of two (2) half-hour activities in order to complete full course requirements). These activities include either participation in actual business research/experiments or attendance at alternative, research lectures.

Two Options for Research Credit:
Option 1: Experiments. Sign-up and participate in a half-hour experiment. Participation in a single experiment is worth 1 credit and 2.5% of your final grade and fulfills your requirement for a single 303 class (MKTG or MGMT). Information and sign-ups for the experiments will be posted on the School of Business Research Participation SONA website (you must participate in School of Business experiments at the URL listed below. Participation in Psychology studies on the Psychology SONA site does not count).

Important Notes
- Although there will be sufficient slots available during the semester, there is no guarantee that they will be available at the very end of the semester. Therefore, if this is an option you would like to choose, do not delay in signing up for participation in an experiment as they become available.
- Students who fail to show up for a scheduled experiment may not be allowed into the experiment at the discretion of the researcher. Additionally, students arriving late will not be allowed to participate in that session.
- If you have participated in a specific experiment in a previous semester, you may not be able to participate in that specific experiment again.

Option 2: Research Lectures. If you would prefer not to participate in experiments or there are no available experiments for you to participate in, you may also attend a half-hour lecture to earn 1 credit and 2.5% of your grade. These lectures will be held a number of times over the course of the semester on a variety of days and times and will focus on the importance or research in understanding and refining marketing and management practice. Information and sign-ups for the research lectures will be posted on the SONA website.

* Students need to complete a single half-hour activity (1 credit each; lecture or experiment) for each 303 class in order to fulfill course grade requirements.
WHAT YOU NEED TO DO:
1. In order to sign up for experiments and lectures and get research credit in this course, you must register at the following website:

   https://gmubus.sona-systems.com

***PLEASE NOTE – This is the specific School of Business SONA site. There is also a Psychology SONA site – it is NOT a part of this Course requirement and participation in the Psychology SONA site does not count for the 303 requirements***

2. Click “Request an Account.” Once you click the link, you will be required to provide some basic information. You should receive an email notification immediately with your login information. The email notification will include login instructions for the system. You will be assigned a default password, which you will be allowed to change after your first login. YOU MUST INITIALLY USE YOUR GMU E-MAIL ACCOUNT TO SIGN UP.

3. The email will come from the administrator’s email address (gmubus-admin@sona-systems.net), so be sure to configure your junk mail filters to allow emails from that address.

4. When you receive the e-mail you need to Log In to the system in order to complete the registration process and be able to sign up for experiments and lectures as they are available.

5. You may track your progress at any time by choosing the My Schedule/Credits option from the top toolbar. When you view this page, at the top, you will see at the list of the number of credits you are expected to earn in addition to how many you have already earned thus far, and the number of unexcused no-shows you have earned if you have them. Remember, you need one credit (one one-credit activity) for each class you are enrolled in.

   ** If you have registered for MKTG or MGMT 301/303 in a previous semester, you should use the same login information and do not need to re-register **

Semester timeline
January 21st: Students will be able to register on the SONA site and sign up for experiments or lectures when posted.

February 4th --MANDATORY: ** All students must be registered on the School of Business SONA site (https://gmubus.sona-systems.com) by this date!**
May 1st: Last day to participate in experiments/lectures if available (Please note: There is no guarantee experiments will be available on this date).

May 4th: Last day of classes.

Please direct all questions, problems, or concerns about research credit to: somstud@gmu.edu, not to your professor or lab instructor. You can also check the SONA System - Student Information and FAQ document provided by your Instructor.

Specific responsibilities
To meet the course objectives, you will use reading, assignments, project, discussion and research. Emphasis will be placed on learning and applying theories and techniques to a variety of situations.

Attendance is expected. Much of the material will be developed in class and in discussion.

If there are emergencies or unavoidable absences, you should contact me prior to the class. You must arrange to get handouts and assignments from fellow students or Blackboard. I do not use prepared Lecture Notes, so if you miss a class, you will need to consult your classmates.

Detailed class and reading assignments will be made during the course. Discussion cases for each chapter will be identified prior to the class. Assignments will be posted on Blackboard.

Written materials
All work is due at the beginning of the class on the due date. Late work will not be accepted unless specific, prior arrangements have been made with the instructor. If accepted late, late work will receive a lower grade. All work must be completed by the final examination.

You will receive a specific assignment on the course-long project. You will be required to do some research on the product and company. You should be able to complete a great deal of this using the electronic databases available at the University Libraries.

In scoring your written materials, I look for internal validity (that the recommendations are based on appropriate principles and are consistent) and external validity (the recommendations are reasonable given the environment in which the firm functions). Additionally, organization, understanding, originality, breadth, depth of coverage and clarity of expression are important evaluation criteria.

All written reports should be neatly typed, legible and free of errors in grammar and spelling. Documents should be formatted as follows:
Single-spacing, Times New Roman or Garamond font, 12-point font, with one-inch margins. Pages after the first page must have a header showing the course title, assignment title and page number.

To cite and reference professional or academic sources, please use APA style. Specific instructions for in-text citations and referencing are found in the Publication Manual of the American Psychological Association, 6th Edition or at [http://owl.english.purdue.edu/owl/resource/560/01/](http://owl.english.purdue.edu/owl/resource/560/01/). To help manage the citations and seamlessly create reference lists, Mason supports free software called Zotero at [https://www.zotero.org/](https://www.zotero.org/).

Group deliverables should have a title page showing a title for the report, course name and number, date due and the students’ names.

Part of the evaluation of each written assignment will be the quality of the writing, with specific emphasis on solid business prose.

Unless otherwise stated, you must submit an electronic version of the assignments along with the written assignments.

**Students with Disabilities**
If you are a student with a disability and you need academic accommodations, please see me and contact The Offices of Disability Services (ODS) at 703-993-2474. All academic accommodations must be arranged through the ODS.

**Community Standards of Behavior**
The mission of the School of Business at George Mason University is to create and deliver high quality educational programs and research. Students, faculty, staff, and alumni that participate in these educational programs contribute to the well-being of society. High quality educational programs require an environment of trust and mutual respect, free expression and inquiry, and a commitment to truth, excellence, and lifelong learning. Students, program participants, faculty, staff, and alumni accept these principles when they join the School of Business community. In doing so, they agree to abide by the following Community Standards of Behavior:

- Respect for the rights, differences, and dignity of others
- Honesty and integrity in dealing with all members of the community
- Accountability for personal behavior

Integrity is an essential ingredient of a successful learning community. Ethical standards of behavior help promote a safe and productive community environment, and ensure every member the opportunity to pursue excellence.
The School of Business can and should be a living model of these behavioral standards. To this end, community members have a personal responsibility to integrate these standards into every aspect of their experience at the School of Business.

Through our personal commitment to these Community Standards of Behavior, we can create an environment in which all can achieve their full potential.

George Mason University Honor Code
Students are reminded of their responsibilities under the George Mason University Honor Code. GMU is an Honor Code University. Please see the University Catalog for a full description of the code and the honor committee process. It is understood that that the students will uphold the highest standards of academic work and keep their efforts free of the four areas the Honor Code addresses specifically—cheating and attempted cheating, plagiarism, lying and stealing.

The principle of academic integrity is taken very seriously and violations are treated gravely. What does academic integrity mean in this course? Essentially this: when you are responsible for a task, you will perform that task. When you rely on someone else's work in an aspect of the performance of that task, you will give full credit in the proper, accepted form. Another aspect of academic integrity is the free play of ideas. Vigorous discussion and debate are encouraged in this course, with the firm expectation that all aspects of the class will be conducted with civility and respect for differing ideas, perspectives, and traditions. When in doubt (of any kind) please ask for guidance and clarification.

While individuals may wish to consult, analyze and discuss their work with others, the student is responsible for ensuring he or she complies with the Honor Code.

I take the Honor Code seriously. I will be glad to discuss any of the Honor Code definitions or implications. The responsibility of each student as well as the faculty to ensure the Honor Code is upheld.

The School of Business Faculty has created guidelines on penalties. These apply to all courses, all students and all faculty. I will discuss these in class, though I hope I will not have to use them.

Special note on electronic communications:
Students must use their Mason email accounts to receive important University information, including messages related to this class. See http://masonlive.gmu.edu for more information.

For all class activities, you must use your GMU email address/account. This includes SONA and Blackboard. The use of a different address may result in loss of all points for that portion of the class.
You may use your choice of email addresses for correspondence, but if I am not familiar with the name in the email, I will likely delete it for protection of my computing resources. Please be sure to identify the matter of the email in the subject line. And, please be aware that rules of grammar and spelling apply to emails; they are not text messages.

Do not text me with important information.

Other Useful Campus Resources

The Writing Center
The Writing Center is a valuable resource for students. If you are unfamiliar with business writing, or if your writing skills are not as strong as you’d like, please plan a little extra time to get help with the Writing Center.

The Writing Center is located in Robinson Hall A114, (703-993-1200), http://writingcenter.gmu.edu

University Libraries
You are strongly encouraged to use the University Databases and Libraries. You may want to use the “Ask a Librarian” service: http://library.gmu.edu/mudge/IM/IMRef.html

Counseling And Psychological Services (CAPS): (703) 993-2380; http://caps.gmu.edu

Learning Services
The University provides students with a variety of videos, downloads and seminars to improve your academic performance. Please see the website for a detailed listing: https://learningservices.gmu.edu/

Office of Disability Services
If you are a student with a disability and you need academic accommodations, please see me and contact The Offices of Disability Services (ODS) at 703-993-2474. All academic accommodations must be arranged through the ODS. Please take care of this during the first two weeks of the semester. More information about ODS is available at http://www.gmu.edu/student/drc

Student athletes
If you are a student athlete participating in the sport during this semester, please let me know during the first two weeks of class.
Religious observances
Students who will miss class for religious reasons should inform me of their anticipated absences as soon as possible.

Inclement weather
Information regarding weather-related changes in the University’s schedule (e.g., closing or late opening) will be provided on the GMU website and via MasonAlert. Students should sign up for the Mason Alert system to provide emergency information of various sorts at https://alert.gmu.edu

Emergencies
An emergency poster exists in each classroom explaining what to do in the event of crises and that further information about emergency procedures exists on http://www.gmu.edu/service/cert

The Public Safety Department offers a variety of courses and services. Please discover these resources at https://police.gmu.edu/programs-and-services/

Other
There are a number of additional resources available to you on the School of Business website.

In addition, University Life has many resources available to students. You should explore these offering and take advantage of every one of these you can.

University Policies
The University Catalog, http://catalog.gmu.edu, is the central resource for university policies affecting student, faculty, and staff conduct in university academic affairs. Other policies are available at http://universitypolicy.gmu.edu/. All members of the university community are responsible for knowing and following established policies.
Textbook Reading Schedule, Assignment Due Dates and Exam Schedule
Events that will be graded are in bold face.

<table>
<thead>
<tr>
<th>Class days and dates</th>
<th>Student Responsibilities/Key Topics</th>
<th>Milestones and Key Events</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 01 Thurs., Jan. 23</td>
<td>Chap. 01: Overview of Marketing</td>
<td>Quiz One on Chapter 01 Group choice of product/firm due February 1, 2020</td>
</tr>
<tr>
<td>Week 02 Thurs., Jan 30</td>
<td>Chap. 02: Developing Marketing Strategies and a Marketing Plan, Appendix 2A: Writing A Marketing Plan and Chap. 04: Conscious Marketing, Corporate Social Responsibility and Ethics</td>
<td>Quiz Two on Chap. 02 and 04</td>
</tr>
<tr>
<td>Week 03 Thurs., Feb. 6</td>
<td>Chap. 05: Analyzing the Marketing Environment</td>
<td>Quiz Three on Chap 05</td>
</tr>
<tr>
<td>Week 04 Thurs., Feb. 13</td>
<td>Chap. 06: Consumer Behavior</td>
<td>Quiz Four on Chap. 06 As Is Assignment due at beginning of class</td>
</tr>
<tr>
<td>Week 05 Thurs., Feb. 20</td>
<td>Chap. 07: Business to Business Marketing and Chap. 08: Global Marketing</td>
<td>Quiz Five on Chap. 07 and 08</td>
</tr>
<tr>
<td>Week 06 Thurs., Feb. 27</td>
<td>Chap. 09: Segmentation, Targeting and Positioning and Chap. 10: Marketing Research</td>
<td>Quiz Six on Chap. 09 and 10 Concept Review for Midterm</td>
</tr>
<tr>
<td>Week 07 Thurs., March 5</td>
<td>Chap. 11: Product, Branding and Packaging Decisions and Chap. 12: Developing New Products</td>
<td>Mid-term Exam</td>
</tr>
<tr>
<td>Week 08 Thurs., March 19</td>
<td>Chap. 13: Services: The Intangible Product</td>
<td>Preliminary Report on Class Project due at beginning of class</td>
</tr>
<tr>
<td>Week 09 Thurs., March 26</td>
<td>Chap. 14: Pricing Concepts for Establishing Value and Chap. 15: Strategic Pricing Methods and Tactics</td>
<td>Quiz Seven on Chap. 13</td>
</tr>
<tr>
<td>Week 10 Thurs., April 2</td>
<td>Chap. 16: Supply Chain and Channel Management and Chap. 17: Retailing and Omnichannel Marketing</td>
<td>Quiz Eight on Chap. 14 and 15</td>
</tr>
<tr>
<td>Week 11 Thurs., April 9</td>
<td>Chap. 18: Integrated Marketing Communications and Chap. 19: Advertising, Public Relations and Sales Promotions</td>
<td>Quiz Nine on Chap. 16 and 17</td>
</tr>
<tr>
<td>Week 12 Thurs., April 16</td>
<td>Chap. 20: Personal Selling and Sales Management and Chap. 03: Digital Marketing: Online, Social and Mobile</td>
<td>Quiz Ten on Chap. 18 and 19 Concept Review for Final Exam</td>
</tr>
<tr>
<td>Week 13 Thurs., April 23</td>
<td>Class Project Presentations</td>
<td>Final Exam</td>
</tr>
<tr>
<td>Week 14 Thurs., April 30</td>
<td>Thurs., May 7 4:30 p.m. to 7:15 p.m.</td>
<td></td>
</tr>
</tbody>
</table>

3 All classes meet 4:30 to 7:10 p.m. Final Exam on Thursday, December 17, will be from 4:30 p.m. to 7:15 p.m.