



MKT 316 - International Marketing

Basic Information:

Instructor Name	Dr. Frances Chang
Home Institution	Macquarie University
Instructor Title	Professor
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Office	TBA
Office Hours	TBA, and by appointment

Course Description:

This unit will examine the factors that influence marketing strategy in an international setting. Students undertake comprehensive research and analysis of academic articles and apply concepts such as globalization and anti-globalization; international economic environments; social and cultural elements of market environments; political-legal environments; international marketing intelligence; market entry; and international product, distribution, pricing and promotional strategies and tactics, to a comprehensive international marketing plan.

Required Course Materials:

Textbook	Edition	Authors	Publisher	ISBN-10
Global Marketing	9 th Edition	Warren Keegan and Mark Green	Pearson	1292150769

Link to e-book purchase address:

https://www.amazon.com/Global-Marketing-Green-Warren-Keegan/dp/1292150769/ref=sr_1_1?ie=UTF8&qid=1487311173&sr=8-1&keywords=1292150769

Course Hours:

The course has 15 class sessions in total. Each class session is 160 minutes in length. The course meets from Monday to Friday. Each course has a total of 40 class hours. A reading day for students is on 7th Feb, 2018. Final exam will be on 8th Feb, 2018.

Year Level:

The 3rd year.

Prerequisite:

Prior knowledge of marketing; foundations marketing will students understand the unit better.

Course Schedule:

Week	Session	Day	Topic (s)	Chapter(s)	Tutorials
Week 1	14 Jan, 2018	Sun	Orientation		
	15 Jan, 2018	M	Introduction to Global Marketing	1	No tutorial activity



					this day
	16 Jan, 2018	T	The Global Economic Environment	2	Class activity (DQ)
	17 Jan, 2018	W	The Global Trade Environment	3	Class activity (Case)
	18 Jan, 2018	TH	Social and Cultural Environments	4	Class activity (DQ)
Week 2	22 Jan, 2018	M	The Political, Legal, and Regulatory Environments	5	Class activity (Case)
	23 Jan, 2018	T	Global Information Systems and Market Research Segmentation, Targeting and Positioning	6&7	Class Test
	24 Jan, 2018	W	Importing, Exporting, and Sourcing Global Market-Entry Strategies: Licensing, Investment, and Strategic Alliances	8&9	Class activity (DQ)
	25 Jan, 2018	TH	Brand and Product Decisions in Global Marketing	10	Class activity (Case)
Week 3	29 Jan, 2018	M	Pricing Decisions Global Marketing Channels and Physical Distribution	11&12	Class activity (DQ)
	30 Jan, 2018	T	Global Marketing Communications Decisions (parts 1 & 2) Global Marketing and the Digital Revolution	13, 14&15	Class activity (Case) In-class prep on group work
	31 Jan, 2018	W	Revision of topics and exam preparations		In-class prep on group work
	1 Feb, 2018	TH	Group presentation		Group Report Submission by 1 Feb 9am.
	2 Feb, 2018	F	Group presentation		
Week 4	5 Feb, 2018	M	Revision		Exam Preparation
	6 Feb, 2018	T	Revision		Exam Preparation
	7 Feb, 2018	W	Reading Day		
	8 Feb, 2018	TH	Final Exam		

Evaluation:

- Daily Class Activity Participation – Discussion Questions (DQs) and Cases (Case):

On the first day your lecturer will provide a list of Discussion questions and Cases related to the lectures. You are required to do the activity in class and present your work to the class. Your lecturer will assess based on the quality of your written submission. This assessment might be implemented in pairs. If implemented in pairs each student must identify the sections that he/she prepared. Since this is an in class activity no late submissions will be accepted. Zero marks will be applied to student who are absent for the day.

- Class Test (Multiple Choice Questions)

There will be a multi-choice class test in day 6 of your lecture schedule (check the course schedule). This test will have 40 compulsory multi-choice questions based on lecture topics 1 to 5. You are required to read as much as you can on the topics to prepare for the test.



▪ International Marketing Plan

This evaluation task involves group work.

The task is about preparing a marketing plan to launch a product in an international market situation. A fictional product can be selected based on what customer(s) needs you are aiming to target. Check your assessment guidelines for details.

Any late submissions will be penalized. Late reports will result in loss of 10 marks each day it is late. Also note that this loss of 10% per day relates to the total assignment mark (15% for report and 5% for presentation).

Marketing Plan Structure

Your plan should strictly be between 1500 to 1800 words (excluding references and appendices). Any write up more than that will attract a 10% penalty.

All exhibits should be double-spaced, with 2.5 cm margins and 12 point Times New Roman font with Harvard Style referencing.

A typical marketing plan contains A) Executive summary; B) Table of Content; C) Introduction; D) Product details and E) Conclusion section and Future Scope; and other parts of the plan as provided in the assessment guidelines. Your plan must be referenced using between six to ten quality scholarly journal articles appropriately applied to your plan.

Your presentation power-point should have about 8 to 12 slides that provide a summary of your plan.

Final Exam

A final exam is included as an assessment task for this course to provide assurance that the student has attained the knowledge and skills tested in the exam.

A two-hour final exam for this course will be held during the university exam period. Please note that questions will be based on lecture topics.

You are expected to present yourself for examination at the time and place designated in the University Examination timetable.

Grading Policies:

<u>Part</u>	<u>Percentage</u>	<u>Points</u>
<u>Tutorial activity</u> No late submission allowed. Evaluation includes seven class-written activity (a mix of discussion questions and cases). This assessment might be implemented in pairs.	35%	35
<u>Class Test</u> Multi-choice class test. No late submission allowed	15%	15
<u>Attendance/ Participation</u> Compulsory class room attendance	10%	10
<u>Group Project</u>	20%	20



Marketing Plan with no late submission or penalty of 10% per day for late submission		
Exams Exam period university rules will apply	20%	20
Course Total	100%	100 Points

Grade Distribution:

Letter Grade	Grade Points
High Distinction	85-100
Distinction	75-84
Credit	65-74
Pass	50-64
Fail	0-49

Academic Integrity

SCP expects honesty from students in presenting all of their academic work. Students are responsible for knowing and observing accepted principles of scholarly research and writing in all academic work.

Academic dishonesty or cheating includes acts of plagiarism, forgery, fabrication or misrepresentation, such as the following:

- claiming the work or thoughts of others as your own
- copying the writing of others into your written work without appropriate attribution
- writing papers for other students or allowing them to submit your work as their own
- buying papers and turning them in as your own
- having someone else write or create all or part of the content of your assignments
- submitting the same paper for more than one study or class without explicit permission from the faculty members

General Principles

SCP is committed to principles of trust, accountability, clear expectations and consequences. It is also committed to redemptive efforts, which are meaningful only in light of these principles. Students will be granted due process and the opportunity for an appeal.

Academic dishonesty offenses generally are subject to incremental disciplinary actions. Some first offenses, however, receive severe penalties, including dismissal from the program.

General Disciplinary

The following is a non-comprehensive list of possible actions apart from dismissal from the program: warning from a professor, program director; a lower or failing grade on an assignment, test or course; suspension or dismissal from the course; suspension or dismissal from the program.

Disciplinary Actions for Specific Offenses

Some academic dishonesty offenses call for specific disciplinary actions. The following have been identified:

Falsification of documents: Students who falsify or present falsified documents may be dismissed. Prospective students who are discovered to have presented falsified admission documents prior to admission shall be denied admission to the program. Should it be discovered after admission that a student had presented falsified documents for admission, such



admission may be annulled and the record of academic achievement removed from the academic record, with appropriate notations. Such annulments or denials may be reviewed after one year.

Dishonesty in course requirements: Course work (a quiz, assignment, report, mid-term examination, research paper, etc.) in which a student has been dishonest generally will receive zero points towards the grade in fulfillment of a course requirement, and/or the student may receive a failing grade for the course. The professor of the course determines the appropriate consequence.

Final assignment: When a student cheats in a major or final assignment such as a comprehensive examination or presents plagiarized material in a major or final assignment, that student shall receive an F in that particular subject. Student cheats on more than two exams shall be dismissed from SCP.