

Module Details	
Module Title	Marketing Planning and Strategy
Module Code	MAR7501-B
Academic Year	2022/3
Credits	20
School	School of Management
FHEQ Level	FHEQ Level 7

Contact Hours	
Type	Hours
Lectures	24
Tutorials	12
Directed Study	164

Availability	
Occurrence	Location / Period
BDA	University of Bradford / Semester 1

Module Aims
1. To provide a critical evaluation of the concepts and principles of marketing and their applications. 2. To enable you to assess marketing issues and dilemmas as they relate to corporate decision-making. 3. Recognise current and past marketing practices and relate to theoretical understanding acquired. 4. Illustrate understanding of theories learnt in resolving contemporary marketing challenges.

Outline Syllabus
The marketing concept Marketing plan Market environment Consumer and organisational buying power Market segmentation, targeting and positioning The marketing mix Product concepts, service concepts, product portfolio, product life cycle, new product development Branding, communications mix, advertising, selling, PR, direct marketing, objectives, media strategy Marketing channels, retailing distribution Pricing, cost, competitor and marketing-orientated methods Sustainable marketing and marketing strategy Corporate Social Responsibility and ethics within marketing practice

Learning Outcomes	
Outcome Number	Description
01	1a) Describe and evaluate key issues relating to the principles and practice of marketing within business. 1b) Critically appraise the interdisciplinary nature and demands of the topic, including knowledge of such fields as economics, social psychology, business practice etc.
02	2a) Research and analyse marketing issues within business. 2b) Critically describe and evaluate marketing issues within corporate marketing decision making.
03	3a) Engage in collaboration through group work exercises. 3b) Communicate effectively through seminar presentation and individual/group course work.

Learning, Teaching and Assessment Strategy
Delivery of the module is through the use of cases, exercises, videos, appropriate reading, class discussions, and formative feedback on assignments during tutorials. Lectures will provide information for you to build your knowledge of marketing issues and develop critical awareness of marketing dilemmas within business (learning outcomes 1a, 1b). Tutorials will provide you with opportunities to investigate marketing principles and their application to business (learning outcomes 1a, 1b) and further develop analytical and critical evaluation skills (learning outcomes 2a, 2b). Formative feedback given through tutorial group work and presentations will help you to develop collaborative and presentation skills (learning outcome 3a, 3b). Directed study will encourage you to appreciate the complexity of marketing principles as they apply to businesses and are implemented in practice (learning outcome 1a, 2b). The module addresses ESD through content on ethics and CSR. Your learning is assessed by a individual coursework focusing on the processes and frameworks of marketing in practice together with focusing upon the implementation and solution aspects of applying marketing tools to satisfy identified customer requirements (learning outcomes 1a, 1b, 2a, 2b, 3a, 3b).

Mode of Assessment			
Type	Method	Description	Weighting
Summative	Examination - Closed Book	Closed Book Examination (2 Hours)	100%
Formative	Presentation	Individual presentation on coursework plan	N/A

Reading List
To access the reading list for this module, please visit https://bradford.rl.talis.com/index.html

Please note:

This module descriptor has been published in advance of the academic year to which it applies. Every effort has been made to ensure that the information is accurate at the time of publication, but minor changes may occur given the interval between publishing and commencement of teaching. Upon commencement of the module, students will receive a handbook with further detail about the module and any changes will be discussed and/or communicated at this point.