

# COURSE DETAIL

## MARKETING MANAGEMENT

**Country**

Netherlands

**Host Institution**

Maastricht University - School of Business and Economics

**Program(s)**

Business and Economics, Maastricht

**UCEAP Course Level**

Upper Division

**UCEAP Subject Area(s)**

Business Administration

**UCEAP Course Number**

136

**UCEAP Course Suffix****UCEAP Official Title**

MARKETING MANAGEMENT

**UCEAP Transcript Title**

MARKETING MANAGEMNT

**UCEAP Quarter Units**

6.00

**UCEAP Semester Units**

4.00

## **Course Description**

Marketing Management focuses on the development of a better understanding of core marketing issues through the analysis of real-life marketing problems and marketing decision-making in an international context. The course adopts two formats: case study analysis and a marketing research project. In the case study format, emphasis is put on contemporary and international issues within a diverse scale of industries that focus on strategic as well as tactical marketing problems. Although conceptual material is provided and used as an instrument for analysis, emphasis is put on a critical and problem-solving approach of real-life cases. Through a marketing research project, students are challenged to delve into a real managerial issue and utilize skills that are developed within the course. To understand how to address this problem, students are tasked to design and implement full-scale marketing research and provide a report with proposed solutions back to the company. The sessions build upon PBL-guided case study sessions, while in-class exercises and assignments help build students' marketing research skills. Lectures support the elaboration of the research project. International marketing and research cases are discussed in tutorial group meetings. The necessary knowledge for these discussions can be found in a basic textbook on marketing management, as well as a book on how to conduct marketing research. The latter is also necessary for successfully conducting a real-life marketing research project. Additional information on how to conduct marketing research comes from lectures. Basic managerial, marketing, and statistical knowledge is a prerequisite for attending this course.

### **Language(s) of Instruction**

English

### **Host Institution Course Number**

EBC2009

### **Host Institution Course Title**

MARKETING MANAGEMENT

### **Host Institution Campus**

Maastricht University

**Host Institution Faculty**

School of Business & Economics

**Host Institution Degree**

**Host Institution Department**

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