



**Course:** Marketing in an Electronic Environment

**Course Number:** FM 41222

**Instructor:** Kirk Widra M.Ed.

**Day / Time:** Wednesday 1:00 – 5:00

**Prerequisites:** None

**Email Address:** [kirkwidra@gmail.com](mailto:kirkwidra@gmail.com)

**Contact Hours:** 4 Per Week

**Instructional Contact Hours:** Lecture: 22 hrs Lab 22 hrs

**Academic Credits:** 3 Credits

**Course Length:** 11 weeks

**Course Description:** This course investigates the opportunities provided by new technologies and the ways which these technologies are changing the field of marketing. Attention will focus on communications between companies and consumers, as well as between companies and their suppliers.

#### **Institutional Learning Objectives**

- Integrate creative discipline-specific knowledge, skills and abilities to obtain entry-level employment in chosen field.
- Use research and information literacy skills to effectively locate, select, and evaluate needed information.
- Use critical thinking in creative and innovative problem solving and decision-making.
- Implement sound business practices and professionalism including career development strategies in chosen career field.

#### **Program Objectives:**

- Synthesize information from diverse sources for project purposes
- Develop an understanding of electronic marketing

## Competencies / Learning Objectives

- **A. Upon completion of this course, the student will be able to identify / define / create / select the following:**
  - 1. Product logo
  - 2. Situation Analysis
  - 3. Marketing database
  - 4. Internet surveys
  - 5. Market research results
  - 6. Product brochure
  - 7. Product website
  - 8. Financial forecast
  - 9. Sales presentation

### **B. Students will also develop the following skills:**

1. Critical thinking and evaluation
2. Market research
3. Resource materials
4. Graphic design skills
5. Sales techniques
6. Presentation preparation

C. Basic proficiency with the following software is required, and current skills will be further developed:

1. Word Processing
2. Spreadsheets
3. Presentation Software
4. Database
5. Graphical Layout
6. Photo Editing
7. Internet Searching and Websites

### **C. Basic proficiency with the following software is required, and current skills will be further developed:**

1. Word Processing
2. Spreadsheets
3. Presentation Software
4. Database
5. Graphical Layout
6. Photo Editing
7. Internet Searching and Websites

**Required Text:** *Text: E-Marketing, Judy Strauss & Raymond Frost, 5<sup>th</sup> edition ISBN-10: 0132147556 \* ISBN-13: 9780132147552, (c)2012 \* Prentice Hall*

**Technology Needed:** Student will be responsible for computer generating all homework materials as needed. Student are required to use Microsoft Word and whatever graphics and word processing programs they deem necessary. **NOTE: All homework must be submitted in a computer-generated format where applicable, no other format will be accepted. All homework must contain your full name and chapter and or topic in MLA format \*(where applicable) to receive credit.**

**Instructional Materials and References:** Students will be required to gather materials based on instructors' examples and as part of research and developing of projects.

**Teaching Strategies:** Students will be exposed to a combination of instructional techniques including field trips, lectures, hands on demonstrations and exercises, and guest speakers. All project topics are reinforced by one of the previous techniques and are reexamined from multiple angles in order to ensure a clear understanding of material.

**Requirements for Successful Completion of Course:** Required attendance, consistent class participation, and the successful completion of all assignments. All projects must be completed to complete this course. Preparedness will also be considered in the determination of the final grade. If a student is continuously unprepared for class, or leaves early that will have a negative impact on the final grade

**Methods of Evaluation:** Projects(s) 50% | Class participation, attendance, and homework 50%

**Instructor Availability Outside of Class:** Please email in advance to ensure appointment time and location.

- **Day:** Monday | **Time:** 7:00 – 8:00 & 12:00 – 1:00 | **Location:** 1622 Main 8<sup>th</sup> Floor
- **Day:** Wednesday | **Time:** 12:00 – 1:00 | **Location:** 1622 Main 8<sup>th</sup> Floor Faculty Workspace
- **Day:** Thursday | **Time:** 12:00 – 1:00 | **Location:** 1622 Main 8<sup>th</sup> Floor Faculty Workspace

**Dates of Final Review(s):** Week 5 for midterm grade and Week 11 for final grade

**Estimated Homework Hours:** 1-4 a week depending on needs of projects

**Estimated Technology Hours:** As needed

**Topical Outline of Course:** \*Please note this outline is subject to change based on the needs of the course and or time allotted.

**Week 1:**

- **Lecture and demonstration:** Intro to class room objectives and over view of the role and function of e-marketing in context of overall sales / brand strategy and performance metrics
- **Classroom Activity / Projects:** Issue project 1
- **Homework:** Review syllabus and do project 1

**Week 2:**

- **Lecture and demonstration:** The E-Marketing Plan/Ethical and Legal Issues
- **Classroom Activity / Projects:** Review project 1 and issue project 2
- **Homework:** Work on project 2

**Week 3:**

- **Lecture and demonstration:** E-market Research
- **Classroom Activity / Projects:** Review project 2 and issue project 3
- **Homework:** Work on project 3

**Week 4:**

- **Lecture and demonstration:** Consumer Behavior Online Segmentation and Target Market Strategies
- **Classroom Activity / Projects:** Review project 3 and issue project 4
- **Homework:** Work on project 4

**Week 5:**

- **Lecture and demonstration:** Recap what we have covered thus far
- **Classroom Activity / Projects:** Issue final project. Use second half of class to meet with students and evaluate progress for midterm grade. Review project 4
- **Homework:** Work on project 5

**Week 6:**

- **Lecture and demonstration:** Distribution / Communication tools and leveraging new tools of digital media
- **Classroom Activity / Projects:** Issue final project and go over requirements
- **Homework:** Work on final project

**Week 7:**

- **Lecture and demonstration:** No formal lecture, this class will be a workshop class, instructor will visit with each student and help student assess their work as needed
- **Classroom Activity / Projects:** Continue working on final project
- **Homework:** Based on one on one conversation and evaluation continue to project.

**Week 8:**

- **Lecture and demonstration:** No formal lecture, this class will be a workshop class, instructor will visit with each student and help student assess their work as needed
- **Classroom Activity / Projects:** Continue working on project in class. Instructor to meet with everyone individually to evaluate progress.
- **Homework:** Finalize any loose ends and start final presentation

**Week 9:**

- **Lecture and demonstration:** Demonstrate presentation techniques and what instructor expects for final.
- **Classroom Activity / Projects:** Finalize all pieces of project in class Instructor evaluates where each student is at and what they need to do.
- **Homework:** Finalize any loose ends and complete.

**Week 10:**

- **Lecture and demonstration:** Q & A session with instructor about any phase of project for final.
- **Classroom Activity / Projects:** Students will begin final presentation in class with instructor if needed
- **Homework:** Review final project requirements

**Week 11:**

- **Lecture and demonstration:** No formal lecture or demonstration
- **Classroom Activity / Projects:** Review final project and issue final grade
- **Homework:** N/A

**Attendance Policy**

- I am committed to a learning-centered, hands-on instruction, which can only be accomplished when students attend class. There are no excused absences. The satisfactory explanation of an absence does not relieve the student from responsibility for the course work assigned and/or due during his/her absences. A student who does not attend class during the first week of school or starts late is still held responsible for his/her absences.
- A student who is absent for *three cumulative weeks\** will be withdrawn from the course and will receive a Withdrawal (W) grade during weeks 1 through 9 of an 11 week term and a Withdrawal/Fail (W/F) grade after week 9 of an 11 week term for that course (after week 4 of a 5.5 week Mid-quarter ground term) unless the student submits an appeal to remain in class that is accepted by the instructor and department director/dean. A student is allowed only one appeal per class. In other words, if a student submits an appeal and it is approved, the next absence

will initiate a non-appealable withdrawal from the course. The Attendance Appeal Request Form may be found in the Registrar's Office.

- It is your responsibility to stay in communication with your instructor about absences in order to stay current with assignments. **You are expected to spend the entire amount of scheduled class time in the classroom.** If you are dropped from the class and you have a documented mitigating circumstance, you may have the opportunity to appeal. It is your responsibility to ensure that your attendance in class is brought to the faculty member's attention if you arrive late.
- Students who are not marked present in any of their scheduled classes for fourteen (14) consecutive calendar days before the end of the ninth week of the 11 week term (week 4 of a 5.5 week Mid-quarter ground term), will be withdrawn from the Institute and will receive W's (withdrawals, with no grade penalty), or if the withdrawal occurs after the end of the ninth week of an 11 week term (after week 4 of a 5.5 week Mid-quarter ground term) students will be withdrawn from the Institute and will receive WF's (Failures due to late withdrawal). Calendar days include days that the student does not have any scheduled class. All calendar days that the school is not in session (e.g., school closings and holidays) do not count in the fourteen (14) calendar days as well during the active term. Students who have been withdrawn due to violation of the consecutive absence policy, but are still in good academic standing, if otherwise eligible, will be able to return the following term through the normal readmissions process. Students who have been withdrawn and the withdrawal results in a violation of the satisfactory academic progress policy (SAPP) must follow the procedure for appealing the academic dismissal.
- Students are encouraged to make all schedule changes early in the first week of the quarter to minimize absences. Failure to sit in all classes during the first two weeks of school will result in termination from school for the quarter. Detailed information about scheduled adjustment periods can be found on the back of your official schedule or in the local Ai campus catalog.
- If you are going to miss class, regardless of the reason, you should notify your instructor. You are responsible for gathering any information from the missed class period in a timely manner.

**Academic Dishonesty Policy:** Please note that any form or degree of academic dishonesty challenges the principles of truth and honesty which are among the cornerstones of the college. Consequently, the college treats academic dishonesty as a serious violation of academic trust. All students found to have engaged in such behavior will be penalized.

**Acts of academic dishonesty include but are not limited to the following:**

1. The illegitimate use of materials in any form during a quiz or examination.
2. Copying answers from the quiz and/or examination of another student.
3. Plagiarizing or falsifying materials or information used in the completion of any assignment.
4. Obtaining or otherwise improperly securing an examination paper prior to the time and date for the administration of the examination.
5. It is presumed that material submitted by a student for an assignment is original to that assignment and therefore submitting the same work for more than one course without the consent of the instructors of each course in which the work is submitted is considered dishonest.
6. Intentionally interfering with any student's scholastic work, for example, by damaging or stealing their intellectual property, computer files, project, etc.
7. Stealing and submission of another student's work as your own.
8. Aiding or abetting any of the above.

**The Instructor will impose the following sanctions when a student is found to have committed any of the above infractions:**

1<sup>st</sup> offense = failure of class

2<sup>nd</sup> offense = suspension for two (2) quarters

3<sup>rd</sup> offense = expulsion

Any students found cheating/plagiarizing on their final senior portfolio will be expelled from the college and will not receive their degree.

A faculty member who believes a student has committed academic dishonesty will contact the Dean of Students and will also file an incident report with the Dean of Students. The Dean of Students will contact the student and will meet with the student and the faculty member prior to the next scheduled class session. If it is determined that the student did indeed commit academic dishonesty, the Dean of Students will inform the student of the penalty. Records of academic dishonesty will be held by the Dean of Students.

**STUDENT ACCOMMODATIONS POLICY:** If you are a student who has a need for a reasonable accommodation based on a documented disability, please contact the instructor privately either before or after class to discuss the accommodation. This request ideally should be made prior to the seating of the second class of the quarter. In order to receive a reasonable accommodation, you must have the appropriate documentation on file with the Student Services Office.

**CELL PHONE/ELECTRONIC DEVICE POLICY:**

- Cell phones, ipods, and other electronic devices are not to be used in the classroom during class time.
- Cell phones are not to be used in the library.
- All electronic devices should be muted or turned off prior to class and stored in a location other than the desk top.

- Cell phones are typically not to be used in hallways. Loud and disruptive use of cell phones in hallways will be addressed.
- Emergency use of cell phones is by instructor discretion.
- Students may use cell phones in stairwells and outside of buildings.

**Penalties for use of electronic devices:**

1st offense: Warning given by instructor

2nd offense: Removal from class for 1 day and attendance penalty. Student will be sent to Director of Student Services' office.

3rd offense: Probation and permanent removal from class.

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