# COURSE OUTLINE OF RECORD

**Number:** MKTG G100

**TITLE:** Principles Of Marketing

**ORIGINATOR:** Instructor Placeholder AAA

**EFF TERM:** Summer 2010

**DATE OF OUTLINE/REVIEW:** 02-27-2012

**TOP NO:** 0509.00

**CROSS LISTED COURSE:**

**CID:**

**SEMESTER UNITS:** 3.0

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<tr>
<th>HRS LEC</th>
<th>HRS LAB</th>
<th>HRS OTHER</th>
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<td>54.0</td>
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**CONTACT HRS TOTAL:** 54.0

**STUDY NON-CONTACT HRS RECOMMENDED:** 108.0

**CATALOG DESCRIPTION:**

A survey of the functions of business activity relative to the distribution of goods and services. Studies include retail and wholesale distribution channels, market functions, policies, promotion, pricing, research, product development, and consumer behavior.

**JUSTIFICATION FOR COURSE:**

**PREREQUISITES:**

**COREQUISITES:**

**ADVISORIES:**

**ASSIGNED DISCIPLINES:**

- Business
- Management
- Marketing

**MATERIAL FEE:** Yes [ ] No [X] Amount: $0.00

**CREDIT STATUS:** Noncredit [ ] Credit - Degree Applicable [X] Credit - Not Degree Applicable [ ]

**GRADING POLICY:** Pass/No Pass [ ] Standard Letter [X] Not Graded [ ] Satisfactory Progress [ ]

**OPEN ENTRY/OPEN EXIT:** Yes [ ] No [X]

**TRANSFER STATUS:** CSU Transferable[X] UC/CSU Transferable[ ] Not Transferable[ ]

**BASIC SKILLS STATUS:** Yes [ ] No [X] LEVELS BELOW TRANSFER: Not Applicable

**CALIFORNIA CLASSIFICATION CODES:** Y - Not Applicable

**NON CREDIT COURSE CATEGORY:** Y - Not applicable, Credit Course

**OCCUPATIONAL (SAM) CODE:** C

**REPEATABLE ACCORDING TO STATE GUIDELINES:** No [X] Yes [ ] NUMBER REPEATS:

**REQUIRED FOR DEGREE OR CERTIFICATE:** No [X] Yes [ ]

**GE AND TRANSFER REQUIREMENTS MET:**

**COURSE LEVEL STUDENT LEARNING OUTCOME(S) Supported by this course:**

1. evaluate and explain the difference between consumer markets and industrial markets and discuss these differences as they relate to market location, buying motives and marketing strategy.

2. analyze the effective use of the major forms of promotion: personal selling, publicity, display, sales promotion, advertising, and direct mail.

3. explain the subjects of price determination, price policy, price theory and pricing terms.
4. Explain the relationship between place and time utility and explain their significance to different products and manufacturers.

COURSE OBJECTIVES:
1. Evaluate and explain the difference between consumer markets and industrial markets. 70 percent of the students will receive a grade of C or better at the mid-term exam.
2. Analyze promotion, personal selling, publicity, sales promotion, advertising, display and direct mail. 70 percent of the students will receive a grade of C or better at the final exam.
3. Analyze the effective use of the major forms of promotion: personal selling, publicity, display, sales promotion, advertising, and direct mail.
4. Define price determination, price policy, price theory and pricing terms.

COURSE CONTENT:

LECTURE CONTENT:

A. TOPICS
   1. INTRODUCTION
      a. Marketing management
         i. The customer
         ii. Variables
            a. Controllable
            b. Uncontrollable
      iii. Research
      iv. Sales forecasting
      v. Sales analysis

B. MARKETING – CUSTOMER ORIENTED
   a. Consumers
      1. American
      2. International
      3. Behavioral science view

C. PRODUCT – INTRODUCTION
   1. Objectives, policies, and development
      a. Packaging and branding
      b. Consumer goods c. Industrial goods

D. PLACE – PROMOTION
   1. Objective and policies
   2. Retailing
   3. Wholesaling
   4. Physical distribution
   5. Selection of channels

E. PROMOTION – INTRODUCTION
   1. Personal selling
   2. Mass selling
   3. Advertising
   4. Publicity
   5. Customer relations
   6. New technology

F. PRICE – INTRODUCTION
   1. Price determination
      a. Cost-oriented
      b. Demand-oriented
   2. Objectives and policies
   3. Legislation

G. INTEGRATING THE MARKETING MIX
1. Management and manager
2. Strategy planning

**METHODS OF INSTRUCTION:**

A. Lecture:
B. Online:
C. Independent Study:

**INSTRUCTIONAL TECHNIQUES:**

**COURSE ASSIGNMENTS:**

Reading Assignments

Textbook

Out-of-class Assignments

Case study analysis
Research projects
Reports
Technology based assignments

Writing Assignments

Essay examinations
And/or
Case study assignments and written analysis

**METHODS OF STUDENT EVALUATION:**

Midterm Exam
Final Exam
Written Assignments
Essay Examinations
Objective Examinations
Report
Projects (ind/group)
Problem Solving Exercises
Oral Presentations
Skills Demonstration

**Demonstration of Critical Thinking:**

Through examinations and case studies, the student must show the ability to read and comprehend a stated business problem, develop alternative actions, select a reasonable solution and justify that selection.

**Required Writing, Problem Solving, Skills Demonstration:**

Essay examinations And/or Case study assignments and written analysis

**TEXTS, READINGS, AND RESOURCES:**

**TextBooks:**


**LIBRARY:**

Adequate library resources include:

Comments:

Attachments:

[Attached Files](#)