

COURSE SYLLABUS – FALL 2011  
**MKT 350 - 004 - Dr. Clark**  
**PRINCIPLES OF MARKETING**

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**Professor:** Dr. Ronald A. Clark (Ph.D. – Florida State University)  
**Term:** Fall 2011  
**Meeting Times:** Mon/Wed/Fri 11:50AM – 12:40PM  
**Meeting Location:** Glass Hall 0102  
**Office:** 259 Glass Hall  
**Office Hours:** M/W/F 10AM-11AM and W 4PM-6PM (**e-mail to confirm**) or by appointment.  
**Office Phone:** (417) 836-4115  
**E-mail address:** ronclark@missouristate.edu (**The best way to contact me is by e-mail.**)

**E-MAILING THE INSTRUCTOR**

- **ALL** e-mails to the instructor should include a full name, class and section **in the subject line**. Students who do not identify themselves in this manner should not expect a response from the instructor.

**Textbook (Required):**

- Marketing Express, 2<sup>nd</sup> Edition (2009) – by Pride & Ferrell (Publisher: South-Western Cengage Learning)

**Course Catalog Description:**

- Structure, functions, principles and methods employed in discovering and translating consumer needs and wants into product and service specifications and then transferring these goods and services from producers to consumers or users. *Prerequisite: 54 credit hours, PSY121; and undergraduate business majors must be admitted to COBA.3(3-0) F,S*

**Course Topics:**

- Major course topics will include: marketing strategy, customer relationships, environmental forces, social responsibility, marketing ethics, consumer psychology, consumer behavior, market segmentation, targeting & positioning, product concepts, services marketing, branding, distribution decisions, promotion decisions and pricing decisions.

**Course Objectives:**

- *Upon completion of the course, the student should be able to:* **1)** define and describe marketing as a critical function of organizations; **2)** identify the internal and external environmental forces that influence marketing decisions; **3)** recognize the complex array of potential bases upon which to segment consumer markets; **4)** articulate in detail the implications of the four major elements of the marketing mix; and **5)** understand the importance of sound planning and marketing strategy. Additionally, the course content is designed to continue to improve students' critical thinking skills in preparation for positions in the global business environment.

**Class Format:**

- Class will consist of a combination of lectures, videos and participative discussions/exercises. The required text will provide the general framework for material to be covered in class. However, additional material will be presented in class that the student will be required to master. **To be successful in this class**, students must attend classes, read assigned sections, and participate in class discussions. The tests will emphasize (but not be restricted to) material covered in class.

**Blackboard:**

- It is the student's responsibility to register on Blackboard and USE it. It is recommended that you check Blackboard daily for announcements, test grades, and any changes to the course schedule or test date. You are responsible for being aware of and understanding all communication via Blackboard.

### Course Evaluation

*Student Performance will be evaluated as follows:*

100 pts	• Exam 1 (Chapters 1,2,3)
100 pts	• Exam 2 (Chapters 4,5,6,7)
100 pts	• Exam 3 (Chapters 8, 9 &10)
100 pts	• Exam 4 (Chapters 12,13,14)
100 pts	• Exam 5 (Chapters 15,16,17)
100 pts	• Current Events Presentation
100 pts	• <u>Optional Comprehensive Final Exam</u> (replaces lowest score or missed exam)

Examinations will be based on material covered in class as well as reading assignments. It is important for you to understand that there is more material in your textbook than it is possible to cover and develop in detail in class. Moreover, a significant portion of material covered in class that you will be responsible for, will not be covered in the textbook. Our class discussions will touch on and further extend only **some** of the most important topics. Be forewarned that tests will cover material **not discussed in class**. Pay special attention to important terms and concepts in each chapter. Exams generally consist of true/false, multiple-choice and (sometimes) short essay.

We will not use valuable class time to revisit exams. However, all exams remain in my office after being graded until the last day of the semester and can be reviewed in my office (by appointment).

### Grading Scale:

*\*Your grade will be determined using the following grade scale:*

<b>A</b>	90 – 100.0 % of possible points
<b>B</b>	80 – 89.99 % of possible points
<b>C</b>	70 – 79.99 % of possible points
<b>D</b>	60 – 69.99 % of possible points
<b>F</b>	Less than 60% of possible points

**Note:** I recognize that there is a subjective element to a portion of your grade in the class. I will draw on my professional experience in marketing and my experience as an instructor to carefully evaluate your performance in my class. **However**, grades are not negotiable commodities. The only grounds for me to change your grade will be a mathematical error on my part. In fairness to all students, no individual student will be allowed extra credit to compensate for poor performance in the class. Moreover, there will be **no** individual curves on exams administered in this course.

If you are having any difficulties (personal or academic), that are interfering with your course performance, contact me immediately (i.e., when the problem first starts affecting your work **not** at the end of the course as an excuse for poor performance). If you need any assistance with regard to this course, please, do not hesitate to contact me.

Do NOT ask the instructor to calculate your grade during the semester or estimate what you need to get on **remaining graded elements to obtain a desired grade (especially near the end of the semester)**. Requests to "round" grades up to the next letter grade will not be answered as the grading scale is explicitly stated. These types of requests tend to flood an instructors e-mail inbox at the end of the semester. Some professors will laboriously answer each and every request; however, I will not. Likewise, **I will not likely answer e-mails that ask questions that are clearly answered by the syllabus.** I am eager to answer any questions about course content or clarification of concepts.

### **COURSE ATTENDANCE POLICY**

Because class attendance and course grade are demonstrably and positively related, the University expects students to attend all class sessions of courses in which they are enrolled. As is the case in most businesses, your attendance and promptness are *expected*. Attendance is the most basic responsibility of a student. Indeed, it is an obligation that is **implied by signing up for the course**. Students are expected to attend all scheduled classes, **arrive on time** and **stay for the duration of class**. Continual tardiness and/or leaving early is **extremely disruptive** and may result in sanctions from the instructor which will impact your grade and/or standing in the course. To leave a class after it has started, you will **first** need to come up to the podium with your student I.D. and a quick explanation. I will not admit you to the next class until you have presented me with your I.D. and given an explanation for leaving early.

I reserve the right to randomly award bonus points or extra credit to students who attend on any given date. I will **NOT** do this on request. Failure to attend class on date in which attendance points are awarded (even when the absence is excused) will necessarily exclude the students from receiving the allotted bonus points. My record of attendance is official and final. Pedagogical research suggests that students that attend the majority of classes have a better understanding of course material *ceteris paribus*.

While attendance is expected, there are circumstances in which NOT attending class is a more prudent decision for the campus community. If you suspect or have been diagnosed with a communicable disease (e.g., strep throat, influenza, etc.), please do **not** come to class and unnecessarily expose others. Moreover, you risk lengthening your own recovery. As a rule of thumb, do **not** attend class when you are running a fever (temperature exceeding 99.6° F); and, do not return to class until you have been without a fever for 24 hours. This is the instructor's policy but does not necessarily reflect the policy of the University or other instructors.

**Instructor Drop:** If the student does not attend class by the second class meeting of the semester and has not informed the departmental office of the intent to remain in the course, then the instructor may institute proceedings to drop the student from the class. The student who is dropped by the instructor will be notified of such action by the Office of the Registrar.

**Missed Classes:** If you miss a class, it is your responsibility to obtain information on what transpired in the class from a classmate including material covered and changes to the syllabus (if any). Do not ask me "What did I miss?" (*I can't sum up a class period in two minutes or a short paragraph*). Likewise, do not expect an answer to, "Did I miss anything important?" (*What is the proper response to this question?*). Individuals and companies are prohibited from selling or being paid for taking notes in any form during this course.

### **DROPPING THE COURSE**

Non-attendance will NOT result in being dropped from the class. It is your responsibility to understand the University's procedure for dropping a class. If you stop attending this class but do not follow proper procedure for dropping the class, you will receive a failing grade and will also be financially obligated to pay for the class. You should verify that a course you have attempted to drop electronically has been immediately removed from your schedule (otherwise, the class has not been dropped). If the drop is not reflected on your class schedule, then you should immediately notify the instructor and seek assistance from the Office of the Registrar (417-836-5520) to see if the class can be dropped. You should also print and retain verification of the drop once it has been reflected on your class schedule. "W" grades will NOT be assigned if a class is not properly dropped by the last date to drop a class. Students who drop by the drop deadline will receive a "W." **Students may not drop after the drop deadline (NOVEMBER 11, 2011)**. For information about dropping a class or withdrawing from the University, contact the Office of the Registrar at 417-836-5520. Visit the MSU Academic Calendars website at <http://calendar.missouristate.edu/academic.aspx> for relevant deadlines. The student is responsible for being aware of all relevant deadlines for dropping the course.

### **EXAM POLICY**

A picture ID and a #2 Pencil with eraser will be required for all tests. Failure to bring an ID will result in a grade of zero on the exam. Absolutely NO dictionaries or other electronic / WIFI devices may be used during tests. This includes English second language dictionaries, cell phones, smart phones, PDA's, iPhones, iPods, mp3 players and Bluetooth devices worn on the ear. No exam will begin until all such devices and/or personal items (excluding a pencil) are removed from the desktop and all baseball caps are reversed (i.e. bill towards back). Looking on a classmate's exam or talking to (or otherwise communicating with) a classmate during the exam will result in confiscation of the exam, being asked to leave the classroom and a grade of "zero" on the exam. At any time during the examination you may be asked to change seats.

Make up exams will **NOT** be administered in this class. If you miss one exam in this course, you **MUST** take the otherwise optional final exam to replace the missed exam. In the **extraordinary** case where a student misses more than one exam due to documented excused absences, a make-up exam may be administered at the instructor's discretion. Absences may be approved as "excused" at the instructor's discretion when absence from class resulted from: (1) participation in University-sanctioned activities and programs; (2) personal illness; or (3) family and/or other **compelling** circumstances. It is the student's responsibility to obtain the appropriate documentation under such circumstances. You may not take a make-up in order to replace a previous grade. Failure to schedule a make-up exam within five days of the original exam will result in a grade of 0 (zero) on the missed examination. **YOU ARE RESPONSIBLE** for arranging with me for make-up exams. I will not contact you. Note: Make-up exams are in essay format only. Because the Final Exam is optional, no make-up exams will be allowed as a substitute for the final exam. If a make-up exam is allowed in a borderline situation (i.e., an excuse that is deemed by the instructor to be questionable or irresponsible) the grade will be lowered by a minimum of 10 points.

If you must reschedule final exams because of extenuating circumstances or if you have more than three finals on the same day, then **you must obtain written approval of the academic dean of their major and then of the instructor of the course in advance of the scheduled exam time**. This is official university policy; therefore, there will be **NO EXCEPTIONS** to the policy.

### **CLASS PARTICIPATION**

I have no desire to read the book and/or PowerPoint slides to you in class. Moreover, I assume that you have no desire to be read to in class either. Class time is a finite resource and would be wasted in that type of endeavor. Further, there is simply not enough time in class to cover every topic in this subject/text adequately. Therefore, I will operate under a couple of assumptions. First, I will assume (correctly or incorrectly) that each student has read the assigned chapter **prior** to the class discussion. Second, I will assume (again, correctly or incorrectly) that reading the text and slides will allow me to engage you voluntarily or involuntarily in discussion of the key points of the chapter and applications of the textbook theory. I will ask you questions that may involve matters of fact based on the readings or your opinion on an application of the textbook theory. This Socratic approach means you will have to **prepare** for class (as it should be). I will use the PowerPoint slides as a guide to our discussion and may cover some, none or all of the slides in a given classroom period. You will be responsible for the content of our discussions as well as the textbook content. Moreover, you will have a responsibility to actively participate in our discussions.

### **CLASSROOM BEHAVIOR**

The course instructor has jurisdiction over his class and may deny a student who is unduly disruptive the right to attend the class. Students are expected to master the course content in compliance with the syllabus of the course instructor. The student is expected to comply with all reasonable directives of the course instructor. The course instructor may have a student administratively withdrawn from a course upon showing of good cause and with the concurrence of the Marketing Department Head.

A student may be asked to leave the classroom, either temporarily or permanently, for any of the following reasons:

- Appearing to be under the influence of alcohol or illegal substances
- Engaging in any crass, racially derogatory, or sexually offensive remarks
- Demonstrating violent, dangerous, or otherwise threatening behavior towards others
- Carrying any object(s) that can be construed as a weapons
- Exhibiting unduly disruptive or distracting behavior such as:
  - **Text Messaging**, making, receiving or taking cell phone calls
  - Using laptops without written authorization from the instructor or for non class related purposes
  - Reading newspapers or magazines
  - Disrupting talking with classmates
  - Listening to iPods (or other mp3 players) and/or wearing ear buds
  - Other disruptive behavior as deemed by the instructor

### **CELL PHONE & ELECTRONIC DEVICES POLICY**

As a member of the learning community, each student has a responsibility to other students who are members of the community. When cell phones or pagers ring and students respond in class or leave class to respond, it disrupts the class. Therefore, the [Office of the Provost](#) prohibits the use by students of cell phones, pagers, PDAs, or similar communication devices during scheduled classes. All such devices must be turned off or put in a silent (vibrate) mode and ordinarily should not be taken out during class. Given the fact that these same communication devices are an integral part of the University's emergency notification system, an exception to this policy would occur when numerous devices activate simultaneously. When this occurs, students may consult their devices to determine if a university emergency exists. If that is not the case, the devices should be immediately returned to silent mode and put away.

The instructor of this course does not permit electronic devices to be on the desktop, in the student's hands or lap during class. This includes cell phones, pagers, personal media devices, laptops, netbooks, notebooks, and Bluetooth devices worn on or in the ear. Activation or use of these devices will result in being asked to leave the classroom **or the student will be counted ABSENT for that day**. Activation or use of these devices during an exam period will result in a grade of "zero" on the exam. Recent studies have shown that laptops are a classroom distraction and are RARELY used for educational purposes in class. I will permit individual exceptions to the policy to those persons having a documented and registered disability necessitating their use. Also, note that it is **illegal** to record (audio or video) an instructor without their permission. I will NOT provide this permission without proof of a disability and such permission will ONLY be granted in writing.

### **STUDENT FEEDBACK**

Student feedback is essential for course improvement. I encourage a continuous evaluation of my teaching efforts. At anytime during the semester you may orally, anonymously (e.g., via campus mail, or slip a note under my office door) give me an evaluation of my performance. This evaluation could include: 1) Things that I like, 2) Things that I don't like and 3) Suggestions for improvements.

### **ACADEMIC INTEGRITY**

Missouri State University is a community of scholars committed to developing educated persons who accept the responsibility to practice personal and academic integrity. You are responsible for knowing and following the university's student honor code, Student Academic Integrity Policies and Procedures, available at [www.missouristate.edu/policy/academicintegritystudents.htm](http://www.missouristate.edu/policy/academicintegritystudents.htm) and also available at the Reserves Desk in Meyer Library. Any student participating in any form of academic dishonesty will be subject to sanctions as described in this policy. You are also responsible for understanding and following any additional academic integrity policies specific to **this class** (as outlined by the instructor). Any student participating in any form of academic dishonesty will be subject to sanctions as described in this policy. If you are accused of violating this policy and are in the appeals process, you should continue to participate in the class.

The MSU Academic Integrity Policy will be strictly enforced by the instructor. In addition, it is the instructor's policy that any papers or presentation materials that you present or turn in for this course have not been submitted for any other course and cannot contain any portion of any other paper or presentation that you or any other student have turned in for another class. I frequently use plagiarism detection software on written assignments to check for internet sources and to cross reference passages with assignments turned in to previous classes at universities nationwide. Moreover, the instructor will use the full range of sanctions at his disposal to enforce any violations of the MSU Academic Integrity policy including (but not limited to) requiring the student to take another exam, assignment of a grade of zero on the exam, or assigning a grade of "F" or "XF" for the course. Said sanctions will depend solely on the discretion of the instructor.

### **STATEMENT OF NONDISCRIMINATION**

Missouri State University is an equal opportunity/affirmative action institution, and maintains a grievance procedure available to any person who believes he or she has been discriminated against. At all times, it is your right to address inquiries or concerns about possible discrimination to the Office for Equity and Diversity, Park Central Office Building, 117 Park Central Square, Suite 111, (417) 836-4252. Other types of concerns (i.e., concerns of an academic nature) should be discussed directly with your instructor and can also be brought to the attention of your instructor's Department Head. Please visit the OED website at [www.missouristate.edu/equity/](http://www.missouristate.edu/equity/).

### **DISABILITY ACCOMMODATION**

To request academic accommodations for a disability, contact the Director of the Disability Resource Center, Plaster Student Union, Suite 405, (417) 836-4192 or (417) 836-6792 (TTY), [www.missouristate.edu/disability](http://www.missouristate.edu/disability). Students are required to provide documentation of disability to the Disability Resource Center prior to receiving accommodations. The Disability Resource Center refers some types of accommodation requests to the Learning Diagnostic Clinic, which also provides diagnostic testing for learning and psychological disabilities. For information about testing, contact the Director of the Learning Diagnostic Clinic, (417) 836-4787, <http://psychology.missouristate.edu/lcd>.

### **EMERGENCY RESPONSE**

Students who require assistance during an emergency evacuation must discuss their needs with their professors and the Disability Resource Center. If you have emergency medical information to share with me, or if you need special arrangements in case the building must be evacuated, please make an appointment with me as soon as possible. For additional information students should contact the [Disability Resource Center](#), 836-4192 (PSU 405), or Larry Combs, Interim Assistant Director of [Public Safety and Transportation](#) at 836-6576. For further information on Missouri State University's Emergency Response Plan, please refer to the following web site: <http://www.missouristate.edu/safetran/erp.htm>

**TENTATIVE SCHEDULE FOR CLASSES**  
(Reading Assignments should be completed before class.)

<b>Week number</b>	<b>Monday</b>	<b>Wednesday</b>	<b>Friday</b>
<b>1</b> August 22, 24, 26	Introduction <b>(Go Over Syllabus)</b>	Strategic Marketing (Chapter 1)	Marketing Planning (Chapter 2)
<b>2</b> Aug 29, 31 Sep 2	30 Second Commercials	30 Second Commercials	Marketing Planning (Chapter 2)
<b>3</b> September 5, 7, 9	<b>NO CLASS</b> <b>Labor Day</b>	Marketing Environment (Chapter 3)	Social Responsibility & Ethics (Chapter 3)
<b>4</b> September 12, 14, 16	<b>EXAM #1</b>	Marketing Research (Chapter 4)	Current Events Presentations
<b>5</b> September 19, 21, 23	Target Markets (Chapter 5)	Consumer Behavior (Chapter 6)	Current Events Presentations
<b>6</b> Sept 26, 28, 30	Consumer Behavior (Chapter 6)	Business Markets (Chapter 7)	Current Events Presentations
<b>7</b> October 3, 5, 7	<b>EXAM #2</b>	Global & International Marketing (CH 8)	Current Events Presentations
<b>8</b> October 10, 12, 14	Product, Branding & Packaging (CH 9)	Product, Branding & Packaging (CH 9)	<b>NO CLASS</b> <b>Fall Holiday</b>
<b>9</b> October 17, 19, 21	Product Development & Services Mktg (CH 10)	Product Development & Services MKT (CH 10)	Current Events Presentations
<b>10</b> October 24, 26, 28	<b>EXAM #3</b>	Pricing Management (Chapter 12)	Channels & SCM (Chapter 13)
<b>11</b> Oct 31, Nov 2, 4	Channels & SCM (Chapter 13)	<b>LOGISTICS VIDEO</b>	<b>GUEST SPEAKER</b>
<b>12</b> November 7, 9, 11	<b>EXAM #4</b>	Retailing, Direct MKT, & Wholesaling (CH 14)	Current Events Presentations
<b>13</b> November 14, 16, 18	Integrated MKT Communication (CH 15)	Advertising (Chapter 16)	Current Events Presentations
<b>14</b> November 21, 23, 25	Public Relations (Chapter 16)	<b>NO CLASS</b> <b>Thanksgiving</b>	<b>NO CLASS</b> <b>Thanksgiving</b>
<b>15</b> Nov 28, 30, Dec 2	Personal Selling (Chapter 17)	Sales Promotion (Chapter 17)	Current Events Presentations
<b>16</b> Dec 5, 7, 9	<b>EXAM #5</b>	<b>Careers in Marketing</b> <b>Presentation</b>	<b>NO CLASS</b> <b>Study Day</b>
<b>Monday Dec 12</b> <b>(11:00AM - 1:00 PM)</b>	<b>Optional</b> <b>Comprehensive Final</b>		

**\*You must check Blackboard & Bear-mail regularly for supplemental readings and schedule changes!!**  
The syllabus is a guide for the semester and may be changed during the semester should that be deemed necessary or worthwhile by me. All students are accountable for all policies described in this syllabus. Random quizzes may be used to verify the student's knowledge of the course policies.

**MKT350-004 / FALL 2011**

**CLASSROOM: GLASS 102**

**11:50AM – 12:40PM MWF**