

IMBA 213: MARKETING MANAGEMENT

In Workflow

1. CBA College Committee Chair (jlee@csus.edu)
2. CBA Dean (mikhaili@csus.edu)
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9. Catalog Editor (torsetj@csus.edu)
10. Registrar's Office (w lindsey@csus.edu)
11. PeopleSoft (PeopleSoft@csus.edu)

Approval Path

1. Fri, 23 Oct 2020 18:13:24 GMT
Andrey Mikhailitchenko (mikhaili): Approved for CBA College Committee Chair
2. Fri, 23 Oct 2020 18:15:09 GMT
Andrey Mikhailitchenko (mikhaili): Approved for CBA Dean

Date Submitted: Fri, 23 Oct 2020 18:02:20 GMT

Viewing: IMBA 213 : Marketing Management

Last edit: Fri, 23 Oct 2020 18:02:19 GMT

Changes proposed by: Feng Liu (213250090)

Contact(s):

Name (First Last)	Email	Phone 999-999-9999
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Catalog Title:

Marketing Management

Class Schedule Title:

Marketing Management

Academic Group: (College)

CBA - Business Administration

Academic Organization: (Department)

Business Administration

Will this course be offered through the College of Continuing Education (CCE)?

Yes

Please specify:

CCE Only

Catalog Year Effective:

Spring 2021 (2021/2022 Catalog)

Subject Area: (prefix)

IMBA - International Masters in Business Administration

Catalog Number: (course number)

213

Course ID: (For administrative use only.)

201443

Units:

3

In what term(s) will this course typically be offered?

Fall, Spring

Does this course require a room for its final exam?

No, final exam does not require a room (Last Class)

Does this course replace an existing experimental course?

No

This course complies with the credit hour policy:

Yes

Justification for course proposal:

To designate this course as a GWI course.

Course Description: (Not to exceed 80 words and language should conform to catalog copy.)

Presents how modern marketing principles can be applied to real-world situations. The emphasis will be on studying strategies used by organizations in today's highly competitive and evolving marketplace. Case studies will be utilized to fully develop techniques for creating marketing programs given varying levels of resources and information available under diverse market conditions.

Are one or more field trips required with this course?

No

Fee Course?

No

Is this course designated as Service Learning?

No

Does this course require safety training?

No

Does this course require personal protective equipment (PPE)?

No

Does this course have prerequisites?

No

Does this course have corequisites?

No

Graded:

Letter

Approval required for enrollment?

No Approval Required

Course Component(s) and Classification(s):

Seminar

Seminar Classification

CS#05 - Seminar (K-factor=1 WTU per unit)

Seminar Units

3

Is this a paired course?

No

Is this course crosslisted?

No

Can this course be repeated for credit?

No

Can the course be taken for credit more than once during the same term?

No

Description of the Expected Learning Outcomes: Describe outcomes using the following format: 'Students will be able to: 1), 2), etc.'

At the end of this course, students should be able to:

- A. Identify, evaluate, and quantify customer needs in order to determine if a market opportunity exists.
- B. Appraise complex business situations and analyze tradeoffs and uncertainties through intelligent use of marketing concepts and theories.
- C. Identify the key success factors, necessary resources, and alternative approaches for pursuing a market opportunity.
- D. Recommend a marketing strategy and next-step actions for pursuing an opportunity.
- E. Forecast the likely payoffs from pursuing the recommended strategy.
- F. Evaluate the indirect and direct effects of recommended actions on stakeholders.

This course is also designated as Graduate Writing Intensive (GWI). By the end of the course, students will:

- A. Understand the major research and/or professional conventions, practices, and methods of inquiry of the discipline.
- B. Understand the major formats, genres, and styles of writing used in the discipline;
- C. Practice reading and writing within the discipline.
- D. Practice reading and writing as a learning process that involves peer and instructor feedback, revision, critical reflection, and self-editing.

Attach a list of the required/recommended course readings and activities:

Reading list for IMBA 213.txt

Assessment Strategies: A description of the assessment strategies (e.g., portfolios, examinations, performances, pre-and post-tests, conferences with students, student papers) which will be used by the instructor to determine the extent to which students have achieved the learning outcomes noted above.

Strategies include but are not limited to student papers, class discussions, presentations.

Is this course required in a degree program (major, minor, graduate degree, certificate?)

Yes

Has a corresponding Program Change been submitted to Workflow?

No

Identify the program(s) in which this course is required:**Programs:**

MBA International (IMBA)

Does the proposed change or addition cause a significant increase in the use of College or University resources (lab room, computer)?

No

Will there be any departments affected by this proposed course?

No

I/we as the author(s) of this course proposal agree to provide a new or updated accessibility checklist to the Dean's office prior to the semester when this course is taught utilizing the changes proposed here.

I/we agree

University Learning Goals**Graduate (Masters) Learning Goals:**

Critical thinking/analysis
 Communication
 Information literacy
 Disciplinary knowledge
 Intercultural/Global perspectives
 Professionalism
 Research (optional)

Is this course required as part of a teaching credential program, a single subject, or multiple subject waiver program (e.g., Liberal Studies, Biology) or other school personnel preparation program (e.g., School of Nursing)?

No

Is this a Graduate Writing Intensive (GWI) course?

Yes

Please attach the GWI Course Approval Request form:

GWI form for IMBA 213.doc

Please attach any additional files not requested above:

Reading list for IMBA 213.txt

Example_marketing plan.docx

major case write_up example.doc

Individual case analysis _example.docx

Case Assignment example.docx

strategy paper example.doc

Syllabus_IMBA 213.docx

Key: 2912