This course is in support of a degree program at the University of Texas at Tyler that has earned professional accreditation by AACSB International. AACSB International is an association of more than 11,000 business educational institutions, and other organizations in 70 countries that are dedicated to the advancement of management education worldwide. Less than 5% of business programs worldwide have earned this distinguished hallmark of excellence in management education.

Professor: Dr. Kevin James

Office Location: CBT 120
Office Hours: T/TH 11am -1pm, Wed 10am-Noon. I am also available through email at kjames@uttyler.edu. Please don't email me through BB. I will do my best to answer emails on a timely basis.

Contact Information: Office Phone 903 565 5735 or Email kjames@uttyler.edu

COURSE DESCRIPTION:
Credit: 3 semester hours. Factors involved in the management of the marketing function relative to product development, promotion, pricing, physical distribution and the determination of the marketing objectives within the framework of the marketing system and available markets.

Prerequisites ARE NOT optional, pre-requisites ARE requirements or courses that must be completed PRIOR to taking the course. Please verify with your advisor that you meet the necessary prerequisites for this course so that you do not waist your money!!

REQUIRED TEXTBOOK:
You will need to purchase CONNECT that comes with the textbook.

**Please note this book is a first edition meaning you may have some trouble finding used versions. The marketing faculty at UT Tyler have all adopted this textbook for the principles of marketing course. Because of the volume, the bookstore is able to offer a very competitive price.
CONNECT IS REQUIRED AND ABSOLUTLY NECESSARY FOR THIS COURSE. YOU CANNOT COMPLETE
THE COURSE WITHOUT CONNECT.

Course Objectives/Assignments

1. The components of the Environmental Analysis
2. Understand what a target market is, and the 4 variables which define a target market
3. Recognize and have basic knowledge of price, product, promotion and place
4. Know the basics of marketing research: problem statement, types of research (primary, secondary) know the difference between quantitative and qualitative data, be able to identify some types of data collection instruments and methods.

Grade Composition
1. Three Exams
2. Homework
3. Assignments
4. Quizzes
5. Project

REASONABLE ACCOMMODATIONS FOR DISABILITIES

Should you need accommodation for anything please contact Student Accessibility and Resources center at saroffice@uttyler.edu. I also encourage you to contact me with any issues and I will be happy to work with you.

GRADING POLICIES AND PROCEDURES:

Course Evaluation methodology and assignment points may be changed at any time but I will strongly attempt to keep the scale as follows.

The final course grades will be determined using the following:
EXAM 1 100 POINTS
EXAM 2 100 POINTS
EXAM 3 100 POINTS
Homework Average 100 POINTS
Cat Management Cert 50 POINTS
Quizzes Average 100 POINTS
SAP Assignment 1 15 POINTS
SAP Assignment 2 15 POINTS
SAP Assignment 3 15 POINTS
SAP Assignment 4 15 POINTS
PROJECT 100 POINTS
Course Delivery
This course is a face to face class and will utilize PowerPoint, blackboard, and connect. I will use blackboard to post the class slides. I will use course content in blackboard (where you are now) to post most material. Each week we will have homework and some weeks we will have quizzes, and tests. These will be done using a combination of blackboard and Connect. In most circumstances the material will be posted on a Wednesday (about mid-day) and due on a Sunday or Monday evening.

Exams
There will be three in class exams all counting 100 points apiece. The format of exams will be multiple choice, true/false format. More information will be available as the exam approaches. Failure to take the exam will result in a zero (0) on the exam. You cannot miss an exam and then ask to take the exam.

Final Project
A final individual project will be turned in during the last week of normal classes. Students will complete a PowerPoint presentation to solve a marketing problem or capture a marketing opportunity. More information will be available as the class progresses.

This project is a mandatory part of the course and failing to complete the activity will result in a zero on the presentation.

Quizzes
Quizzes will be given to allow you another opportunity to display your knowledge of the subject matter. The quizzes will be given using Blackboard and Connect and taken outside of class time. Quizzes will be multiple choice, true/false style questions. I expect 8 quizzes will be given this semester. I will post information about when they are assigned and due. You will have one attempt at each quiz and the quizzes have 20 questions. Failure to complete a quiz on time will result in a zero on the quiz. I strongly suggest you sit in a quiet place with consistent internet access to attempt the quizzes.

ACADEMIC INTEGRITY (UT Tyler students make the decision to not lie, cheat, or steal, nor tolerate those that do)

The code states UT Tyler students will not lie, cheat, or steal or allow other to do so. Students are responsible for doing their own work and avoiding all formats of academic dishonesty. The most common academic honesty violations are cheating and plagiarism. Cheating includes, but is not
limited to: submitting material that is not one’s own. Using information or devices that are not allowed by the faculty member, obtaining and/or using unauthorized material, fabrication information, violating procedures prescribed to protect the integrity of a test, or evaluation exercise, collaborating with others on assignments without the faculty member’s consent, cooperating with or helping another student to cheat, having another person take an examination in the student’s place, altering exam answers and requesting that the exam be re-graded, communicating with any during an exam, other than the faculty member or exam proctor. Plagiarism includes, but is not limited to: Directly quoting the words of others without using quotation marks or indented format to identify them, using sources of information (published or unpublished) without identifying them, Paraphrasing materials or ideas of others without identifying the sources.

CLASS MANAGEMENT POLICIES/RULES/GUIDELINES

Homework (assignments and cases)

Assignments are due at the time period the instructor determines which is usually on a Sunday or Monday. In most circumstances, homework and quizzes will be posted on a Wednesday. Any assignment not submitted when called for is considered a late assignment and will receive a grade reduction or a ZERO. Any assignment not done will receive a grade of zero (0). The homeworks are many (about 50 or so) small assignments that relate to class material that will be completed using blackboard and connect. Once you complete an assignment, the grade should be automatically imported into blackboard. You will have 2 attempts at each homework. It is your responsibility to ensure that your grades are being properly tracked in blackboard. This goes for quizzes and homework.

In addition to the online component, you will have several homework or group work assignments throughout the semester. These activities will also be counted toward the homework average as mentioned above.

Category Management Certification Component

All Principles of Marketing courses at University of Texas at Tyler include a required component in which the student will complete an online certification from the Category Management Association that relates to Power Point presentation best practices. A month prior to the in class Power Point presentation, the instructor will present a module that covers best practices of Power Point presentations. After the presentation, the student will complete the Power Point best-practices component of the Category Management Association Certification Program online and outside of class. Upon completion, the student will receive a certificate indicating completion. The student will have three chances to successfully pass the exam. Successfully passing the Power Point certificate exam will result in 50 points in the class and failure to pass after three attempts results in 0 points.

This certification is the first of eight available through a variety of marketing courses that will culminate in giving the student the option to sit for a final Category Management exam outside of University of Texas at Tyler where, upon successfully passing the exam, the student will become a Certified Category Manager.
**SAP Assignments:** Refer to assignment instructions posted in the Assignments section of Blackboard. You may download the SAP GUI on your personal computer or use the computers at UT Tyler in the BGC/UTT Retail Enterprises Lab in BUS 151. The instructions are on Blackboard. **There is nothing to turn in for these assignments** since my TA will log into SAP to check your assignment completion. You may choose to complete these assignments before the due date specified. **My TA is responsible for all questions and grading of the SAP assignments and the TA can assist you in your completion of these assignments.** If you still have questions or concerns exist after you have worked with my TA on these assignments, please contact me. You ARE permitted to work with other students to facilitate learning, however you must complete each assignment yourself. Please refer to Blackboard for the hours the Retail Enterprises Lab will be open.

**TENTATIVE DETAILED CLASS SCHEDULE Below WILL BE SUBJECT TO CHANGE AT ANY TIME DURING THE SEMESTER.** Changes are announced using blackboard announcements and emails.

**TENTATIVE FALL 2015 Marketing Principles**

<table>
<thead>
<tr>
<th>Week</th>
<th>Topic</th>
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<tbody>
<tr>
<td>1</td>
<td>Introduce Class &amp; Syllabus</td>
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<tr>
<td></td>
<td>Chapter 1</td>
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<tr>
<td>2</td>
<td>Chapter 1&amp;2</td>
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<td>3</td>
<td>Chapter 2/3 – SAP Assignment 1</td>
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<td>4</td>
<td>Chapter 3/4</td>
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<tr>
<td>5</td>
<td>Chapter 4/5 – SAP Assignment 2</td>
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<tr>
<td>6</td>
<td>Chapter 5/6</td>
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<td>A video will be presented for one class period with an assignment. No class this week.</td>
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<tr>
<td>7</td>
<td>Chapter 6/7</td>
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<td>Exam in class October 8th to Cover Chapters 1-4</td>
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<tr>
<td>8</td>
<td>Chapter 7/8</td>
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<tr>
<td>9</td>
<td>Chapter 8/9</td>
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</table>
10/19  Present Power Point Best Practices slides and Introduce course project. Student will be assigned Power Point Presentation component of Category Management Association to be complete by 4/16 as indicated below in course schedule.

Week10  Chapter 9/10- SAP Assignment 3
10/26

Week11  Chapter 11/12
11/2  Exam in class November 5th to cover Chapters 5-9

Week12  Chapter 12/13- SAP Assignment 4
11/9

Week 13  Chapter 13/14
11/16  Category Management Power Point Certificate Due 4/16 in class

Week14  Chapter 14/15
11/30  Final Projects turned in via blackboard.

Week15  Wrap up and Questions
12/7  Final Exam to cover Chapters 10-14 during University Scheduled Exam Time