

MGMT90020 Internet Marketing

Credit Points:	12.50
Level:	9 (Graduate/Postgraduate)
Dates & Locations:	This subject is not offered in 2010.
Time Commitment:	Contact Hours: One 3-hour seminar per week Total Time Commitment: Approximately 2.5 hours of personal study per hour of class time is required to achieve a satisfactory level of performance
Prerequisites:	None
Corequisites:	None
Recommended Background Knowledge:	None
Non Allowed Subjects:	None
Core Participation Requirements:	For the purposes of considering requests for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Students Experiencing Academic Disadvantage Policy, academic requirements for this subject are articulated in the Subject Description, Subject Objectives, Generic Skills and Assessment Requirements for this entry. The University is dedicated to provide support to those with special requirements. Further details on the disability support scheme can be found at the Disability Liaison Unit website: http://www.services.unimelb.edu.au/disability/
Contact:	Graduate School of Business and Economics Student Centre Level 4, 198 Berkeley Street Telephone: +61 3 8344 1670 Online Enquiries: http://www.gsbe.unimelb.edu.au/future/unity_forms/contact.html (http://www.gsbe.unimelb.edu.au/future/unity_forms/contact.html/) Web: www.melbournegsm.unimelb.edu.au (http://www.gsbe.unimelb.edu.au/)
Subject Overview:	This subject examines the planning and marketing of products and services on the internet. It analyses the economic, social, and technological opportunities and challenges presented by internet based Marketing. Key issues include: what is different about marketing on the internet, what makes a successful online business model, and how consumers behave online. Other topics include: search engine optimisation, social media sites, startup opportunities, and Internet advertising.
Objectives:	On successful completion of this subject, students should be able to: <ul style="list-style-type: none"> # Develop and implement an SEO program; # Describe the basic technologies underlying the internet; # Integrate offline with online marketing strategies; # Critique website functionality and design; # Discuss global e-marketing issues; # Analyse the role of online communities and how to apply them in the context of an ebusiness solution.
Assessment:	2-hour examination (50%) Assignment(s) not exceeding 5000 words (50%)
Prescribed Texts:	None
Breadth Options:	This subject is not available as a breadth subject.
Fees Information:	Subject EFTSL, Level, Discipline & Census Date, http://enrolment.unimelb.edu.au/fees
Generic Skills:	On successful completion of this subject, students should have improved the following generic skills:

	<ul style="list-style-type: none"># Interpretation and analysis of information through the application of conceptual frameworks, which should be fostered through the application of conceptual frameworks presented in lectures and the text to case studies of actual companies and seminar questions;# Collaborative learning and teamwork, which should be developed through the use of teams for writing and presenting assignments as well as preparing for, and presenting in, seminars.# Oral communication, which should be enhanced through the seminar programme;# Written communication, which should be developed through two case-study assignments.
Related Course(s):	Master of Accounting Master of Accounting Master of Applied Commerce (Marketing) Master of Applied Commerce (Marketing) Master of Business and Information Technology Master of Business and Information Technology Master of Management (Marketing)