

MKTG90020 Market Leadership & Strategic Marketing

Credit Points:	6.25
Level:	9 (Graduate/Postgraduate)
Dates & Locations:	2012, Parkville This subject commences in the following study period/s: February, Parkville - Taught on campus.
Time Commitment:	Contact Hours: 16 hours (intensive) Total Time Commitment: 60 hours.
Prerequisites:	None
Corequisites:	None
Recommended Background Knowledge:	None
Non Allowed Subjects:	None
Core Participation Requirements:	<p><p>For the purposes of considering request for Reasonable Adjustments under the Disability Standards for Education (Cwth 2005), and Student Support and Engagement Policy, academic requirements for this subject are articulated in the Subject Overview, Learning Outcomes, Assessment and Generic Skills sections of this entry.</p> <p>It is University policy to take all reasonable steps to minimise the impact of disability upon academic study, and reasonable adjustments will be made to enhance a student's participation in the University's programs. Students who feel their disability may impact on meeting the requirements of this subject are encouraged to discuss this matter with a Faculty Student Adviser and Student Equity and Disability Support: http://services.unimelb.edu.au/disability</p></p>
Contact:	School of Melbourne Custom Programs Level 3, 442 Auburn Road Hawthorn VIC 3122 Phone: 9810 3245 Email: postgrad@commercial.unimelb.edu.au (mailto:postgrad@commercial.unimelb.edu.au)
Subject Overview:	This subject deals with strategic marketing management and the carefully thought-out plans required to outperform the competition. Drawing on the Faculty of Business and Economics latest research and unique approach to marketing students will learn to examine and apply strategic marketing decisions.
Objectives:	On successful completion of this program, students should be able to: <ul style="list-style-type: none"> · Make informed strategic choices to improve strategic outcomes; · explain the importance of marketing strategy for superior business performance and shareholder value; · evaluate and execute strategic marketing plans; · analyse strategic marketing problems and be capable of generating appropriate strategic solutions; · examine critical issues associated with creating, analysing, and selecting market segments and niches.
Assessment:	1500 word report on a marketing problem (60%) to be returned four weeks after the course is completed. 1000 word case study on the use of the demonstrated marketing tool (40%) to be returned two weeks after the subject is completed.
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:	<ul style="list-style-type: none">· Capacity to analyse and synthesis information and develop strategies.· Critical thinking and problem solving skills.· Written skills in the preparation of high quality reports.· Oral skills in the presentation of reports.
Links to further information:	http://www.gsbe.unimelb.edu.au/courses/execedu/