

**Course Number:** MBA 5225

**Course Title:** Marketing and Innovation

**Course Description:**

This course explores strategic marketing and innovation. Strategic marketing topics include strategic market analysis, marketing strategy development, implementation of plans associated with the targeted marketing of products and services and their pricing, promotions, and distribution. Innovation topics include design thinking and entrepreneurial marketing. Credit(s): 3.

**Prerequisites:** None.

**Credit hours:** 3

**Learning Outcomes:**

Upon the successful completion of this course, students will be able to:

1. Describe marketing and innovation.
2. Conduct a strategic market analysis.
3. Develop a marketing strategy.
4. Create a marketing plan that strategically addresses a target market, product or service design, pricing, promotions, and distribution.
5. Describe the role of entrepreneurial marketing in innovation.
6. Model design thinking for a product or service.



*College of Professional Studies*  
**MBA 5225 Marketing and Innovation**  
**Online Syllabus Course Content**

**Instructor Information**

Please see Professor Profile at the Blackboard instructional site.

**Course Schedule**

Please see Course Schedule in the Syllabus & Schedule area of the Blackboard instructional site.

**Online Course Policies**

All of the online courses taken by students are required to follow the policies posted online at <http://online.indianatech.edu/tech-policies/policies/>. Please review the posted policies carefully. If you are unable to abide by the policies listed, please contact the Warrior Information Network (WIN) at 888.832.4742 and request to withdraw from this course.

**Textbook / Course Resources**

In order to provide a variety of relevant and current learning resources for this course, a collection of articles and eBook chapters are utilized to assist students in achieving stated learning objectives. All of the materials are accessible without cost to the student. Complete links, citations, and instructions for accessing these materials are provided in each course module in a folder entitled "Module XX - Learning Resources."

**Grading Events & Grading Criteria**

Unless otherwise specified, all assignments must be submitted via Blackboard.

## Grading Events

<b>Week / Module</b>	<b>Description</b>	<b>Points Possible</b>
1	Course Preparation Quiz	15
1	Discussion Board Responses – Marketing as a Strategic Process	25
1	Discussion Board Responses – Innovation as a Strategic Process	25
1	Module 1 Project Paper - Marketing and Innovation as a Strategic Process	50
2	Discussion Board Responses – Company Overview	25
2	Discussion Board Responses – Market Overview	25
2	Module 2 Project Paper - Company and Market Overview for Strategic Market Analysis	50
3	Discussion Board Responses – Strategic and Market Objectives	25
3	Discussion Board Responses – Customer, Collaborator, and Competitive Objectives	25
3	Module 3 Project Paper - Strategic, Market, Customer, Collaborator, and Competitive Objectives	50
4	Discussion Board Responses – Marketing Tactics	25
4	Discussion Board Responses – Tactical Marketing Plan and Key Performance Indicators	25
4	Module 4 Project Paper – Marketing Plan	50
5	Discussion Board Responses – Entrepreneurial Marketing	25
5	Module 5 Project Paper – Entrepreneurial Marketing – Innovating the Customer Experience	50
6	Discussion Board Responses – Applying Design Thinking to a Product or Service	25
6	Discussion Board Responses – Designing Products and Marketing	25
6	Module 6 Project Paper – Modeling the Design Thinking Process	50
	<b>Total Points Possible</b>	<b>590</b>

## Grading Scale

The following grading scale will be used to assign a grade at the end of the course:

Percentage Achieved	Grade
93% or above	A
90% or above	A-
87% or above	B+
83% or above	B
80% or above	B-
77% or above	C+
70% or above	C
Below 70%	F

## Late Work Policy

Due to the accelerated nature of this course, managing your time, and submitting assignments by the stated due dates, are key to your academic success. However, we realize that “life happens” and therefore have afforded a bit of flexibility. Please note the following policy regarding submitting late work in this course:

- Weekly discussions require you to post your initial post no later than Thursday at 11:59pm each week, and posting feedback to two (2) classmates no later than Sunday at 11:59pm each week. **Due to the highly interactive nature of discussions, late posts will receive zero (0) credit.** Please note that if you miss the deadline for your initial post, you will still have the opportunity to post feedback to classmates by the Saturday due date.
- **For all other assignments in this course, work submitted past the due date will be subject to a grade deduction of 10% of the assignment’s point value per calendar day.** (For example, for a 50 point assignment turned in 2 days late will result in a 20% or 10 point) deduction off of the earned grade for that assignment.
- **All course assignments must be submitted by the last day of class in the current session.**

In the case of extenuating circumstances, **students are encouraged to contact their instructor as soon as possible** to address their individual situation. Instructors will use their discretion in granting exceptions to this policy. For advice and support in addressing exceptions, students are welcome to work with their Student Success Advisor.

Students experiencing life circumstances that disrupt their studies for more than one week should consult with their instructor and their Student Success Advisor about possible options.

*Helpful hints for online students:*

- ➡ At the beginning of the course, PRINT your course schedule and keep it handy. Note important dates in your personal calendar so that you are reminded of due dates.
- ➡ Always back up your work, and have a plan for submitting assignments, even in the case of computer problems or lost Internet access. Before the course begins, consider where you might work if your computer has an issue, or if you have issues with your Internet access.
- ➡ If you have technical (Blackboard) issues while submitting an assignment or taking a quiz or exam on Blackboard, please reach out to our Distance Learning Office [onlinesupport@indianatech.edu](mailto:onlinesupport@indianatech.edu) for technical assistance.

- ☞ Communication is key! Please don't hesitate to ask if you have questions. Communicate regularly with your instructor and with your Student Success Advisor.

## Incompletes

If you are unable to complete the requirements for this course due to extenuating circumstances, an Incomplete grade (I) may be granted if you meet the general guidelines stated below.

General Guidelines for submitting a course incomplete request:

- More than 50% of the course session has elapsed.
- The student has encountered an unexpected situation that is beyond his or her control.
- The student is
  - in good academic standing -- up-to-date on all of the course assignments and has at least an overall passing grade,
  - able to complete all of the remaining coursework within a session (5 weeks for a undergraduate course and 6 weeks for a graduate course) that immediately follows the session the student is currently enrolled, and
  - able to provide support documentations to substantiate the need for extra time should a session is not enough to complete the course requirements.

If an Incomplete is granted, the instructor will set a deadline for all work to be completed. **The deadline cannot go past one (1) session.** All incomplete grades and deadlines are subject to approval by the designated University authority.

## Course Related Communication

Online courses are conducted in an accelerated format. Timely communication is very important. When receiving emails from your classmates or instructor, please respond as soon as you can.

Students are **REQUIRED** to use their Indiana Tech email account for all course related communication. The most direct, and effective, way to email your course instructor and classmates, is by using the Send Email function within the Blackboard course site. When you use the Send Email function, you automatically receive a carbon copy of the email you sent. In the event when you need to substantiate your claim that you did email your classmates or instructor, you can show that carbon copy to the person(s) who requested it.

Please note that Blackboard only permits you to send email, it does not provide you with the check email function. All of the emails your classmates and instructor send to you will be delivered to your Indiana Tech email account. You are strongly encouraged to check your Indiana Tech email account regularly, preferably several times a week, to minimize the likelihood of miscommunication.

The University policy requires each online course instructor to respond to a student's email within 24 hours. Unless there is an extraneous situation that prevents the instructor from following this rule, you can expect to hear from the instructor within 24 hours. If you don't receive a reply within 24 hours, please do not hesitate to follow up with another email or forward the carbon copy of the email you sent to [OnlineSupport@IndianaTech.edu](mailto:OnlineSupport@IndianaTech.edu) with a note "Please help. It's been 24 hours and I have not heard from my instructor" and the University support staff will act on your behalf to contact your course instructor.