

1. Course (module) name	2. Code
Destination Marketing	

3. Lecturer (s)	4. Division(s)

5. Cycle of studies	6. Course (module) level	7. Course (module) type
First	Course is not divided into parts	Elective

8. Delivery form	9. Delivery period	10. Delivery language (s)
Full-time	Semester 5	English

11. Requirements for students	
Preliminary requirements:	Associated requirements (if any):
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12. Scope of course (module) in ECTS credits	13. Full workload of a student (hours)	14. Contact work hours	15. Independent work hours
5	130	30	100

16. Course (module) purpose: competences developer by the course programme
This course - as a result from both marketing and tourism industries' requirements for developing graduates with the specific knowledge and awareness of contemporary trends of how to promote a destination successfully. Special emphasis is places on the different requirements applicable to each destination. Moreover, the range of marketing strategies employed by Destination Management Organizations (DMOs) together with their respective partners (other organizations, airports and airlines) is analyzed.

17. Relation of the course targets with the expected results of studies and evaluation methods of studies and student achievement			
Results (targets) of the course	Results of the course	Methods of studies	Evaluation methods of academic achievements
Students have to understand the destination and marketing importance of the aviation industry, identify current challenges, trends and possible guidelines of development, apply the acquired knowledge to solve problems.	<i>The course provides the knowledge and application examples of: principles of destination marketing, destination brand values, role of social media influencers;</i>	<i>Lectures,,discussion, problem assignments, debates , analysis of brands</i>	Examination. Evaluation of discussion, assignment and interpretation of results.
	<i>Building of special skills: to identify trends and prospects of destination marketing, select of targeted market segments;</i>	Lectures, analysis, case studies	Case Analysis report and evaluation.
	<i>Building of general skills: to create and seek Key Performance Indicators</i>	Analysis, case studies, KPI measurements	Examination. Evaluation of discussion, assignment and interpretation of results.

<b>18. Strategy and criteria of student assessment</b>			
<b>Assessment method</b>	<b>Per cent</b>	<b>Delivery time</b>	<b>Evaluation criteria</b>
Assessment of analysis, interpretation and discussion	20%	During the semester	<p>Results of independent student work are assessed in the 10 points system. Evaluation criteria:</p> <p><b>10-9:</b> Excellent analysis, demonstration of good abilities and creative skills, original interpretations, active participation in discussions.</p> <p><b>8-7:</b> Good analysis, demonstration of medium creative skills, non-original interpretations, average activity in discussions.</p> <p><b>6-5:</b> Average analysis, demonstration of weak creative skills, no interpretations provided, fragmented participation in discussions.</p> <p><b>4-0:</b> Minimum requirements are not met.</p>
Evaluation of individual assignment	30%	During the semester	<p><i>Evaluation of presentation of the analysis includes: 30% score for oral presentation and 70% score for the written report</i></p> <p><u>Evaluation criteria for oral delivery of the results of analysis:</u></p> <p>9-10: clear, coherent presentation corresponding to the raised endpoint; formulated and motivated idea; consistently and widely developed analysis and interpretation;</p> <p>7-8: incoherent presentation, only partially complying to the raised purpose of research; analysis is inconsistent, superficial or episodically deviating from the basic research problem; no interpretations of research results are provided</p> <p>5-6: vague presentation that does not meet the objective; superficial and inaccurate analysis not consistent with the main work problem, or analysis is missing</p> <p>0-4: does not meet minimum requirements or presentation delivery is not prepared.</p> <p><u>Evaluation criteria for a written analysis report:</u></p> <p>30% Structure and scope of work: the written paper has clear and logical structure, contains all necessary components (introduction, theme presentation, goals, objectives, methods, empirical materials, teaching that provides empirical material analysis and interpretation, conclusions): the scope of report is adequate and it contains all the necessary elements: 9-10 points; the scope of report is adequate and it does not include all the necessary parts: 7-8 points; the scope of report is inadequate and does not contain all the necessary parts: 5-6 points; the study report does not meet minimum requirements or the report is not ready: 0-4 points.</p> <p>50% Analysis and conclusions: the analysis is very thorough, conclusions are justified and based on empirical material: 9-10 points; the analysis was performed, but not complete, conclusions are not always justified: 7-8 points; superficial analysis: 5-6 points; research report fails to meet minimum requirements, or research what not prepared: 0-4 points.</p> <p>20% Scientific style and research culture: proper treatment of sources and quotations; wording and style</p>

			meets requirements for the research paper.
Written examination	50 %	Examination	<p><i>The examination consists of a test with 20 closed-end questions. Each correct answer is evaluated with 0.5 points. Evaluation criteria:</i></p> <p><b>10-9:</b> Excellent knowledge and skills. 20-17 correct answers.</p> <p><b>8-7:</b> Good knowledge and skills. 16-14 correct answers.</p> <p><b>6-5:</b> Average knowledge and skills. 13-10 correct answers.</p> <p><b>4-0:</b> Minimum requirements are not met. 9 or less correct answers.</p>