

1. Course (module) name	2. Code
Marketing and Sales Management	

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	Mandatory

8. Delivery form	9. Delivery period	10. Delivery language (s)
Full-time	Semester 3	English

11. Requirements for students	
Preliminary requirements:	Associated requirements (if any):
-	-

12. Scope of course (module) in ECTS credits	13. Full workload of a student (hours)	14. Contact work hours	15. Independent work hours
6	160	40	120

16. Course (module) purpose: competences developer by the course programme
To develop student competencies, which allow to understand and analyse the basic principles of marketing and sales and apply IMC methods and techniques in practice, in order to achieve the objectives provided for in the company's marketing strategy.

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 be able to work in multicultural environments and complex social contexts, to use communication tools, methods, and different channels, as well as to act in social networks, while combining the interests of the government, citizens and business	Students will know: basic IMC concepts and modern theoretical models of IMC and their application principles of the organisation of marketing activities	Lectures (problem teaching), practical case studies, creative projects, discussions with invited business representatives, individual tasks	Evaluation of practical case study solutions
	Students will be able to: performing market analysis, it's segmenting, determining attractiveness of segments and selecting appropriate IMC measures		Evaluation of written papers
	Students will be able to: planning and organising an integrated marketing communications campaigns for a variety of professional activities.		Assessment of scientific text analysis
	Students will be able to: Investigating can critically assessing the impact of the IMC campaign and results showing the success of the campaign		Assessment of individual task presentations
			Assessment of team task presentations

18. Strategy and criteria of student assessment			
Assessment method	Per cent	Delivery time	Evaluation criteria
Assessment of case study solutions	25%	During the semester	Timely work, quality solution, proposed new ideas, insights and compliance with the assessment methodology
Assessment of individual task presentations	20%	During the semester	Timely work, originality of the work, teaching logic, problem-thinking
Examination – IMC plan and its presentation	55%	During the session	Compliance to the work structure, depth of analysis, suitability and originality of the results, creativity of solutions, logic of reasoning, independence

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