



**WBUonline Campus**

**School of Business**

**UNIVERSITY MISSION STATEMENT:**

Wayland Baptist University exists to educate students in an academically challenging, learning-focused and distinctively Christian environment for professional success, and service to God and humankind.

**COURSE NUMBER & NAME:** MKTG 4323 - 01, Marketing Analytics

**TERM:** Fall 2, 2020

**INSTRUCTOR:** Rod Hagedorn, MBA, MS, DMgt

**CONTACT INFORMATION:**

Office/Cell phone: 651-295-7732

Email: [rodney.hagedorn@wayland.wbu.edu](mailto:rodney.hagedorn@wayland.wbu.edu)

**OFFICE HOURS, BUILDING & LOCATION:** Thursdays and Fridays; 2:30pm - 4:00pm CST (via phone), and by appointment.

**COURSE MEETING TIME & LOCATION:** Online, asynchronously

**CATALOG DESCRIPTION:**

Marketing analytic functions to improve organizational growth and decision making. Utilizing foundational marketing analytics tools and metrics for marketing strategy decisions. Understanding the use of A/B testing to maximize marketing mix models.

**PREREQUISITE:** None

**REQUIRED TEXTBOOK AND RESOURCE MATERIAL:**

BOOK	AUTHOR	ED	YEAR	PUBLISHER	ISBN#	UPDATED
<u>Marketing Analytics</u>	Davis		2019	Stukent	9781-73374-2054	1/17/2020

**OPTIONAL MATERIALS:** None

**COURSE OUTCOMES AND COMPETENCIES:**

- Identify and explain the use and need for marketing analytics.
- Apply the use of data using query language through various marketing data platforms.
- Demonstrate the use of analytics for segmentation, targeting, and positioning.
- Examine experimental design and artificial intelligence for marketing.
- Assess and analyze A/B testing to modernize marketing mix models.

**ATTENDANCE REQUIREMENTS:**

As stated in the Wayland Catalog, students enrolled at one of the University's external campuses should make every effort to attend all class meetings. All absences must be explained to the instructor, who will then determine whether the omitted work may be made up. When a student reaches that number of absences considered by the instructor to be excessive, the instructor will so advise the student and file an unsatisfactory progress report with the campus executive director. Any student who misses 25 percent or more of the regularly scheduled class meetings may receive a grade of F in the course. Additional attendance policies for each course, as defined by the instructor in the course syllabus, are considered a part of the University's attendance policy.

**STATEMENT ON PLAGIARISM & ACADEMIC DISHONESTY:**

Wayland Baptist University observes a zero tolerance policy regarding academic dishonesty. Per university policy as described in the academic catalog, all cases of academic dishonesty will be reported and second offenses will result in suspension from the university.

**DISABILITY STATEMENT:**

In compliance with the Americans with Disabilities Act of 1990 (ADA), it is the policy of Wayland Baptist University that no otherwise qualified person with a disability be excluded from participation in, be denied the benefits of, or be subject to discrimination under any educational program or activity in the university. The Coordinator of Counseling Services serves as the coordinator of students with a disability and should be contacted concerning accommodation requests at (806) 291-3765. Documentation of a disability must accompany any request for accommodations.

**COURSE REQUIREMENTS and GRADING CRITERIA:**

You will be required to participate in a discussion each week, including a substantive initial post and at least two substantive reply posts to your peers.

In addition to weekly discussions, your ability to *remember*, *understand*, and *apply* course material will be assessed via weekly chapter quizzes from the *Marketing Analytics* textbook, in addition to select chapter exercises in weeks two through seven.

Finally, to wrap things up, in week eight you will be required to submit a written personal reflection discussing what you learned in the course and how you can apply what you've learned to your career. The body of this paper should be at least 3 to 4 pages, double-spaced, using APA format. It should be

submitted with a cover page and a references page, if applicable (references are not required). The font should be standard 12-point, and margins should be one inch.

### **Grading**

Discussions	200 pts. (22%)
Chapter Quizzes	350 pts. (39%)
Chapter Exercises	300 pts. (33%)
Personal Reflection Final Paper	50 pts. (6%)

<b>A</b>	<b>90-100%</b>
<b>B</b>	<b>80-89%</b>
<b>C</b>	<b>70-79%</b>
<b>D</b>	<b>60-69%</b>
<b>F</b>	<b>below 60%</b>

**Grade Appeal Statement:** “Students shall have protection through orderly procedures against prejudices or capricious academic evaluation. A student who believes that he or she has not been held to realistic academic standards, just evaluation procedures, or appropriate grading, may appeal the final grade given in the course by using the student grade appeal process described in the Academic Catalog. Appeals may not be made for advanced placement examinations or course bypass examinations. Appeals are limited to the final course grade, which may be upheld, raised, or lowered at any stage of the appeal process. Any recommendation to lower a course grade must be submitted through the Vice President of Academic Affairs/Faculty Assembly Grade Appeals Committee for review and approval. The Faculty Assembly Grade Appeals Committee may instruct that the course grade be upheld, raised, or lowered to a more proper evaluation.”

### **TENTATIVE SCHEDULE:**

<b>Week</b>	<b>Deliverable</b>	<b>Points</b>	<b>Percentage</b>	<b>Due Date</b>
Week One	Read: Marketing Analytics chapters 1 & 2			
	Post: Week 1 Discussion	25	3%	10/25/20
	Submit: Chapter 1 & 2 Quizzes	50	6%	10/25/20
Week Two	Read: Marketing Analytics chapters 3 & 4			
	Post: Week 2 Discussion	25	3%	11/1/20
	Submit: Chapter 3 & 4 Quizzes	50	6%	11/1/20
	Submit: Chapter 2 Exercise	50	6%	11/1/20

Week Three	Read: Marketing Analytics chapters 5 & 6			
	Post: Week 3 Discussion	25	3%	11/8/20
	Submit: Chapter 5 & 6 Quizzes	50	6%	11/8/20
	Submit: Chapter 4 Exercise	50	6%	11/8/20
Week Four	Read: Marketing Analytics chapters 7 & 8			
	Post: Week 4 Discussion	25	3%	11/15/20
	Submit: Chapter 7 & 8 Quizzes	50	6%	11/15/20
	Submit: Chapter 7 Exercise	50	6%	11/15/20
Week Five	Read: Marketing Analytics chapters 9 & 10			
	Post: Week 5 Discussion	25	3%	11/22/20
	Submit: Chapter 9 & 10 Quizzes	50	6%	11/22/20
	Submit: Chapter 8 Exercise	50	6%	11/22/20
<b>THANKSGIVING BREAK</b>				<b>11/23/20 – 11/27/20</b>
Week Six	Read: Marketing Analytics chapters 11 & 12			
	Post: Week 6 Discussion	25	3%	12/6/20
	Submit: Chapter 11 & 12 Quizzes	50	6%	12/6/20
	Submit: Chapter 11 Exercise	50	6%	12/6/20
Week Seven	Read: Marketing Analytics chapters 13 & 14			
	Post: Week 7 Discussion	25	3%	12/13/20
	Submit: Chapter 13 & 14 Quizzes	50	6%	12/13/20

	Submit: Chapter 13 Exercise	50	6%	12/13/20
Week Eight	Post: Week 8 Discussion	25	3%	12/19/20
	PERSONAL REFLECTION FINAL PAPER <b>DUE</b>	50	6%	12/19/20

## ADDITIONAL INFORMATION

All students are expected to respond to each main discussion question, and to at least two other learners in each main discussion thread. Get in the habit of logging-in at least every-other day (three times per week). You will find that the course moves very quickly and, once you are behind on discussion posts, it is extremely difficult to catch up!

Regular participation is expected and required in all discussion posts. Note that "I agree" (affirmation) statements with no substantive content will not be considered course participation. While these are polite and encouraged in order to build a sense of community with your fellow students, posts must "add value" to the discussion in order to be counted toward your final grade.

Emphasize the positive in all discussion posts!! If you do have a disagreement with a fellow student's post, focus on the problem and not the person. This is an old business etiquette tactic that works. I reserve the right to delete any and all responses that are deemed inappropriate or are disrespectful in tone or content.

If you must "vent" (i.e., complain, let loose some frustration, etc.), please take your frustrations out on me! Send a private message to me using course room email. Your grade will not be affected and you will find that I can be very understanding.

Previous discussion units are "closed" once the new unit has started. Generally, this is the day after the last assignment for the prior unit is due. **You will not receive credit for late discussion posts.** This is because of the interactive nature of discussions and it is analogous to "class" being in session only during a certain time. You would not expect to show up in a physical classroom and carry on an academic discussion after class is over and everyone has left for the day! This course room works the same way.

All assignments must be completed on time and as assigned. I will not accept assignments that are turned-in late without prior arrangements. All work must be completed by the official end date of the course.

Email and "virtual office hours": The email system within the course room is usually the best way for communicating directly with me. In an emergency, you may contact me by calling 651-295-7732. Just let me know a good time to get back to you when you send an email or leave a voicemail message (please remember to leave your phone number!).

Plagiarism or any act of academic dishonesty will result in a failing grade—no exceptions.