

Wayland 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.

Contact Information

Course: MKTG 3332 VC01 – Retailing

Campus: WBUonline

Term/Session: Fall 2025

Instructor: Dr. Madison Greenwood

Office Phone Number/Cell #: 614-915-9581

WBU Email Address: Madison.greenwood@wayland.wbu.edu

Office Hours, Building, and Location: text/call me or email

Class Meeting Time and Location: online

Catalog Description:

Fundamentals of retail management from a strategic planning perspective. Environmental influences on retailing, planning function in retailing, and implementation decisions with respect to the major elements of the retail mix: location, financing, merchandise, pricing, advertising and promotion, customer service, retail selling, store layout and design, and managing human resources. Retail information systems and current trends in nonstore retailing, especially selling on the Internet.

Prerequisite:

None

Textbook Information

Required Textbook(s) and/or Required Materials:

BOOK	AUTHOR	ED	YEAR	PUBLISHER	ISBN#
<u>Retailing</u>	Dunne	8th	2014	Cengage	9780-35768-8106
<u>Pitch Vantage</u>					9780-69293-3008

*This course is part of the **Pioneer Academic Access Program**. You will have access to an eBook, access code, and interactive learning material on the first day of class through your Blackboard course site. You will be notified via email with access instructions and additional information. If the course requires a physical book you can order at bookstore.wbu.edu. You can choose to opt-out, however if you do you will lose access to **EVERY class/material** and have to source through third party vendors.*

Optional Materials: None

Course Outcome Competencies:

- Research and explain emerging trends in retailing
- Identify the different types of retailing strategies
- Apply marketing mix concepts for effect retailing
- Recommend strategies to improve retailing opportunities

Attendance Requirements

WBUonline:

Students are expected to participate in all required instructional activities in their courses. Online courses are no different in this regard; however, participation must be defined in a different manner. Student “attendance” in an online course is defined as active participation in the course as described in the course syllabus. Instructors in online courses are responsible for providing students with clear instructions for how they are required to participate in the course. Additionally, instructors are responsible for incorporating specific instructional activities within their course and will, at a minimum, have weekly mechanisms for documenting student participation. These mechanisms may include, but are not limited to, participating in a weekly discussion board, submitting/completing assignments in Blackboard, or communicating with the instructor. Students aware of necessary absences must inform the professor with as much advance notice as possible in order to make appropriate arrangements. Any student absent 25 percent or more of the online course, i.e., non-participatory during 2 or more weeks of an 8-week session, may receive an F for that course. Instructors may also file a Report of Unsatisfactory Progress for students with excessive non-participation. Any student who has not actively participated in an online class prior to the census date for any given session is considered a “no-show” and will be administratively withdrawn from the class without record. To be counted as actively participating, it is not sufficient to log in and view the course. The student must be submitting work as described in the course syllabus. Additional attendance and participation policies for each course, as defined by the instructor in the course syllabus, are considered a part of the university’s attendance policy.

University Policies

Academic Integrity:

[Link to Statement on Academic Integrity](#)

Artificial Intelligence: Generative AI tools permitted in specific context and with proper citations.

- Students are allowed to use, reference, or incorporate generative AI tools into specific assignments for this course. When used, students must properly cite the generative AI tool in their submitted work.
- While there is no true substitute for direct help and instruction for your instructor, students may be allowed to use generative AI tools to provide further explanations of course content, readings, and other assignments. Any use of generative AI tools to help further explain or translate content must be properly referenced and cited.
- Specific parameters for generative AI usage are provided by the instructor.
- Any use of generative AI tools outside of the approved instructor parameters will be considered a form of plagiarism and academic dishonesty.

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 Disability Services Coordinator and Academic Coach serves as the coordinator of students with disabilities and must be contacted concerning accommodation requests. Office: (806) 291-1057. Documentation of a disability must accompany any request for accommodations.

Course Requirements and Grading Criteria

Late Policy:

Because all assignments are open from the start of the term, students have the flexibility to work ahead and plan around their personal schedules, travel, or busy weekends. This means there should be very few—if any—late submissions.

- Due Dates: All assignments have posted due dates to help students stay on track.
- Late Submissions: Late submissions are not accepted except in cases of documented, extreme medical emergencies or other serious extenuating circumstances approved by the instructor.
- Work Ahead: Since all assignments are available from the beginning of the term, students are encouraged to work ahead to avoid last-minute conflicts or missed deadlines.

Assignments:

- First Required Assignment: Students must take this 3-point assignment acknowledging they are taking this course.
- Student Introduction: Students earn up to 7 points for introducing themselves to their peers.
- Faith Integration Paper: There is one (1) integration paper assignment throughout this course. This assignment is worth 120 points and is due by the end of the semester but can be written and submitted at *any time* throughout the term. Students are to choose a lesson/chapter from the textbook and reflect on the lesson through the intersection of faith and retailing.
- Discussions: There are 6 class discussions due on weeks #1, #2, #3, #5, #6, & #7. Each discussion is worth 20-points each for a total of 120 points total throughout the class
- Chapter Quizzes: There are 14-chapter quizzes worth 25 points each for a total of 350 points. All quizzes consist of multiple-choice questions only. These quizzes are not timed however only one (1) attempt can be made.

- **Exams:** There are two exams (midterm and final) that cover the course outcomes and objectives that are within the textbook chapters.
 - The midterm covers chapters 1-7 only and can be taken any time prior to 11/9 at 11:59pm. YOU DO NOT NEED TO WAIT UNTIL THE HALFWAY POINT TO TAKE THIS EXAM.
 - The final exam covers chapter 8-14 only and can be taken any time prior to the end of class (12/13 at 11:59pm).
 - Both exams will consist of 200 multiple choice questions each.
 - The exams will have a time limit of 2 hours.
 - You will have two (2) opportunities to take the exam. The highest score of the 2 opportunities will be taken.
 - NOTE: The questions from your first attempt will NOT be the same questions on your second attempt

Point Breakdown:

- Required First Assignment: 3 points
- Student Introduction: 7 points
- Faith Integration Paper (due 12/13): 120 points
- 6 Discussions @ 20 pts each: 120 points
- 14 Quizzes @ 25 pts each: 350 points
- Midterm (due 11/9): 200 pts.
- Final (due 12/13): 200 points
 - Total: 1,000 points

Grading Scale:

- **A:** 1,000-900 points
- **B:** 899-800 points
- **C:** 799-700 points

Student Grade Appeals: 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 to the 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

Week #	Assignments	Points	Due Date
Week #1			
	Required First Assignment	3	10/19/25
	Discussion: Introduction	7	10/19/25

	Discussion: Week #1	20	10/19/25
	Chapter #1 Quiz	25	10/19/25
	Chapter #2 Quiz	25	10/19/25
Week #2			
	Discussion: Week #2	20	10/26/25
	Chapter #3 Quiz	25	10/26/25
	Chapter #4 Quiz	25	10/26/25
Week #3			
	Discussion: Week #3	20	11/2/25
	Chapter #5 Quiz	25	11/2/25
	Chapter #6 Quiz	25	11/2/25
Week #4			
	Chapter #7 Quiz	25	11/9/25
	MIDTERM EXAM: Chapters 1-7	200	11/9/25
Week #5			
	Discussion: Week #5	20	11/16/25
	Chapter #8 Quiz	25	11/16/25
	Chapter #9 Quiz	25	11/16/25
Week #6			
	Discussion: Week #6	20	11/23/25
	Chapter #10 Quiz	25	11/23/25
	Chapter #11 Quiz	25	11/23/25
Week #7			
	Discussion: Week #7	20	12/7/25
	Chapter #12 Quiz	25	12/7/25
	Chapter #13 Quiz	25	12/7/25
Week #8			
	Faith Integration Assignment	120	12/13/25
	Chapter #14 Quiz	25	12/13/25
	FINAL EXAM: Chapters 8-14	200	12/13/25

Additional Information

Note: The instructor for this class is on Eastern Daylight/Eastern Standard Time zones.