

COURSE SYLLABUS



COURSE TITLE:	Mark 210
CLASS SECTION:	001
TERM:	Winter 2023
COURSE CREDITS:	3
DELIVERY METHOD(S):	In-person classroom - CBA 282 Tues and Thurs - 10.30 AM – 12.20 PM

Camosun College campuses are located on the traditional territories of the Lək'wəḡən and W̱SÁNEĆ peoples. We acknowledge their welcome and graciousness to the students who seek knowledge here. Learn more about Camosun's [Territorial Acknowledgement](#).

Camosun College requires mandatory attendance for the first class meeting of each course. If you do not attend, and do not provide your instructor with a reasonable explanation in advance, you will be removed from the course and the space offered to the next waitlisted student.

INSTRUCTOR DETAILS

NAME:	Cammie Jaquays
EMAIL:	JaquaysC@camosun.ca
OFFICE:	CBA 266
HOURS:	Thursdays 12.30 – 1.30 PM

As your course instructor, I endeavour to provide an inclusive learning environment. However, if you experience barriers to learning in this course, do not hesitate to discuss them with me. Camosun College is committed to identifying and removing institutional and social barriers that prevent access and impede success.

CALENDAR DESCRIPTION

An examination and application of marketing research techniques, involving research design, sampling, forms and questions, data gathering, interpretation and reporting. Attention is given to new product research, consumer surveys, market analysis and forecasting.

PREREQUISITE(S): One of:

- C in MARK 110 and (one of BUS 230 or STAT 116 or STAT 216 or STAT 218)
- C in SPEX 160 and (one of BUS 230 or STAT 116 or STAT 216 or STAT 218)
- A bachelor degree from a recognized post-secondary institution

COURSE LEARNING OUTCOMES / OBJECTIVES

At the end of the course, the learner will be able to:

1. Define a marketing problem in terms suitable for research.
2. Decide on the appropriate design to use for a particular marketing research problem.
3. Identify what information needs may best be met through exploring and accessing secondary data, in print form and on-line.
4. Describe the suitability of qualitative and quantitative data collection methods.
5. Describe the characteristics of key qualitative research methods used in marketing research.
6. Design a marketing research questionnaire for use in primary research.
7. Determine a suitable sample size for research purposes

8. Decide on the appropriate primary data collection method(s) for a marketing research problem.
9. Tabulate and analyze quantitative data using basic descriptive and inferential statistics.
10. Interpret the results of a research study as required to prepare and present a written marketing research report making applied recommendations to a research client.
11. Identify trends, issues, and opportunities associated with 'big data' as related to the future of marketing and the protection of personal privacy.

REQUIRED MATERIALS & RECOMMENDED PREPARATION / INFORMATION

- Stromp, S. (2019). Market Research Essentials. Edify. Packaged with the Mimic Market Research Simulation.
- Both the digital textbook and simulation (SIM) can be found packaged together at <https://home.stukent.com/join/8DA-OA0>

COURSE SCHEDULE, TOPICS, AND ASSOCIATED PREPARATION / ACTIVITY / EVALUATION

The following schedule and course components are subject to change with reasonable advance notice, as deemed appropriate by the instructor. Please note: You must use Stukent book and SIM for this course.

WEEK or DATE RANGE	ACTIVITY OR TOPIC	ASSIGNMENTS - CHECK D2L FOR DUE DATES
Week 1 Jan 10/12	C 1 - Introduction to Market Research	<ul style="list-style-type: none"> • Course and Stukent Simulation introduction • Quizzes due Mon – SIMS Thursday - @11.59PM
Week 2 Jan 17/19	C 2 - Research objectives C 3 - Secondary Research	<ul style="list-style-type: none"> • C1 Stukent Quiz due Mon @ 11.59 PM • Simulation Rounds 1, 2 & 3 – due Thurs @ 11.59 PM • Project Part 1: Introduction – NOTHING DUE
Week 3 Jan 24/26	Jan 24 – Guest Lecture Prof. Dr. Christian Buske Vice Dean Sales and Management, Hochschule Heilbronn University	<ul style="list-style-type: none"> • C2 Stukent Quiz due Mon @ 11.59 PM • Thurs - C1 – Student Activity Presentations • Thurs - C2 – Student Activity Presentations • Simulations Rounds 4, 5 & 6 – due Thurs @ 11.59 PM
Week 4 Jan 31/Feb 2	C 4 - Qualitative Primary Research	<ul style="list-style-type: none"> • C3 Stukent Quiz due Mon @ 11.59 PM • Thurs – C3 – Student Activity Presentations • Simulation Round 7 – due Thurs @ 11.59 PM • Project Part 2: Secondary Research Infographic <ul style="list-style-type: none"> ○ Due Thurs Feb 2 @11.59 PM
Week 5 Feb 7/9	C 5 – Quantitative Primary Research Part I	<ul style="list-style-type: none"> • C4 Stukent Quiz due Mon @ 11.59 PM • Thurs – C4 – Student Activity Presentations • Simulation Rounds 8, 9 & 10 – due Thurs @ 11.59 PM
Week 6 Feb 14/16	C 5 – Quantitative Primary Research Part II	<ul style="list-style-type: none"> • Thurs – C5 – Student Activity Presentations • Simulation Rounds 11 – due Thurs @ 11.59 PM • Project Part 3: Qualitative Review <ul style="list-style-type: none"> ○ Due Thurs Feb 16 @11.59 PM
Week 7 Feb 20/24	Reading week	

WEEK or DATE RANGE	ACTIVITY OR TOPIC	ASSIGNMENTS - CHECK D2L FOR DUE DATES
Week 8 Feb 28/Mar 2	C 6 - Sampling Techniques	<ul style="list-style-type: none"> • Thurs – C6 – Student Activity Presentations • C5 Student Quiz due Mon @ 11.59 PM • Simulation Round 12 – due Thurs @ 11.59 PM
Week 9 Mar 7/9	C 7 – Fielding Studies	<ul style="list-style-type: none"> • C6 Student Quiz due Mon @ 11.59 PM • Thurs – C7 – Student Activity Presentations • Simulation Round 13 – due Thurs @ 11.59 PM • Project Part 4: Survey Design – Submit for ethics approval <ul style="list-style-type: none"> ○ Due Thurs Mar 9 @ 11.59 PM
Week 10 Mar 14/16	Mar 14: Survey Design Finetuning Workshop Mar 16: Survey Release	<ul style="list-style-type: none"> • C7 Student Quiz due Mon @ 11.59 PM • Simulation Round 14 – due Thurs @ 11.59 PM • Project Part 4: Survey Design Release
Week 11 Mar 21/23	C 8 – Descriptive Data Analysis	<ul style="list-style-type: none"> • C8 Student Quiz due Mon @ 11.59 PM • Thurs – C8 – Student Activity Presentations
Week 12 Mar 28/30	C 9 - Inferential Data Analysis	<ul style="list-style-type: none"> • C9 Student Quiz due Mon 14 @ 11.59 PM • Thurs – C9 – Student Activity Presentations • Simulation Round 15 – due Thurs @ 11.59 PM
Week 13 Apr 4/6	C 10 - Communication Results	<ul style="list-style-type: none"> • C10 Student Quiz due Mon @ 11.59 PM • Thurs - C10 – Student Activity Presentations • Project Part 5: Research report <ul style="list-style-type: none"> ○ Due Thurs Apr 6 @ 11.59 PM
Week 14 Apr 11/13	In-class presentations Apr 11 – Groups 1-5 Apr 13 – Groups 6-9	<ul style="list-style-type: none"> • Part 6: Communicating the Results <ul style="list-style-type: none"> ○ PPT due on D2L prior to presenting
Exam Period April 17-25	<i>The Final Exam will be scheduled in this period at a set time and date during the exam period. Do not make travel or other arrangements that may conflict with exams. The Exam schedule will be posted by Feb 17.</i>	

Students registered with the Centre for Accessible Learning (CAL) who complete quizzes, tests, and exams with academic accommodations have booking procedures and deadlines with CAL where advanced notice is required. Deadlines can be reviewed on the CAL exams page: <http://camosun.ca/services/accessible-learning/exams.html>

EVALUATION OF LEARNING

DESCRIPTION	WEIGHTING
Chapter Quizzes - Individual (10)	10%
Market Research Simulation -Individual (15)	15%
Course Project – Individual & Team	45%
In-class Weekly Presentation – Individual	10%
Exam Individual	20%
	TOTAL
	100%

If you have a concern about a grade you have received for an evaluation, please come and see me as soon as possible. Refer to the [Grade Review and Appeals](http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.14.pdf) policy for more information.
<http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.14.pdf>

COURSE GUIDELINES & EXPECTATIONS

No late submissions will be accepted except with documented medical or family emergencies. It is the student's responsibility to ensure adequate access and time to upload electronic submissions.

- Students are responsible for weekly textbook chapter readings, class handouts (where applicable), and material posted on D2L.
- All assignments on D2L are due by **11.59 PM** on the due date, unless otherwise indicated.
- Quizzes and the final exam in this course have set times. Please note this and make arrangements to be available to take the quizzes and final at the time indicated.

SCHOOL OR DEPARTMENTAL INFORMATION

Assignment formatting. The School of Business uses **APA style** for formatting assignments and citing references. Proper citations and formatting using APA style will be required. See Camosun College (2018) Library Citation Guides retrieved from: <http://camosun.ca.libguides.com/apa>.

- Where required by your instructor, submit all assignments into the D2L drop box by your last name.
- In text citations for quotes, paraphrasing, and references must be consistent with APA standards.
- Grammar, spelling, style, document formatting, citations and all referencing using APA standards will be assessed in your mark.
- All submitted work must be properly referenced to sources where required by your instructor.
- Unless otherwise specified, you are to submit your own work, any work collaborated (unless permitted by the course) will be considered in violation of the college's Academic Integrity policy. See Camosun College (2021) [Academic Integrity Policy](#)

Deadlines and exams. You must submit your assignments on the due date or as announced. A grade of zero will be assigned to late submissions. There are no additional assignments or make-up exams of any kind if you performed poorly on an assignment, midterm or final exam.

EXAM DATES WILL NOT BE RESCHEDULED. Non-attendance on scheduled exam dates results in a zero grade. Exceptions will be made only for medical reasons or extenuating circumstances that must be submitted and then accepted by the instructor. Please advise your instructor promptly. For more information, please see the new [Camosun Final Exam Reschedule and Repeat Policy](#).

STUDENT RESPONSIBILITY

Enrolment at Camosun assumes that the student will become a responsible member of the College community. As such, each student will display a positive work ethic, assist in the preservation of College property, and assume responsibility for their education by researching academic requirements and policies; demonstrating courtesy and respect toward others; and respecting expectations concerning attendance, assignments, deadlines, and appointments.

SUPPORTS AND SERVICES FOR STUDENTS

Camosun College offers a number of services to help you succeed in and out of the classroom. For a detailed overview of the supports and services visit <http://camosun.ca/students/>.

Support Service	Website
Academic Advising	http://camosun.ca/advising
Accessible Learning	http://camosun.ca/accessible-learning
Counselling	http://camosun.ca/counselling
Career Services	http://camosun.ca/coop
Financial Aid and Awards	http://camosun.ca/financialaid
Help Centres (Math/English/Science)	http://camosun.ca/help-centres
Indigenous Student Support	http://camosun.ca/indigenous
International Student Support	http://camosun.ca/international/
Learning Skills	http://camosun.ca/learningskills
Library	http://camosun.ca/services/library/
Office of Student Support	http://camosun.ca/oss
Ombudsperson	http://camosun.ca/ombuds
Registration	http://camosun.ca/registration
Technology Support	http://camosun.ca/its
Writing Centre	http://camosun.ca/writing-centre

If you have a mental health concern, please contact Counselling to arrange an appointment as soon as possible. Counselling sessions are available at both campuses during business hours. If you need urgent support after-hours, please contact the Vancouver Island Crisis Line at 1-888-494-3888 or call 911.

Academic Integrity

Students are expected to comply with all College policy regarding academic integrity; which is about honest and ethical behaviour in your education journey. The following guide is designed to help you understand your responsibilities: <https://camosun.libguides.com/academicintegrity/welcome>

Please visit <http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.13.pdf> for Camosun’s Academic Integrity policy and details for addressing and resolving matters of academic misconduct.

Academic Accommodations for Students with Disabilities

The College is committed to providing appropriate and reasonable academic accommodations to students with disabilities (i.e. physical, depression, learning, etc). If you have a disability, the [Centre for Accessible Learning](#) (CAL) can help you document your needs, and where disability-related barriers to access in your courses exist, create an accommodation plan. By making a plan through CAL, you can ensure you have the appropriate academic accommodations you need without disclosing your diagnosis or condition to course instructors. Please visit the CAL website for contacts and to learn how to get started:

<http://camosun.ca/services/accessible-learning/>

Academic Progress

Please visit <http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.1.pdf> for further details on how Camosun College monitors students’ academic progress and what steps can be taken if a student is at risk of not meeting the College’s academic progress standards.

Course Withdrawals Policy

Please visit <http://camosun.ca/about/policies/education-academic/e-2-student-services-and-support/e-2.2.pdf> for further details about course withdrawals. For deadline for fees, course drop dates, and tuition refund, please visit <http://camosun.ca/learn/fees/#deadlines>.

Grading Policy

Please visit <http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.5.pdf> for further details about grading.

Grade Review and Appeals

Please visit <http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.14.pdf> for policy relating to requests for review and appeal of grades.

Mandatory Attendance for First Class Meeting of Each Course

Camosun College requires mandatory attendance for the first class meeting of each course. If you do not attend, and do not provide your instructor with a reasonable reason in advance, you will be removed from the course and the space offered to the next waitlisted student. For more information, please see the “Attendance” section under “Registration Policies and Procedures”

(<http://camosun.ca/learn/calendar/current/procedures.html>) and the Grading Policy at

<http://camosun.ca/about/policies/education-academic/e-1-programming-and-instruction/e-1.5.pdf>.

Medical / Compassionate Withdrawals

Students who are incapacitated and unable to complete or succeed in their studies by virtue of serious and demonstrated exceptional circumstances may be eligible for a medical/compassionate withdrawal. Please visit <http://camosun.ca/about/policies/education-academic/e-2-student-services-and-support/e-2.8.pdf> to learn more about the process involved in a medical/compassionate withdrawal.

Sexual Violence and Misconduct

Camosun is committed to creating a campus culture of safety, respect, and consent. Camosun's Office of Student Support is responsible for offering support to students impacted by sexual violence. Regardless of when or where the sexual violence or misconduct occurred, students can access support at Camosun. The Office of Student Support will make sure students have a safe and private place to talk and will help them understand what supports are available and their options for next steps. The Office of Student Support respects a student's right to choose what is right for them. For more information see Camosun's Sexualized Violence and Misconduct Policy: <http://camosun.ca/about/policies/education-academic/e-2-student-services-and-support/e-2.9.pdf> and camosun.ca/sexual-violence. To contact the Office of Student Support: oss@camosun.ca or by phone: 250-370-3046 or 250-370-3841.

Student Misconduct (Non-Academic)

Camosun College is committed to building the academic competency of all students, seeks to empower students to become agents of their own learning, and promotes academic belonging for everyone. Camosun also expects that all students to conduct themselves in a manner that contributes to a positive, supportive, and safe learning environment. Please review Camosun College's Student Misconduct Policy at <http://camosun.ca/about/policies/education-academic/e-2-student-services-and-support/e-2.5.pdf> to understand the College's expectations of academic integrity and student behavioural conduct.

Looking for other policies?

The full suite of College policies and directives can be found here: <https://camosun.ca/about/camosun-college-policies-and-directives>

Changes to this Syllabus: Every effort has been made to ensure that information in this syllabus is accurate at the time of publication. The College reserves the right to change courses if it becomes necessary so that course content remains relevant. In such cases, the instructor will give the students clear and timely notice of the changes.