



## **Module Specification**

### **Understanding the Principles of Marketing (Events)**

Version: 2024-25, v2.0, 23 May 2024

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## Part 1: Information

**Module title:** Understanding the Principles of Marketing (Events)

**Module code:** UMPDVJ-15-1

**Level:** Level 4

**For implementation from:** 2024-25

**UWE credit rating:** 15

**ECTS credit rating:** 7.5

**College:** College of Business and Law

**School:** CBL Bristol Business School

**Partner institutions:** None

**Field:** Marketing

**Module type:** Module

**Pre-requisites:** None

**Excluded combinations:** Understanding the Market Process for Marketing, Enterprise and Tourism 2025-26, Understanding the Principles of Marketing (Accounting, Economics and Finance) 2025-26, Understanding the Principles of Marketing (Business, International and Management) 2025-26, Understanding the Principles of Marketing (Marketing and Events) 2025-26

**Co-requisites:** None

**Continuing professional development:** No

**Professional, statutory or regulatory body requirements:** None

## Part 2: Description

**Overview:** Not applicable

**Features:** Not applicable

**Educational aims:** See Learning Outcomes.

**Outline syllabus:** The syllabus includes:

- Definitions of marketing
- Market orientation: examine the role of the consumer (for profit, non-profit, product and service, non-conventional areas i.e. social marketing)
- Locating marketing within the context of business and in relation to other business functions
- Introduce the marketing audit concept and its value in achieving organisational objectives
- Principles of the Marketing Mix (4Ps & 7Ps)
- Marketing plan, content and structure

### **Part 3: Teaching and learning methods**

**Teaching and learning methods:** The teaching and learning strategy associated with this module is based around a series of lecture and workshop sessions.

Lectures are used to develop a body of knowledge and offer signposts for further reading and knowledge development in the field. The lecture programme will deliver core syllabus concepts, incorporating application to specialist areas i.e., events and tourism.

Workshops offer the opportunity to apply the theory accrued in both lectures and private study primarily through the use of case studies and the critical appraisal of 'live' cases and issues. The workshop programme explores and applies core syllabus concepts within a broad marketing arena and within the specialist context of the student's programme of study.

Students will be exposed to a variety of different learning activities which may include the following:

- Conventional lectures

- Presentations and group activity
- Case study analysis
- Interactive games

The study time associated with the module is based on 10:1 ratio of notional student study hours to credit value.

**Module Learning outcomes:** On successful completion of this module students will achieve the following learning outcomes.

**MO1** Understand the purpose and process of conducting a marketing audit

**MO2** Apply relevant frameworks and models to analyse an event brand's external and internal environments and generate marketing strategies

**MO3** Understand the segmentation, targeting and positioning (STP) process

**MO4** Explain the different elements of the extended marketing mix (7Ps) and apply this knowledge to re-position an event brand

**Hours to be allocated:** 150

**Contact hours:**

Independent study/self-guided study = 114 hours

Face-to-face learning = 36 hours

Total = 150

**Reading list:** The reading list for this module can be accessed at [readinglists.uwe.ac.uk](https://uwe.rl.talis.com/modules/umkdde-15-1.html) via the following link <https://uwe.rl.talis.com/modules/umkdde-15-1.html>

## Part 4: Assessment

**Assessment strategy:** The assessment involves two tasks. Students select a brand from a set list of brands, and undertake: a marketing audit with a TOWS analysis and generation of critical success factors (Task 1), and follow this with a brand repositioning using the marketing mix (Task 2). Task 1 provides students with

summative feedback for Task 2.

The resit for assessment involves the same tasks outlined above, however students will need to choose a different brand from the set list of brands if they submitted at first sit.

Formative assessment strategies, such as a direct questioning, peer assessment and feedback, will be utilised throughout the module delivery to assist students to have a clear understanding of the module learning outcomes and how they will be assessed, and to give students the opportunity to set their own goals.

**Assessment tasks:**

**Written Assignment (First Sit)**

Description: 1: Marketing Audit, TOWS and Critical Success Factors (1,500 words)

Weighting: 60 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2

**Written Assignment (First Sit)**

Description: 2: Marketing mix and brand repositioning (1000 words)

Weighting: 40 %

Final assessment: Yes

Group work: No

Learning outcomes tested: MO3, MO4

**Written Assignment (Resit)**

Description: 1: Marketing Audit, TOWS and Critical Success Factors (1,500 words)

Weighting: 60 %

Final assessment: No

Group work: No

Learning outcomes tested: MO1, MO2

**Written Assignment (Resit)**

Description: 2. Marketing mix and brand repositioning (1000 words)

Weighting: 40 %

Final assessment: Yes

Group work: No

Learning outcomes tested: MO3, MO4

**Part 5: Contributes towards**

This module contributes towards the following programmes of study:

Business and Events Management [Phenikaa] BA (Hons) 2024-25

Business and Events Management [Frenchay] BA (Hons) 2024-25

Business and Events Management {Foundation} [Frenchay] BA (Hons) 2023-24