

Module Syllabus

Course	ABE LEVEL 4 DIPLOMA IN MARKETING MANAGEMENT
Module Title	Introduction to Marketing
Module Syllabus no. (if any)	
Year offered	2015
Start date	Sep 2015
End date	Dec 2015
Syllabus / Content / Learning Outcomes	Course Syllabus/Content : Introduction to Marketing Modules & Content Outlines <ol style="list-style-type: none"> 1. Understand the relationship between marketing and business. 2. Understand the Marketing Mix 3. Understand the main elements of Marketing Communications. 4. Know how to communicate personally in a sales and marketing context.
No of teaching hours	24 Hours
Teaching Methods	Lectures, tutorials, case-studies analysis, research journals and group discussion.
Assessment Methods and Weightages	See Assessment Regulations of ABE The three-hour written external examinations are held twice a year (usually the first week in June and December). ABE manages the entire examination process, from its external centres around the world, to invigilation and marking.
Skills for maximising learning outcomes	Reading and research
Dates of examinations, major assessments and assignments	Please refer to ABE website (www.abeuk.com)
Recommended text	ABE Study Manual. Please refer to the Tuition Resources section of the Members Area of the ABE website (www.abeuk.com) for further recommended reading.
Additional reference texts (if any)	
Additional Remarks (if any)	

Lesson No.	Learning Outcome
1	Understand the relationship between marketing and business
2	Understand the relationship between marketing and business
3	Understand the Marketing Mix – Product, Price
4	Understand the Marketing Mix – Promotion, Physical Distribution
5	Understand the main elements of Marketing Communications
6	Understand the main elements of Marketing Communications
7	Know how to communicate personally in a sales and marketing context
8	Know how to communicate personally in a sales and marketing context

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**Shaker. A Mousa, Raj Bawa, Gerald F.
Audette**



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Routledge Handbook of Japanese Business and Management Parissa Haghirian, 2016-01-29 The Routledge Handbook of Japanese Business and Management provides a comprehensive overview of management and business processes and practices in Japanese companies. The contributors combine theoretical findings and research results with a practical and contemporary view on how corporations and firms are managed in Japan. The handbook is divided into eight sections covering historical perspectives on Japanese management structure and theory of the Japanese firm, the corporate environment in Japan, the Japanese work environment, the Japanese market, manufacturing and logistics, interaction and communication, the future of Japanese management. This book is an essential reference resource for students and scholars working on Japanese companies, the Japanese market place, Japanese consumers, or management processes in the Japanese firm. The book also provides an interesting and informative read for managers who need to deepen their knowledge on Japanese business processes.

Supply Chain Finance and Blockchain Technology Erik Hofmann, Urs Magnus Strewe, Nicola Bosia, 2017-08-03 This book investigates how the Blockchain Technology (BCT) for Supply Chain Finance (SCF) programs allows businesses to come together in partnerships and accelerate cash flows throughout the supply chain. BCT promises to change the way individuals and corporations exchange value and information over the Internet and is perfectly positioned to enable new levels of collaboration among the supply chain actors. The book reveals new opportunities stemming from the application of BCT to SCF financing solutions, particularly reverse factoring or approved payables financing. To do so, it first identifies the principal barriers and pain points in delivering financing solutions. Then, a possible blockchain-driven supply chain model is defined. Using this framework, the book subsequently discusses relevant use cases for the technology which could open up new opportunities in the SCF space. It demonstrates that blockchain and distributed ledger technologies could deliver substantial benefits for all parties involved in SCF transactions, promising to expedite the processes and lower the overall costs of financing programs. Industry giants such as IBM, Maersk, China-based Dianrong, and FnConn, a Foxconn subsidiary, are currently working to digitize the global cross-border supply chain using blockchain technology and will likely soon create blockchain platforms for supply chain finance. These solutions aim to reduce complexity and make data sharing more secure, accurate, and efficient. This book offers a highly topical resource for stakeholders across the entire supply chain, helping them prepare for the upcoming technological revolution.

Opencart Made Easy Dr K Chaudhry, Dr K Chaudhry is First Author of Jaypee Brothers Number One Medical Publishers in India. First book of Dr K Chaudhry, as also of Jaypee Brothers, was published during the year 1968. In addition, Dr K Chaudhry is a YouTube celebrity with fans in all countries. He is famous for his English versions of Bollywood and Pakistani songs. Patrick French's India A Portrait has three pages on Dr K Chaudhry. His versatility shows up in his Horoscope software, Global Malls, Yellow Pages, BMI Registered lyrics, Google DOCTORKC to view Abhishek Bachchan tweet, Patrick French interactions, and huge number of songs.

Billboard ,2000-08-05 In its 114th year Billboard remains the world s premier weekly music publication and a diverse digital events brand content and data licensing platform Billboard publishes the most trusted charts and offers unrivaled reporting about the latest music video gaming media digital and mobile entertainment issues and trends *Media Shirley Biagi,2007*

Regulating Data Monopolies Jingyuan Ma,2022-01-24 This book analyzes the business model of enterprises in the digital economy by taking an economic and comparative perspective The aim of this book is to conduct an in depth analysis of the anti competitive behavior of companies who monopolize data and put forward the necessity of regulating data monopoly by exploring the causes and characteristics of their anti competitive behavior It studies four aspects of the differences between data monopoly and traditional monopolistic behavior namely defining the relevant market for data monopolies the entry barrier the problem of determining the dominant position of data monopoly and the influence on consumer welfare It points out the limitations of traditional regulatory tools and discusses how new regulatory methods could be developed within the competition legal framework to restrict data monopolies It proposes how economic analytical tools used in traditional anti monopoly law are facing challenges and how competition enforcement agencies could adjust regulatory methods to deal with new anti competitive behavior by data monopolies [The Road from Nanomedicine to Precision Medicine](#) Shaker. A Mousa,Raj Bawa,Gerald F. Audette,2020-01-06 The enormous advances in nanomedicine and precision medicine in the past two decades necessitated this comprehensive reference which can be relied upon by researchers clinicians pharmaceutical scientists regulators policymakers and lawyers alike This standalone full color resource broadly surveys innovative technologies and advances pertaining to nanomedicine and precision medicine In addition it addresses often neglected yet crucial areas such as translational medicine intellectual property law ethics policy FDA regulatory issues nano nomenclature and artificial nano machines all accomplished in a user friendly broad yet interconnected format The book is essential reading for the novice and the expert alike in diverse fields such as medicine law pharmacy genomics biomedical sciences ethics and regulatory science The book s multidisciplinary approach will attract a global audience and serve as a valuable reference resource for industry academia and government *The Multimedia and CD-ROM Directory* ,1998

Gamer's Web Directory Marc Saltzman,Mark Salzman,1997 Includes thousands of links to gaming sites and secrets on playing the games CD ROM contains cheat codes and game hacks trial versions of new games and a complete HTML version of the book

Cyberhound's Guide to Companies on the Internet Gale Group,Wendy H. Mason,1996-09 This guide contains reviews of more than 2000 corporate Web sites profiling top companies and those in the information industry including software and hardware developers and networking and telecommunications companies

F&S Index United States Annual ,1999

CCNA: Cisco Certified Network Associate Study Guide Todd Lammle,2004 Updated for the Latest CCNA Exam Here s the book you need to prepare for Cisco s revised CCNA exam 640 801 This new edition of the best selling CCNA Study Guide provides In depth coverage of every CCNA exam objective

Practical information on Cisco internetworking solutions Hundreds of challenging review questions Leading edge exam preparation software including a test engine sample simulation questions and electronic flashcards Authoritative coverage of all exam objectives including Network planning designing Implementation operation LAN and WAN troubleshooting Note CD ROM DVD and other supplementary materials are not included as part of eBook file **Investors' Digest** ,1995

Introduction to Marketing Concepts Graeme Drummond,John Ensor,2006-08-11 Written in a user friendly way to ensure the information is accessible Introduction to Marketing Concepts is ideally suited to students that are faced with time pressures yet need to gain a comprehensive understanding of the main concepts of marketing The authors focus only on the points that are needed to be able to understand the theory without the entanglement of additional information This ensures students do not have to wade through non essential information to get to grips with the subject A balance between basic marketing and strategic concepts makes it suitable for all levels Each chapter contains a series of vignettes to illustrate the theory with e marketing perspective evident throughout and a Web based resource that accompanies the text **Casino Journal** ,2006 *Personal Computing* ,1988-08 **The Hollywood Reporter** ,2006 *Introduction to Marketing* Susan J. Dann,2008 **Introduction to Marketing** Carl D. McDaniel,Charles W. Lamb,Joseph F. Hair,2009-01 Arts & Humanities Citation Index ,2000

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