AYDIN ADNAN MENDERES UNIVERSITY
COURSE INFORMATION FORM

Course Title	Introduction to Marketing						
Course Code	PAR181		Couse Level	Short Cycle (Associate's Degree)			
ECTS Credit	2	Workload	50 *(Hours)*	Theory	2	Practice	0	Laboratory	0
Objectives of the Course	It is possible to analyze market segment by analyzing the current marketing understanding of the business and to analyze the marketing environment according to the sector and target market in which it operates and to determine the variables that the business can not control and to evaluate market segments and to contribute to determination of appropriate segments as target market, to determine the marketing channels, to design the channel and to select the most suitable channel system, to determine the product life cycles and to increase the sales, to determine the price according to the market structure, competition situation and business purposes, .						
Course Content	To analyze the present marketing concept of the business, To determine the marketing understanding according to the business and market situation, To determine the uncontrollable variables, To determine the uncontrollable variables, To determine the controllable variables, To evaluate the market segments, To contribute to determination of appropriate segments as target market, Contributing to the selection of marketing channels, Contributing to the design of marketing channels, Contributing to the selection of the most appropriate channel systems.						
Work Placement	N/A						
Planned Learning Activities and Teaching Methods		Explanation (Presentation), Discussion					
Name of Lecturer(s)							

Assessment Methods and Criteria

Method	Quantity	Percentage (%)
Midterm Examination	1	40
Final Examination	1	60

Recommended or Required Reading

1	Marketing Principles - Management - Case Studies; Professor Dr. Cemal YÜKSELEN

Week	Weekly Detailed Course Contents	
1	Theoretical	.Analyzing the existing marketing understanding of the business. Determining the marketing understanding according to the business and market situation, Determining the uncontrollable variables
2	Theoretical	.Determine uncontrollable variables, Determine variables that can be controlled
3	Theoretical	.To evaluate market segments
4	Theoretical	Contributing to the determination of eligible segments as target market
5	Theoretical	To help differentiate the product
6	Theoretical	Helping to locate the product
7	Theoretical	.Detecting the life cycle of the product and taking precautions
8	Theoretical	To help determine the price
9	Theoretical	To provide price adaptationMaking suggestions for price change strategies
10	Theoretical	Making suggestions for price change strategies
11	Theoretical	Identify marketing channels
12	Theoretical	Contributing to the design of marketing channels
13	Theoretical	To contribute to the selection of the most suitable channel systems
14	Theoretical	To contribute to the selection of the most suitable channel systems

Workload Calculation

Activity	Quantity	Preparation	Duration	Total Workload
Lecture - Theory	14	0	2	28
Assignment	1	0	10	10
Midterm Examination	1	5	1	6

Final Examination	1	5	1	6
			Total Workload (Hours)	50
			[Total Workload (Hours) / 25*] = **ECTS**	2
25 hour workload is accepted as 1 ECTS				

Learning Outcomes

1	To be able to analyze the marketing environment
2	Be able to create ideas to help product decisions
3	To develop the skills to manage the strategic marketing and marketing planning process effectively.
4	Ability to make decisions for strategic marketing management and planning, and to develop skills to use various analytical frameworks for making these decisions.
5	To develop marketing management tools, their ability to market new products to international markets, their product life cycle and their management skills.

Programme Outcomes *(Automotive Technology)*

1	To be able to interpret and evaluate data, identify problems, analyze them, and develop evidence-based solutions by using basic knowledge and skills in the field.
2	Must be able to choose and effectively use the modern techniques, tools and information technologies necessary for field related applications.
3	Must be able to gain practical skills by examining relevant processes in industry and service sector on site.
4	They must be able to produce solutions, take responsibility for teams or do individual work when they encounter situations unforeseen in the field related applications.
5	Awareness of the need for lifelong learning; it must be able to follow the developments in science and technology and to constantly renew itself.
6	Must be able to use computer software and hardware at the basic level required by the field
7	Must have job security, worker health, environmental protection knowledge and quality awareness.
8	He must possess a level of foreign language knowledge that is capable of following the innovations in his area of expertise and communication techniques.
9	Must be able to acquire basic theoretical and practical knowledge about the field in mathematics, science and basic engineering.
10	It should have the ability to plan the processes / processes of the Automotive Program to meet the expectations of the sector.
11	To be able to design the systems and components related to the field by using technical drawing, computer aided drawing, designing using simulation programs and using various softwares, to be able to make basic sizing calculations, to be able to master professional plans and projects.

Contribution of Learning Outcomes to Programme Outcomes *1:Very Low, 2:Low, 3:Medium, 4:High, 5:Very High*

	L1
P5	1