

ENTR630

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Course Summary

Course : ENTR630 **Title :** Entrepreneurial Marketing

Length of Course : 8

Prerequisites : N/A **Credit Hours :** 3

Description

Course Description: This course examines the marketing process and components of a successful marketing strategy for starting and growing a successful entrepreneurial venture. Students learn about the evolving practice of marketing and the potential for entrepreneurial thinking. Focal points range from issues with conventional marketing paradigms to the development of marketing strategy in the digital age.

Course Scope:

This course is designed to help students extend their understanding of the total marketing function within an organization and learn to diagnose, analyze, and solve entrepreneurial marketing problems. Particular emphasis is placed on techniques and theories applicable for the strategic and tactical decisions in the field of marketing. Students will accomplish the objective of formulating and implementing marketing management strategies and policies.

Objectives

1. Determine your target market and market segmentation.
 2. Distinguish between traditional and entrepreneurial marketing paradigms.
 3. Use trends in marketing that can be leveraged by entrepreneurs.
 4. Evaluate the application of relationship marketing.
 5. Develop a marketing budget for your venture.
 6. Prioritize the marketing strategies to meet the goals of your venture.
 7. Create a marketing plan for your venture.
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Outline

Week 1: Marketing

Course Objectives

2. Distinguish between traditional and entrepreneurial marketing paradigms.
3. Use trends in marketing that can be leveraged by entrepreneurs.

Week 2: Prioritizing Marketing Strategy

Course Objectives

6. Prioritize the marketing strategies to meet the goals of your venture.

Week 3: Relationship Marketing

Course Objectives

4. Evaluate the application of relationship marketing.

Week 4: Target Market and Market Segmentation

Course Objectives

1. Determine your target market and market segmentation.
6. Prioritize the marketing strategies to meet the goals of your venture.

Week 5: Marketing Budget and the Competition

Course Objectives

5. Develop a marketing budget for your venture.
6. Prioritize the marketing strategies to meet the goals of your venture

Week 6: Trends in Marketing

Course Objectives

1. Determine your target market and market segmentation.
3. Use trends in marketing that can be leveraged by entrepreneurs.

Week 7: Marketing Plan

Course Objectives

5. Develop a marketing budget for your venture.
6. Prioritize the marketing strategies to meet the goals of your venture.
7. Create a marketing plan for your venture.

Week 8: Integration Entrepreneurial Marketing Processes

Course Objectives

2. Distinguish between traditional and entrepreneurial marketing paradigms.

4. Evaluate the application of relationship marketing.

Evaluation

Grading:

Name	Grade %
Forums	30.00 %
Introduction	3.33 %
Week 1 - Forum	3.33 %
Week 3 - Forum	3.33 %
Week 2 - Forum	3.33 %
Week 4 - Forum	3.33 %
Week 5 - Forum	3.33 %
Week 6 - Forum	3.33 %
Week 7 - Forum	3.33 %
Week 8 - Forum	3.33 %
Marketing Plan	35.00 %
Week 7 Assignment - Marketing Plan	35.00 %
Assignments	35.00 %
Week 1 Assignment - Marketing Opportunity	5.00 %
Week 2 Assignment - Finding Your Zag	5.00 %
Week 3 Assignment - Designing Your Zag	5.00 %
Week 4 Assignment - Segmenting Consumer Markets	5.00 %
Week 5 Assignment - Competitor Pricing	5.00 %
Week 6 Assignment - Promotional Objectives	5.00 %
Week 8 - Marketing Budget	5.00 %

Materials

Book Title: ZAG: The #1 Strategy of High-Performance Brands

Author: Marty Neumeier

Publication Info: Pearson/ Peachpit

ISBN: 9780321426772

Book Title: Marketing for Entrepreneurs: Concepts and Applications for New Ventures, 2nd ed.

Author: Crane, Frederick G.

Publication Info: SAGE

Course Guidelines

Citation and Reference Style

- Students will follow APA format as the sole citation and reference style used in written assignments submitted as part of coursework to the School of Business.
- Please note that no formal citation style is required on forum assignments in the School of Business—only attribution of sources (please see details regarding forum communication below).

Tutoring

- [Tutor.com](#) offers online homework help and learning resources by connecting students to certified tutors for one-on-one help. AMU and APU students are eligible for 10 free hours of tutoring provided by APUS. Tutors are available 24/7 unless otherwise noted. Tutor.com also has a SkillCenter Resource Library offering educational resources, worksheets, videos, websites and career help. Accessing these resources does not count against tutoring hours and is also available 24/7. Please visit the APUS Library and search for 'Tutor' to create an account.

Late Assignments

- Students are expected to submit classroom assignments by the posted due date and to complete the course according to the published class schedule. The due date for each assignment is listed under each assignment.
- Generally speaking, if arrangements are not made in advance, a late penalty of 10% will be assessed for any assignment submitted 1-7 days past the due date. Assignments will not be accepted after the 7th day. No work will be accepted past the final day of class, unless prior arraignments have been made with the instructor.
- As a working adult, your time is limited and often out of your control. Faculty may be more flexible if they know ahead of time of any potential late assignments.

Turn It In

- Faculty may require assignments be submitted to Turnitin.com. Turnitin.com will analyze an assignment submission and report a similarity score. Your assignment submission is automatically processed through the assignments area of the course when you submit your work.

Academic Dishonesty

- Academic Dishonesty incorporates more than plagiarism, which is using the work of others without citation. Academic dishonesty includes any use of content purchased or retrieved from web services such as CourseHero.com or Scribd. Additionally, allowing your work to be placed on such web services is academic dishonesty, as it is enabling the dishonesty of others. The copy and pasting of content from any web page, without citation as a direct quote, is academic dishonesty. When in doubt, do not copy/paste, and always cite.

Submission Guidelines

- Some assignments may have very specific requirements for formatting (such as font, margins, etc) and submission file type (such as .docx, .pdf, etc). See the assignment instructions for details. In general, standard file types such as those associated with Microsoft Office are preferred, unless otherwise specified.
- It is the student's responsibility to ensure the all submitted work can be accessed and opened by the instructor.

Disclaimer Statement

- Course content may vary from the outline to meet the needs of a particular group or class.

Communicating on the Forum

- Forums are the heart of the interaction in this course. The more engaged and lively the exchanges, the more interesting and fun the course will be. Only substantive comments will receive credit. Although there is a final posting day/time after which the instructor will grade and provide feedback, it is not sufficient to wait until the last day to contribute your comments/questions on the forum. The purpose of the forums is to actively participate in an on-going discussion about the assigned content.
- “Substantive” means comments that contribute something new and important to the discussion. Thus a message that simply says “I agree” is not substantive. A substantive comment contributes a new idea or perspective, a good follow-up question to a point made, offers a response to a question, provides an example or illustration of a key point, points out an inconsistency in an argument, etc.
- As a class, if we run into conflicting view points, we must respect each individual's own opinion. Hateful and hurtful comments towards other individuals, students, groups, peoples, and/or societies will not be tolerated.
- Students must post a response to the weekly forums prompt and post the required number of replies to other students – refer to the grading rubric and/or forum instructions for specific expectations on number of replies and word count requirements.
- The main response to the forum need to be provided mid-week – refer to the grading rubric and/or forum instructions for specific expectations. Late main response posts to a forum will not be accepted without prior instructor approval.
- Replies must be posted in the week due and replies after the end of the each week will not be graded.

Quizzes and Exams

- Quizzes and exams may consist of true/false, multiple choice, and short essay questions. Each quiz/exam is accessible only once. Once a quiz/exam is accessed, you will not be able to access it again if you disconnect. Therefore, allocate time to complete your quiz. Weekly quizzes must be submitted by midnight Eastern Time, Day 7 of the assigned week. Late quizzes or exams will not be accepted without prior instructor approval.

University Policies

[Student Handbook](#)

- [Drop/Withdrawal policy](#)
- [Extension Requests](#)
- [Academic Probation](#)
- [Appeals](#)
- [Disability Accommodations](#)

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