



## **Marketing Strategy (MK504)**

**Full Credit (2 credits) course for PGDM Term III (2019-20)**

**Session Duration: 60 Minutes per session**

**20 Sessions, 20 Hours**

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### **Course Description:**

The race to be the world's most valuable companies is being led by GAFA (Google, Apple, Facebook, and Amazon) from the west and their huge Chinese rivals like BHAT (Baidu, Huawei, Alibaba, and Tencent). What is common is that all of them are successful first generation entrepreneurial enterprises leveraging business opportunity built on the platform business model- aggregating the consumers, engaging the consumers and monetizing the consumers. Uberisation of everything is seeing much-unrelated diversification, like Google and Apple investing in the autonomous vehicle, General Motors investing in setting up a car sharing business, and so on. The traditional way of looking at a firm's generic competitive strategy, defining the market and competition, the value delivery process of marketing is undergoing a major shift. Value innovation and value co-creation to enhance long term customer value takes the center-stage today.

In MM1 and MM2 students are taught various tools, methods, and processes to optimize marketing functions in today's business. In this Marketing Strategy course, they will be taught to manage the marketing functions in tomorrow's businesses. Borrowing from W Chan Kim's 'Blue ocean strategy', today's marketers need to create blue oceans of uncontested market space, as opposed to 'red oceans' (i.e., an ocean full of vicious competition turning red where competitors fight for dominance) and this course precisely attempts to make the participants curious to explore the blue oceans in their respective areas- enabling a leap in value they create for the company, its customers, its employees and other stakeholders, making the competition irrelevant or creating a new market. The participants will be taught analytical frameworks and tools to enhance their skills to engage well with their respective business eco-system and respond to today's business challenges and opportunities.

### **Learning objectives:**

- LO1: To provide participants an understanding of how new technologies and business rules impact the marketing mix
- LO2: To enable participants to understand the linkages between changes in market conditions and a firm changing strategy
- LO3: To provide an understanding of the nature and dynamics of strategy formulation processes that a CMO needs to navigate
- LO4: To understand the strategic tools available to make strategic marketing decisions
- LO5: To help participants develop an ability to analyze, interpret and infer for the logical conclusion and decision implications

**Pedagogy:**

1. Classroom lectures
2. The entire course will be taught using 'Mark Strat' simulation package.
3. Team projects

**Evaluation:**

End-Term (after the 10 <sup>th</sup> round final)	LO4, LO5	40 %
After 7 <sup>th</sup> round (results group wise)	LO3, LO4	20 %
After 5 <sup>th</sup> round (results group wise)	LO2, LO3	20 %
After 2 <sup>nd</sup> round (results group wise)	LO1	20 %

**Recommended Text Books:**

Marketing Strategy by O. C. Ferrell and Michael D. Hartline

**Sessions Plan**

**1<sup>ST</sup> Session:** The market eco-system, Market drivers, and Evolution of market place (LO1).

**2<sup>nd</sup> Session:** Marketing Mix (LO2).

**3<sup>rd</sup> Session:** Systems thinking, Competition matrix, and Competition taxonomy (LO3).

**4<sup>th</sup> Session:** Market Planning and control (LO4).

**5<sup>th</sup> Session:** Market position and Strategies (LO5).

**6<sup>th</sup> Session:** Strategy Implementation (LO1, LO2, LO3, LO4, LO5).

**7<sup>th</sup> Session to 20<sup>th</sup> Session:** Simulation Project (LO1, LO2, LO3, LO4