

## Content

Course Code	Course Name	Semester	Theory	Practice	Lab	Credit	ECTS
G448	Advanced Marketing	6	3	0	0	3	5

Prerequisites	
Admission Requirements	

Language of Instruction	French
Course Type	Elective
Course Level	Bachelor Degree

Objective	To allow the student, through the critical acquisition of knowledge from fields related to marketing, to deepen its understanding of marketing, its tools and developments. The course tries, from a critical perspective, to analyze the main contributions of social sciences to marketing. A particular focus is put on social psychology.
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Content	<p>Course Content</p> <p>Part 1. Consumers' or potential customers' decision</p> <ol style="list-style-type: none"> <li>1. Perception</li> <li>2. Learning and memorizing</li> <li>3. Representations</li> <li>4. Attitudes</li> <li>5. The decision process</li> </ol> <p>Part 2. Consumption and satisfaction</p> <ol style="list-style-type: none"> <li>1. Analysis of the impact of situational factors</li> <li>2. Consumer Experiences</li> <li>3. Satisfaction</li> <li>4. Behavior and post-purchase decisions</li> </ol> <p>Part 3. Firm strategies: towards new analytical perspectives</p> <ol style="list-style-type: none"> <li>1. The market analysis</li> <li>1. Strategic marketing analysis</li> <li>2. Communication policies</li> <li>3. Brand strategies</li> <li>4 From the marketing mix to new analytical perspectives</li> </ol> <p>Part 4. Industrial Marketing Analysis</p> <p>cases</p>
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References	<p>The summaries of the courses, complementary informations, articles are at disposal of the student on the website: <a href="http://uni.gsu.edu.tr">uni.gsu.edu.tr</a> or on Microsoft Teams</p> <ul style="list-style-type: none"> <li>- the works of Philip Kotler (especially Marketing Management)</li> <li>- For the analysis of consumer's behavior</li> <li>- Derbaix C., Brée J., 2000, Comportement du consommateur, Présentation de textes choisis, Collection Gestion, Economica.</li> <li>- Ladwein R., 1999, Le comportement du consommateur er de l'acheteur, Collection Gestion, Economica.</li> <li>- Darpy D., Volle P., 2003, Comportements du consommateur, concepts et outils, collection Gestion Sup, Dunod.</li> </ul> <p>For marketing understanding</p> <p>Baker M.J. , 2000, Marketing Theory, a student text.</p> <p>Tadajewsky M., Brownlie D. (eds) 2008, Critical Marketing. Issues in contemporary marketing, Wiley.</p>
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Penaloza, L., Toulouse N., Visconti L.M. (eds), 2011, Marketing Management: A cultural perspective, Routledge.

Lehu J.-M. (sous la coordination de), 2011, MBA Marketing, Eyrolles, Editions d'Organisations

Marion G., 2004, Idéologie Marketing, Mal du siècle, Edition Eyrolles

Badot O., Cova B., 2009, Le néo-marketing, reloaded, Edition EMS Management et Société

Marion G. et al., 2003, Antimanuel de Marketing, Editions d'Organisation

### Theory Topics

Week	Weekly Contents
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