

# MARKETING MANAGEMENT

**Program:** MKMN

**Credential:** Ontario College Graduate Certificate

**Delivery:** Full-time + Part-time

**Length:** 2 Semesters

**Duration:** 1 Year

**Effective:** Fall 2023, Winter 2024

**Location:** Barrie

## Description

The Marketing Management graduate certificate program is designed for the business professional who wants to develop the knowledge, skills, and attitudes required to further their career in marketing. Courses offer students an opportunity to learn and effectively manage a wide-range of marketing tasks and functions, and to develop competencies in project management, graphic design, database management, and economics. A broad range of analytical and creative approaches provides students a wider understanding of marketing fundamentals, enhancing knowledge of concepts related to advertising, promotion, public relations, marketing research and data analytics, online/digital marketing, and international marketing management. Whether your plan is to run your own business or progress further within your firm, you will gain valuable insight into all aspects and levels of marketing, as well as the hard and soft skills necessary for success.

## Career Opportunities

Graduates of this program may initiate entrepreneurial start-ups or be prepared to work in a variety of business-focused environments and middle-management roles, including:

- account executives
- sales and marketing coordinators/managers
- media planners and buyers
- brand managers
- marketing analysts/researchers
- community engagement managers
- digital media marketers
- social media managers
- communications managers

## Program Learning Outcomes

The graduate has reliably demonstrated the ability to:

1. formulate a marketing plan that will meet the needs or goals of a business or organization;
2. develop an integrated marketing communications plan for a product, concept, good and/or service based on an identified market need or target;
3. formulate strategies for developing new and/or modified products, concepts, goods and services that respond to evolving market needs;
4. develop strategies for the efficient and effective placement/distribution of products, concepts, goods and services that respond to evolving markets;

5. evaluate the impact of using different marketing strategies for a product, concept, good and/or service, on the finances, Return on Investment (ROI) and business goals of an organization;

6. evaluate the viability of a concept, product, good and/or service in a local, national or international market;

7. conduct market research to provide information needed to make marketing decisions;

8. communicate marketing information persuasively and accurately in oral, written, graphic and interactive media formats;

9. plan, prepare and deliver a sales presentation or pitch that addresses the needs of the client;

10. develop strategies with clients, customers, and consumers and others to grow and maintain relationships;

11. develop learning and development strategies and plans to enhance professional growth in the field;

12. apply entrepreneurial strategies to identify and respond to new career opportunities that might include contract employment and self-employment initiatives;

13. participate in and contribute to a framework of organizational policies and practices, when conducting business of the organization;

14. apply the principles of business ethics and corporate social responsibility to business decisions;

15. employ the management techniques of planning, organizing, directing, and controlling of marketing functions and activities in response to the business needs of the organization.

## Program Progression

The following reflects the planned progression for full-time offerings of the program.

### Fall Intake

- **Sem 1:** Fall 2023
- **Sem 2:** Winter 2024

### Winter Intake

- **Sem 1:** Winter 2024
- **Sem 2:** Summer 2024

## Admission Requirements

Ontario College Diploma, Ontario College Advanced Diploma, Degree, or equivalent; education or experience in a business setting is desirable.

## Graduation Requirements

14 Program Courses

### Graduation Eligibility

To graduate from this program, a student must attain a minimum of 60% or a letter grade of P (Pass) or S (Satisfactory) in each course in each semester. The passing weighted average for promotion through each semester and to graduate is 60%.

## Program Tracking

The following reflects the planned course sequence for full-time offerings of the Fall intake of the program. Where more than one intake is offered contact the program co-ordinator for the program tracking.

Semester 1		Hours
Program Courses		
GBMT 1007	Project Management	42
MKMN 1012	Graphic Design	42
MKMN 1013	Advertising, Promotion and Public Relations	42
MKMN 1014	Computer Applications for Database Marketing	42
MKMN 1015	Database Marketing Strategies	42
MKMN 1016	Applied Marketing Research	42
MKMN 1017	Fundamentals of Economics and Finance	42
<b>Hours</b>		<b>294</b>
Semester 2		
Program Courses		
BMGT 1012	Training and Development for Business Leaders	42
MKMN 1018	Data Analytics and Data Mining	42
MKMN 1019	International Marketing Management	42
MKMN 1020	Ethics and Entrepreneurship	42
MKMN 1021	Social Customer Relationship Management	42
MKMN 1022	Marketing Management Capstone Project	42
MKMN 1023	Direct and Interactive Marketing	42
<b>Hours</b>		<b>294</b>
<b>Total Hours</b>		<b>588</b>

## Graduation Window

Students unable to adhere to the program duration of one year (as stated above) may take a maximum of two years to complete their credential. After this time, students must be re-admitted into the program, and follow the curriculum in place at the time of re-admission.

**Disclaimer:** *The information in this document is correct at the time of publication. Academic content of programs and courses is revised on an ongoing basis to ensure relevance to changing educational objectives and employment market needs.*

*Program outlines may be subject to change in response to emerging situations, in order to facilitate student achievement of the learning outcomes required for graduation. Components such as courses, progression, coop work terms, placements, internships and other requirements may be delivered differently than published.*