

## Annotated Rubric: Marketing Strategy

An effective marketing strategy involves: (1) creating an integrated marketing mix (product, pricing, place, and promotion – the 4 Ps) aimed at developing a long-term, value-oriented relationship with a clearly defined target market; and (2) succinctly and effectively communicating the strategy to multiple audiences from management to customers. Each team will produce a 7- to 9-minute video to analyze the existing marketing mix and develop a series of recommendations to help their brand better achieve their chosen positioning in the minds of their chosen segment. This assignment is graded out of 100 points.

### PROJECT FLOW

In business, a marketing plan is a single document. For the marketing plan project, we divide it into several pieces: 2 planning assignments (the Team Contract and the Jump Start Your Research worksheets) and 3 content-based assignments (the Situation Analysis & SWOT report, the STP Plan worksheet, and the Marketing Strategy video). This division allows feedback and course corrections along the way.

- **Project skills:** The project is designed for you to further develop the skills needed in Marketing.
  - The Situation Analysis & SWOT report prioritizes research and critical analysis.
  - The STP Plan worksheet prioritizes critical thinking and problem solving.
  - The Marketing Strategy video prioritizes strategic analysis and problem solving.
- **Across assignments:** Each assignment is designed to flow into the next assignment. So, at each stage, it may be helpful to: (1) revisit what is asked of you in all assignments, and (2) review feedback on completed assignments.
- **Between assignments:** Even though the assignments build on one another, it is okay to make changes from assignment to assignment. For example, you may begin the project intending to look at the company as a whole. As you proceed, you may decide to focus on a single market or product line. Adjusting course between assignments is fine! However, you should be consistent within an assignment.

### GENERAL TIPS

In every part of every assignment, you should strive to:

- **Add value:** Your ideas should be well developed and clearly articulated. Simply relaying information from secondary sources is insufficient. In addition to describing facts, you must analyze and justify them in the context of your brand and scope. Part of your value proposition when you enter the business world will be your business intelligence and skills, which enable you to synthesize, evaluate, and analyze information, rather than just listing it.
- **Exceed expectations:** Meeting expectations is good and doing so consistently will earn you a good mark (75%). To excel, however, you need to exceed expectations. This means: 1) demonstrating deep understanding of course concepts and how they apply to your brand; and 2) delivering professional-quality work that reflects careful attention to assignment details.
- **Resources:** Make use of the resources available to you in person and online via the course blog! If you have questions or comments, you can always reach out to me via email or in person during office hours or a scheduled appointment!

It is the students' responsibility to review assignments before submission. If you are unsure about something, it is your responsibility to ask prior to assignment submission. All teammates are equally responsible for joint work.

# Marketing An Introduction Annotated Instructors

**Mark Steyvers**



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