

MKTG 1011 FUNDAMENTALS OF MARKETING ANALYTICS

Credit Points 10

Legacy Code 201085

Coordinator Daniel Townsend ([https://directory.westernsydney.edu.au/search/name/Daniel Townsend/](https://directory.westernsydney.edu.au/search/name/Daniel%20Townsend/))

Description The subject introduces students to the core concepts associated with business analytics in general, and marketing analytics in particular. The subject aims to provide students foundational knowledge of the range of marketing problems for which business analytics can facilitate solutions. In doing so, the subject focuses on developing an understanding of the nature and tools of analytics as they may apply to key elements of marketing strategy frameworks from a largely non-mathematical/non-statistical perspective.

School Business

Discipline Marketing

Student Contribution Band HECS Band 4 10cp

Check your fees via the Fees (https://www.westernsydney.edu.au/currentstudents/current_students/fees/) page.

Level Undergraduate Level 1 subject

Co-requisite(s) -

Learning Outcomes

On successful completion of this subject, students should be able to:

1. Distinguish the key concepts and techniques of business analytics with related fields, such as business intelligence, big data, market research, artificial intelligence and machine /deep learning.
2. Provide advice on appropriate business analytics data, tools and techniques to address specific marketing problems and insights about customers
3. Use analytic tools to perform simple analysis and data visualisation functions
4. Explain the central importance of customer value and valuing the customer to an organisational success
5. Communicate data-driven insights for marketing action to diverse others
6. Work collaboratively in teams

Subject Content

1. Overview of business analytics and marketing practice
2. The nature of data and models
3. Understanding customers through the lens of analytics
4. Tools for analytics in marketing mix decision-making
5. The question of ethics and analytics
6. Maintaining currency and monitoring trends

Assessment

The following table summarises the standard assessment tasks for this subject. Please note this is a guide only. Assessment tasks are regularly updated, where there is a difference your Learning Guide takes precedence.

Type	Length	Percent	Threshold	Individual/ Group Task	Mandatory
Intra-session Exam	1 hour	35	N	Individual	Y
Practical	2,000 word equivalency	35	N	Individual	Y
Portfolio	4,000 word equivalency	30	N	Group	Y

Teaching Periods

Vietnam Session 1 (2025)

Vietnam

On-site

Subject Contact Daniel Townsend ([https://directory.westernsydney.edu.au/search/name/Daniel Townsend/](https://directory.westernsydney.edu.au/search/name/Daniel%20Townsend/))

View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-UT1_UE_1#subjects)

Autumn (2025)

Parramatta City - Macquarie St

On-site

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Vietnam Session 2 (2025)

Vietnam

On-site

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-UT2_UE_1#subjects)

WSU Online TRI-2 (2025)

Wsu Online

Online

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-OT2_OW_2#subjects)

Sydney City Campus - Term 2 (2025)

Sydney City

On-site

Subject Contact Daniel Townsend ([https://directory.westernsydney.edu.au/search/name/Daniel Townsend/](https://directory.westernsydney.edu.au/search/name/Daniel%20Townsend/))

View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-SC2_SC_1#subjects)

Spring (2025)

Campbelltown

On-site

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-SPR_CA_1#subjects)

Parramatta City - Macquarie St

On-site

Subject Contact Francine Garlin ([https://directory.westernsydney.edu.au/search/name/Francine Garlin/](https://directory.westernsydney.edu.au/search/name/Francine%20Garlin/))

View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-SPR_PC_1#subjects)

Vietnam Session 3 (2025)

Vietnam

On-site

Subject Contact Daniel Townsend ([https://directory.westernsydney.edu.au/search/name/Daniel Townsend/](https://directory.westernsydney.edu.au/search/name/Daniel%20Townsend/))

View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG1011_25-UT3_UE_1#subjects)