

MKTG 3007 INTERNATIONAL MARKETING

Credit Points 10

Legacy Code 200094

Coordinator Nicole Stegemann (<https://directory.westernsydney.edu.au/search/name/Nicole Stegemann/>)

Description Marketing internationally has become a necessity for many firms that wish to survive and grow in today's dynamic and increasingly linked world economy. International Marketing is concerned with understanding and successfully managing the different international economic, cultural, political and legal environments as they affect the marketing activities of companies. International Marketing examines the role of marketing research, international finance, overseas market entry and expansion strategies and the marketing mix in international markets. On completion of this subject students will have acquired a sound theoretical basis and, particularly, a practical understanding of how companies operate in international markets.

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 3 subject

Pre-requisite(s) MKTG 1006 OR
BUSM 1015

Restrictions

Note that only students enrolled at WSU Online or Sydney City Campus may register in the WSU Online or Sydney City Campus subjects offered at those locations.

Assumed Knowledge

Students should have a good understanding of marketing research, brand management and the foundations of economics.

Learning Outcomes

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

1. Analyse elements of the international environment and their inter-relationships and understand their relevance to international marketing strategies;
2. Identify international marketing opportunities and threats;
3. Demonstrate how international marketing is practised by international companies;
4. Apply sound operational knowledge of international marketing processes to international business activities.

Subject Content

- introduction to international Marketing
- The international economic and financial environment
- The international political and legal environment
- The cultural and social environment of international business
- Researching international markets
- international market entry
- Modifying products for overseas

- effective Distribution overseas
- international Marketing promotion
- international pricing

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
Report	1,800 words and 3 minute individual presentation	55	N	Individual	Y
Intra-session Exam	1 hour (marked online)	20	N	Individual	Y
Report	800 words	25	N	Individual	Y

Summer

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
Applied Project	1,500 words and 3 minute individual presentation	55	N	Individual	Y
Intra-session Exam	45 minutes	20	N	Individual	Y
Report	600 words	25	N	Individual	Y

Sydney City Quarters

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
Applied Project	1,800 words and 3 minute individual video	55	N	Individual	Y
Intra-session Exam	1 hour (marked online)	20	N	Individual	Y
Report	800 words	25	N	Individual	Y

Vietnam Session

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	
Applied Project	1,800 words and a 3 minute individual video	55	N	Individual	Y	View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-AUT_PC_1#subjects)
Intra-session Exam	1 hour (marked online)	20	N	Individual	Y	View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-SC1_SC_1#subjects)
Report	800 words	25	N	Individual	Y	View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-SC1_SC_1#subjects)

WSU Online Trimesters

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	
Report	1,800 words and 3 minute individual video	55	N	Individual	N	View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-UT3_UE_1#subjects)
Intra-session Exam	1 hour (marked online)	20	N	Individual	N	View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-UT3_UE_1#subjects)
Report	800 words	25	N	Individual	N	View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-SUM_PC_1#subjects)

Prescribed Texts

- Czinkota, M, Ronkainen, I, Sutton-Brady, C, Stegemann, N & Beal, T 2014, International marketing, Asia-Pacific edition, Cengage. [latest edition]

Teaching Periods

Vietnam Session 1 (2025)

Vietnam

On-site

Subject Contact Nicole Stegemann (<https://directory.westernsydney.edu.au/search/name/Nicole Stegemann/>)

[View timetable \(https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-UT1_UE_1#subjects\)](https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-UT1_UE_1#subjects)

WSU Online TRI-1 (2025)

Wsu Online

Online

Subject Contact Nicole Stegemann (<https://directory.westernsydney.edu.au/search/name/Nicole Stegemann/>)

[View timetable \(https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-OT1_OW_2#subjects\)](https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-OT1_OW_2#subjects)

Autumn (2025)

Parramatta City - Macquarie St

On-site

Subject Contact Nicole Stegemann (<https://directory.westernsydney.edu.au/search/name/Nicole Stegemann/>)

Sydney City Campus - Term 1 (2025)

Sydney City

On-site

Subject Contact Daniel Townsend (<https://directory.westernsydney.edu.au/search/name/Daniel Townsend/>)

[View timetable \(https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-SC1_SC_1#subjects\)](https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-SC1_SC_1#subjects)

Vietnam Session 3 (2025)

Vietnam

On-site

Subject Contact Nicole Stegemann (<https://directory.westernsydney.edu.au/search/name/Nicole Stegemann/>)

[View timetable \(https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-UT3_UE_1#subjects\)](https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3007_25-UT3_UE_1#subjects)

Summer (2025)

Parramatta City - Macquarie St

On-site

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