

MKTG 3016 STRATEGIC MARKETING MANAGEMENT

Credit Points 10

Legacy Code 200087

Coordinator Farid Ahmed (<https://directory.westernsydney.edu.au/search/name/Farid Ahmed/>)

Description Customer-centric marketing strategies are vital to capturing competitive advantage and sustaining business success. This subject explores the core concepts and tools of contemporary strategic marketing management. The subject focuses on the skills and framework to develop and manage an integrated marketing strategy that creates value for customers and generates growth for the firm in both online and offline environments. Using a marketing simulation, the subject provides the students the opportunity to make a series of complex, real-world marketing decisions in a competitive environment.

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

Assumed Knowledge

It is assumed that students have knowledge of basic marketing concepts, theories, and frameworks in consumer behaviour, marketing communications and marketing research.

Learning Outcomes

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

1. Demonstrate a strategic orientation for marketing decision-making;
2. Apply key marketing theories and models to analyse Australian and global corporate business strategies;
3. Integrate financial and forecasting considerations in the development of marketing strategies;
4. Formulate marketing strategies which reflect business context and utilise best practice theory and tools.

Subject Content

- The relationship between corporate, business and Marketing strategies
- Assessing Marketing opportunities
- establishing viable Target markets and positioning which align with context and business strengths
- developing Marketing strategies for new, growth and mature industry environments
- E-Marketing strategies
- Evaluating strategic Marketing outcomes

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
Quiz	2 hours	30	N	Individual	N
Professional Task	3,500 words	30	N	Group	N
Simulation	1,500 words	40	N	Individual	N

Teaching Periods

Vietnam Session 1 (2025)

Vietnam

On-site

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3016_25-UT1_UE_1#subjects)

WSU Online TRI-1 (2025)

Wsu Online

Online

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3016_25-OT1_OW_2#subjects)

Autumn (2025)

Parramatta City - Macquarie St

On-site

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3016_25-AUT_PC_1#subjects)

Spring (2025)

Bankstown City

On-site

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Parramatta City - Macquarie St

On-site

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

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WSU Online TRI-3 (2025)

Wsu Online

Online

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3016_25-OT3_OW_2#subjects)

Vietnam Session 3 (2025)

Vietnam

On-site

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View timetable (https://classregistration.westernsydney.edu.au/odd/timetable/?subject_code=MKTG3016_25-UT3_UE_1#subjects)

Sydney City Campus - Term 3 (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=MKTG3016_25-SC3_SC_1#subjects)