

Programme

Qualification awarded

Bachelor of Science

Length of the programme

48 months

ECTS credits

240

Level of qualification

Bachelor

Mode

Full-time

Language

Dutch, with parts in English

School

School of Business, Marketing and Finance

Locations

Groningen

Marketing Major Marketing and Sales Management

Profile of the programme

To acquire the integrated competences in the areas of marketing, sales, organisation and communication, CE students are pragmatic and have excellent communication and social skills. They can communicate effectively in at least two foreign languages. They can solve problems, produce a marketing and business plan, present this plan in a professional manner and manage others, both independently and as part of a team. They have an excellent grasp of key market research methods and extensive knowledge of and insight into ICT. They also have the skills to translate this knowledge into activities at a strategic, tactical and operational level. Broad knowledge of economics, supported by management skills, forms the basis for their insightful approach to a wide range of professional situations. They can rapidly perform an accurate assessment of the individual or company they are dealing with. Their personal qualities include: ambition, perseverance, a focus on results, vision, team spirit, ability to cope with stress, an international outlook and efficiency both when working individually and as part of a group. These qualities enable them to rapidly, accurately and successfully translate clients' needs and desires into strategic commercial policy and operational action.

CE – Marketing and Sales Management Major

The core theme of the Marketing Management specialisation is marketing. Marketing is a way of thinking. CE students learn to base their approach on 'the wishes of the clients' and the needs of the market. They translate these wishes into a specific product or a specific service. The Marketing Management programme will teach you all about how to market products and how to do this as effectively and efficiently as possible.

Learning outcomes

The programme equips the student with the competences required of a professional in the field of Marketing. These are:

- **SETTING A COURSE;** The Marketing professional maps out a marketing approach. He/she does this based on his/her vision, opportunities he/she identifies in the market and the long-term competitive advantage of the organisation where he/she works. Because he/she does not work within a vacuum, the Marketing professional is a bridge-builder who connects both knowledge and people.
- **CREATING VALUE;** The Marketing professional gives substance to the marketing approach by creating long-term value for both the client, the organisation and society. He/she does this based on an analysis of data and research, with the aim of gauging the client's actual behaviour. He/she is able to translate this analysis into an action plan.
- **BUSINESS DEVELOPMENT;** Via co-creation with stakeholders, the Marketing professional designs unique and/or innovative concepts and revenue models to optimise value for all relevant stakeholders. He/she anticipates and/or initiates change and gains the support of the stakeholders during the development process.
- **IMPLEMENTING;** Based on the developed concept, the Marketing professional produces a sustainable marketing product or sub-product or service for existing and potential stakeholders. The Marketing professional puts forward creative solutions, facilitates parts of the implementation process, shows perseverance and takes financial responsibility in order to achieve the desired commercial result together with internal and external parties. He/she secures stakeholders' commitment during implementation.

Programme

Marketing Major Marketing and Sales Management

credits

Year 1 Marketing Major MSM	60
□ Block 1: External environment	15
▫ CEVP21ONZ1 - Domain Research 1	5
▫ CEVP21MKT1 - Domain Marketing 1	5
▫ CEVP21PPG1 - Domain Professional and personal growth 1	5
□ Block 2: Internal environment	15
▫ CEVP21ONZ2 - Domain Research 2	5
▫ CEVP21MKT2 - Domain Marketing 2	5
▫ CEVP21PPG2 - Domain Professional and personal growth 2	5
□ Block 3: Marketing decisions	15
▫ CEVP21ONZ3 - Domain Research 3	5
▫ CEVP21MKT3 - Domain Marketing 3	5
▫ CEVP21PPG3 - Domain Professional and personal growth 3	5
□ Block 4: The Fair	15
▫ CEVP21ONZ4 - Domain Research 4	5

▫ CEVP21MSMMKT4 - Domain Marketing 4	5
▫ CEVP21PPG4 - Domain Professional and personal growth 4	5
Year 2 Marketing Major MSM	60
▫ Block 5: Market Research	15
▫ CEVB22ONZ5 - Domain Research 5	5
▫ CEVB22MKT5 - Domain Marketing 5	5
▫ CEVB22PPG5 - Domain Professional and personal growth 5	5
▫ Block 6: Sales (MSM Tactical)	15
▫ CEVB22MSMONZ6 - Domain Research 6	5
▫ CEVB22MSMMKT6 - Domain Marketing 6 - Sales 6 / sales management	5
▫ CEVB22PPG6 - Domain Professional and personal growth 6	5
▫ Block 7 and 8: Work Placement (operational / tactical)	30
▫ CEVB21DOC - Start Document	3
▫ CEVB21STG - Report Company Assignment	24
▫ CEVB17PD7 - Personal Development 7	3
Year 3 Marketing Major MSM	60
▫ Block 09: Marketing Planning: Analysis (strategic)	15
▫ CEVB21MPA - Marketing Planning Analysis	4
▫ CEVB3BEC - Finance & Accounting	2
▫ CEVB20ENG6 - English 6	2
▫ CEVB21INV - Innovation	2
▫ CEVB19INT - Internationalisation	2
▫ CEVB3CMA1 - Thinking Styles and Creativity	3
▫ Block 10: Marketing Planning: The Choices (strategic)	15
▫ CEVB16IOP10 - Integral Assignment 10	3
▫ CEVB21MPK - Marketing Planning Choices	4
▫ CEVB15BCN6 - Business Communication Dutch 6	2
▫ CEVB18BAO - Business Analysis and Research	2
▫ CEVB3CMA2 - Marketing in Economic Perspective	3
▫ CEVB20PD8 - Personal Development 8	1
▫ Block 11: Sales 2 (MSM strategic)	15
▫ CEVB19KAM - Key-accountmanagement	6
▫ CEVB18MKM - Brand Management	2
▫ CEVB18OND2 - Research 2	2
▫ CEVB20CRM - Customer Relationship Management	2
▫ CEVB3CMA3 - Marketing, Ethics and Philosophy	3
▫ Block 12: Marketing planning; Integral Market-Oriented Policy (strategic)	15
▫ CEVB21MVC - Marketing, Sales and Communication	6
▫ CEVB21FGB - Functional Areas	3
▫ CEVB3MAN - Management Skills	2
▫ CEVB21ENG7 - English 7	1
▫ CEVB15CMA4 - Storytelling	3
Year 4 Marketing Major MSM	60
▫ Blocks 13 and 14: Minor by choice <i>electives</i>	30
▫ Blocks 15 and 16: Graduation	30
▫ CEVB15AO - Graduation Project	30

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