

30.JAN-23.FEB.2023

### **SAP OVERVIEW**

The objective of this SAP is to provide interdisciplinary students from across the RUN EU network (future graduate global citizens) with an awareness of an ethical and sustainable approach to designing and implementing marketing strategies within the organisations they will work with and for that contributes to the triple bottom line of planet, people and profits. In the future it is hoped that all organisations will adapt socially responsible marketing practices and our students will be leaders in this area. This SAP will not only identify current tools and models of marketing strategy but it will also apply these to a real-life non-profit organisation or Public Sector Institution. This SAP is a collaboration between TUS Athlone and NHL Stenden and also includes Ethics in a Digital Age and Impactful Content Creation. This SAP can be taken as a standalone 5 credit module or as part of the Sustainable Digital Marketing stackable 15 credits.

### **LEARNING OUTCOMES**

At the end of this RUN-EU SAP students will be able to:

- Explain the fundamentals of marketing and digital marketing strategy theory.
- Explore traditional and digital tools that aid businesses locally and globally.
- Demonstrate an awareness of the impact on society of marketing and digital marketing strategies.
- Develop a sustainable digital marketing strategy for a live organisation that is inclusive of all.

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Organised by: TUS, NHL Stenden

#### **DATE** From 30 January to 23 February 2023

Face-to-Face Week: TUS, Athlone Campus, Ireland 13-17 February

MODE OF DELIVERY Blended

LANGUAGE OF INSTRUCTION English

**ECTS CREDITS** 5

#### **ACADEMIC RECOGNITION**

The SAP is either part of an optional module or an add-on, which will be added to the diploma/degree supplement.

#### **ELIGIBLE PARTICIPANTS**

RUN-EU students from all cycles of studies, with particular emphasis on students from Digital Marketing, Business, Design and Communications.

#### **HOW TO APPLY**

Fill in the application form (QR or website)



#### **DEADLINE FOR APPLICATIONS**

9 January 2023

#### **CONTACT DETAILS**

sap.marketingstrategies@tus.ie



















30.JAN-23.FEB.2023

**SELECTION CRITERIA** 

Maximum number of participants: 35
Diversity and a wide representation of students from different RUN-EU partners and (study) backgrounds will be ensured.

### LEARNING AND TEACHING STRATEGY

Students will take part in on-location interactive presentations, workshops, and multidisciplinary team assignments and cooperation. On-location activities assume short-term international mobility.

### **PREREQUISITES**

No basic knowledge needed. However, all prescribed case studies must be read in advance.

### **COURSES LEADERS | LECTURERS**

#### **Courses leaders**

Louise Murray (TUS) Sinéad O'Connell (TUS)

#### Lecturers

Louise Murray (TUS)
Sinéad O'Connell (TUS)
Daniel Outhuijse (NHL Stenden)
Konstantin Brehm (NHL Stenden)
Mart Faijdherbe (NHL Stenden)

## PHYSICAL MOBILITY | SCHOLARSHIPS AVAILABLE

One week

For students

Travel: 350€/person | Subsistence: 400€/Week.

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#### **MEANS AND CRITERIA FOR ASSESSMENT**

Sustainable strategy group project: 40% Sustainable strategy group presentation: 40% Individual reflective diary video blog: 20%

Active participation from all students in team activities is mandatory. Fail or pass assessment.

#### **CERTIFICATION**

The participants who successfully complete this SAP will receive a Certificate of Participation and a Transcript of Records jointly issued by the organising institutions.

#### REFERENCE READING

Principles of Marketing - Open Textbook (umn.edu)

eMarketing: The Essential Guide to Marketing in a Digital World – 6th Edition – Open Textbook Library (umn.edu)

Good Corporation, Bad Corporation: Corporate Social Responsibility in the Global Economy – Open Textbook (geneseo.edu).



















# **PROGRAMME AT A GLANCE**

### WEEK 1 - 30.JANUARY-3.FEBRUARY.2023 - ONLINE

GMT+2	10h00		11h00		12h00		13h00		14h00		15h00		16h00		17h00		18h00		19h00		20h00
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THURS & FRI 2-3/2									PREPAR	ATIO	N & PRE	-REA	DING								



















# PROGRAMME AT A GLANCE

### **WEEK 2 • 6-10.FEBRUARY.2023 • ONLINE**

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THURS & FRI 9-10/2									PREPAI	RATIC	N & PR	E-RE <i>A</i>	ADING								



















# **PROGRAMME AT A GLANCE**

### WEEK 3 • 13-17.FEBRUARY.2023 • FACE-TO-FACE WEEK • ATHLONE

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# PROGRAMME AT A GLANCE

### WEEK 4 - 20-23.FEBRUARY.2023 - ONLINE

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GMT+2	10h00		11h00		12h00		13h00		14h00		15h00		16h00		17h00		18h00		19h00		20h00

WED 20-22/12

THURSDAY
23/2

OVERALL QUALITY ASSESSMENT

PRESENTATION OF RESULTS

LUNCH BREAK

CLOSING



















WEEK 1 +INFO: www.run-eu.eu

#### 30-31 JANUARY **MON&TUES** 09h00-16h30 GMT GMT+2 10h00 12h00 13h00 14h00 15h00 16h00 17h00 19h00 20h00 10h00 12h00 15h00 18h00 GMT+1 9h00 11h00 13h00 14h00 16h00 17h00 19h00 **GMT** 8h00 9h00 10h00 11h00 12h00 13h00 14h00 15h00 16h00 17h00 18h00 **MON & TUES** PREPARATION & PRE-READING 30-31/1

### Preparation and Pre-reading

- (b) 09h00-16h30
- Students are expected to read pre-assigned chapters from the open resource materials. Lecturers will inform all successful appplicants of the chapters to be read in advance of the first online week.



















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# 1 FEBRUARY

# WEDNESDAY 10h00-16h00 GMT - ONLINE

GMT+2	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00	20h00
GMT+1	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00
GMT	8h00	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00

WEDNESDAY 1/2 INTRO

INTRODUCTION TO MARKETING & DIGITAL MARKETING STRATEGY

LUNCH BREAK REFLECTIVE TECHNIQUES

VIDEO BLOG DEMO

# Welcome & Opening Session

- (1) 10h00-11h00
- Group Work
- All lecturers
- Introduction to institution and lecturing team, context of SAP, learning outcomes.

# **Introduction to Marketing**& Digital Marketing Strategy

- ① 11h00-13h00
- Group Work
- All lecturers
- Students will be introduced to what marketing is, the scope, the applications and benefits. In recent years digital marketing has transformed the marketing function and we will look at this evolution. We will look at the impact of all of this change on marketing strategy and how it impacts on the triple bottom line of planet, people and profits.

## **Reflective Techniques**

- ① 14h00-15h00
- Group Work
- All lecturers
- Tutorial on reflective techniques.

## **Video Blog Demo**

- (h) 15h00-16h00
- Group Work
- All lecturers
- Video blog tools, demonstration, set-up.



















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# 2-3 FEBRUARY

# **THURS&FRI** 09h00-16h30 GMT

GMT+2	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00	20h00
GMT+1	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00
GMT	8h00	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00

THURS & FRI 2-3/2

**PREPARATION & PRE-READING** 

# Preparation and Pre-reading

- (b) 09h00-16h30
- Students are expected to read pre-assigned chapters from the open resource materials. Lecturers will inform all successful appplicants of the chapters to be read in advance of the first online week.



















WEEK 2 +INFO: www.run-eu.eu

# 6-7 FEBRUARY

# **MON&TUES** 09h00-16h30 GMT

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GMT+1	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00
GMT	8h00	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00

MON & TUES 6-7/2

PREPARATION & PRE-READING

# Preparation and Pre-reading

**Individual Work** 





09h00-16h30



Students are expected to read pre-assigned chapters from the open resource materials. Lecturers will inform all successful appplicants of the chapters to be read in advance of the first online week.



















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# 8 FEBRUARY

# WEDNESDAY 10h00-16h00 GMT - ONLINE

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GMT+1	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00
GMT	8h00	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00

WEDNESDAY 8/2 CASE STUDY DISCUSSION

LECTURE & CASE STUDY
INTRO

LUNCH BREAK GROUP SET-UP & PRESENTATION TOOLS

### **Case Study Discussion**

(£)10h00-11h00

**Group Work Group Work** 

△All lecturers

Discussion on case study learning.

# **Lecture & Case Study Introduction**

- 11h00-13h00
- Group Work
- All lecturers
- Lecture & case study introduction, overview and assignment requirements.

# **Group Set-up**& Presentation Tools

- (1) 14h00-16h00
- Individual & Group Work
- Louise Murray
  Sinéad O'Connell
- Group presentations assignment of groups, introductions, brainstorming, task assignments. Instruction on using Canva/Presentation tools.



















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# 9-10 FEBRUARY

# **THURS&FRI** 09h00-16h30 GMT

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GMT+1	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00
GMT	8h00	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00

**THURS & FRI** 9-10/2

**PREPARATION & PRE-READING** 

### **Preparation and Pre-reading**

- ( ) 09h00-16h30
- Students are expected to read pre-assigned chapters from the open resource materials. Lecturers will inform all successful appplicants of the chapters to be read in advance of the first online week.



Co-funded by the Erasmus+ Programme

of the European Union



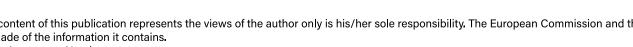














SUSTAINABLE & INCLUSIVE MARKETING STRATEGIES



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# 13 FEBRUARY

# MONDAY 9h00-14h00 GMT - ATHLONE

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MONDAY 13/2

WELCOME & OPENING SESSION

TEAM BUILDING ACTIVITIES

LUNCH BREAK

# Welcome & Opening Session

- (b) 9h00-11h00
- E Individual & Group Work
- All lecturers
- Introduction, project outline, learning objectives & group work.

Introduction to reflective practice using video blogs

### **Team Building Activities**

- (1) 11h00-13h00
- Group Work
- All lecturers
- Students will spend time working through a number of team building activities.



















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# 13 FEBRUARY

# MONDAY 14h00-17h00 GMT - ATHLONE

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MONDAY											

13/02

LECTURE

**LAB WORK** 

### **Contemporary Issues**

- 14h00-15h00
- Endividual & Group Work
- A Louise Murray Sinéad O'Connell
- We will investigate contemporary issues including sustainability, inclusivity and the societal impact of marketing. As we recognise that marketing is responsible for the production and supply of goods and services, it is in the unique position to shape consumption in society. Therefore, marketing can play the role of creator and facilitator of social agents of change in the areas of sustainability and inclusivity. We will introduce the student to the sustainability situation analysis as the starting point of every ethical organisations' strategy development.

Case Studies Grupa Familia

# **Introduction to SOSTAC**& Sustainability Situation Analysis

- (15h00-17h00)
- Group Work & Lab Work
- A Louise Murray Sinéad O'Connell
- Students will be introduced to the digital marketing strategy framework by PR Smith, known as SOSTAC. It stands for situation analysis, objectives, strategy, actions and controls. It is a model that allows businesses to analyse their current situations, set goals and put together a stategy to meet them before implementing that stategy and measuring its performance.

**Case Studies** 

Depop: Sustainable Fashion in Challenging Times

A situation analysis helps develop a basis of understanding of the environment in which a plan is to be delivered. The foundations of a situation analysis include an analysis of the micro and macro environment. In addition, a sustainability situation analysis looks at its 4 pillars: energy, efficiency, environment and society.



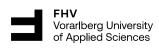
















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#### **14 FEBRUARY TUESDAY** 9h00-14h00 GMT - ATHLONE 10h00 11h00 12h00 13h00 14h00 15h00 16h00 17h00 19h00 20h00 18h00 11h00 12h00 14h00 15h00 18h00 19h00 9h00 10h00 13h00 16h00 17h00 14h00 17h00 18h00 8h00 9h00 10h00 11h00 12h00 13h00 15h00 16h00 **TUESDAY** LUNCH **LECTURE MEET THE COMPANY** 14/02 **BREAK**

## **Meet the Company**

- 9h00-11h00
- Group Work
- All lecturers & live company
- In this session the students will be introduced to the real-life non-profit organisation/Public Sector Institution, which will then become the company they will work on for their group project.

# The Modern Marketing Mix and its Application

- (h) 11h00-13h00
- 🗄 🛮 Individual & Group Work
- A Louise Murray Sinéad O'Connell
- We begin with McCarthy's 4 Ps and we show how as economies grow, there is a requirement to extend the original mix to the integrated services marketing 7 Ps to acknowledge the unique characteristics of services. In addition, with the evolution of digital marketing there are further considerations for each of the 7 Ps.

Students will apply the modern marketing mix to the assigned real-life company.

Case Studies

Swoon: Mixing up the perfect marketing

cocktail.

GiveIndia: On the net for a cause.



















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TUESDAY 14/02															LECTURE			LAE	3 WOR	K		

# Marketing and Digital Marketing Strategies

- (h) 14h00-16h00
- Individual & Group Work
- Louise Murray
  Sinéad O'Connell
- We will provide an overview of digital marketing strategy development to include the internal and external influences that provide direction to the strategy. Internal influences include top level business objectives. Key external influences include the market, the competitors, the opportunities and threats as well as the new digital technologies and marketing tactics. We will apply the SOSTAC framework to the live company. SOSTAC includes situation analysis to include PESTEL and SWOT, objectives, strategy, tactics, actions and controls.

## **Application of Theory**

- (h) 16h00-17h00
- Group Work & Lab Work
- <u>A</u> Louise Murray
  Sinéad O'Connell
- Case Studies
  Sephora commits to inclusivity.
  The Pug Predicament: Ethical decision making in an online marketplace.



















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# 15 FEBRUARY

# WEDNESDAY 9h00-17h00 GMT - ATHLONE

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# **Contemporary Consumer** and the Consumer Journey

- 9h00-11h00
- Endividual & Group Work
- A Louise Murray Sinéad O'Connell
- This session will discuss the evolution of the digital consumer. We will investigate the consumer decision making process and the influences on consumer behaviour to include the personal and social influences. McKinsey's consumer decision journey model will be applied.

Case Studies
Connecting the world through
fitness: the passionate Peleton tribe.

### **Branding**

- ① 11h00-13h00
- Individual & Group Work
- Louise Murray
  Sinéad O'Connell
- We look at the challenges of building authentic brands in a digital age. In addition we must look in more detail at the benefits of including in our brand values the triple bottom line of people, planet and profits.

Case Studies
UEFA brand identity refresh.
Tech with a side of pizza:
how Dominos rose to the top.

# **Traditional and Digital Marketing Tools**

- (1) 14h00-17h00
- 🗄 Group Work & Lab Work
- Louise Murray
  Sinéad O'Connell
- Introduction to the most popular social media platforms in Europe. How social media platforms are used for business. Content creation strategy. Introduce the social media strategy framework. Organisations should identify their overall focus or strategy based on awareness, consideration, conversion and evangelism.

Case Studies
La Protectora: engaging in social
media for a social cause.



















# & INCLUSIVE **MARKETING STRATEGIES**

WEEK 3

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REGIONAL UNIVERSIT

**NETWORK** 

# 16 FEBRUARY

# THURSDAY 9h00-17h00 GMT - ATHLONE

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**THURSDAY** 16/02

**LECTURE** 

FEEDBACK WORKSHOP **PRESENTATIONS** 

LUNCH **BREAK**  **FEEDBACK WORKSHOP PROJECTS** 

## **Emerging Technologies and Ethical Implications**

- 9h00-11h00
- Individual & Group Work
- Louise Murray Sinéad O'Connell
- We will examine the ethical implications of a number of contemporary challenges as a result of the use of current and emerging technologies.

Case Studies Corporate greenwashing: are environmental claims just empty promises.

## **Live Sustainable Strategy Presentations Workshop**

- 11h00-13h00
- **Group Work**
- All lecturers
- The teams work on their group presentation and receive feedback from the lecturing team.

## **Live Sustainable Strategy Project Workshop**

- 14h00-17h00
- **Group Work**
- All lecturers
- The teams work on their presentation.



















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FRIDAY 17/02							ACK WOR ATIONS &				UNCH		GROUI	P PRESEN	ITATI	ONS	REF	FLECT	ION		

### Live Sustainable Strategy Presentations & Project Workshop

- (h) 9h00-13h00
- Group Work
- All lecturers
- The teams work on their project document and group presentation and receive feedback from the lecturing team.

## **Group Presentations**

- (h) 14h00-16h00
- Group Work
- All lecturers and live company
- The groups present their final inclusive marketing strategies to the live company and receive feedback.

# **Learning Reflection Session**

- (h) 16h00-17h00
- Individual Work
- Louise Murray Sinéad O'Connell
- The teams work on their group presentation and receive feedback from the lecturing team.























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20-22	FEE	3F	RUA	<b>\R</b>	Y			N		<b>V</b> -	-WE	ED	) 9h	00	0-15	h <sup>2</sup>	40 G	iV	IT		
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GMT+1	9h00		10h00		11h00		12h00		13h00		14h00		15h00		16h00		17h00		18h00		19h00
GMT	8h00	ı	9h00	1	10h00	ı	11h00	ı	12h00	ı	13h00	ı	14h00	ı	15h00	ı	16h00	•	17h00	1	18h00
MON & TUES &									DEEL	ГОТ	ION										

WED 20-22/12

**REFLECTION** 

### Reflection

- 9h00-15h40
- Students are expected to spend this time reflecting on their learning and creating their reflective video blog.



















SUSTAINABLE & INCLUSIVE MARKETING STRATEGIES



WEEK 4

+INFO: www.run-eu.eu

# 23 FEBRUARY

# THURSDAY 9h00-15h00 GMT - ONLINE

GMT+2	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00	20h00
GMT+1	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00	19h00
GMT	8h00	9h00	10h00	11h00	12h00	13h00	14h00	15h00	16h00	17h00	18h00
						1		1			

THURSDAY 23/2

OVERALL QUALITY

PRESENTATION OF RESULTS

LUNCH BREAK

CLOSING

## **Overall Quality Assessment**

- (h) 9h00-11h00
- Group Learning Reflection (all)
  Individual Learning Reflection
  Report
  - + Mobility Assessment (students)
    SAP Self-reflection Report
    (SAP coordinators)
    LearnWell

### **Presentation of Results**

- ① 11h00-13h00
- Group Work
- All lecturers
- Presentation of results to all groups.

## Closing

- ① 14h00-15h00
- Group Work
- All lecturers
- Closing of the SAP programme.















