



IDENTIFYING DATA

Business management 2

Subject	Business management 2			
Code	V03G020V01502			
Study programme	(*)Grao en Administración e Dirección de Empresas			
Descriptors	ECTS Credits	Choose	Year	Quadmester
	6	Mandatory	3rd	1st
Teaching language	Spanish Galician English			
Department	Business Organisation and Marketing			
Coordinator	Rodríguez Daponte, María del Rocío			
Lecturers	González Vázquez, Encarnación Otero Neira, María del Carmen Rodríguez Daponte, María del Rocío			
E-mail	rocio@uvigo.es			
Web				
General description	The matter pretends to provide to the student the necessary knowledges to design and develop a program of marketing and *capacitarle for the taking of commercial decisions. In concrete, the *asignatura of commercial direction II pretends to deepen in the knowledge and put in practice of the operative strategies of marketing: product, price, communication and distribution.			

Competencies

Code	
B1	Ability to analyse and synthesise
B5	Oral and written communication skills.
B9	Ability to work effectively within a team
B13	Capacity for learning and independent work
C14	Draw up plans and policies in the different functional areas within organisations

Learning outcomes

Expected results from this subject	Training and Learning Results	
Acquire knowledge and mastery of the tools of the marketing program of the company	B1 B5 B13	
Apply and implement business strategies of product, both individually and in group	B1 B5 B9 B13	C14
Apply and implement business strategies of price, both individually and in group	B1 B5 B9 B13	C14
Aplicar y poner en marcha estrategias comerciales de comunicación , tanto individualmente como en grupo	B1 B5 B9 B13	C14
Aplicar y poner en marcha estrategias comerciales de distribución , tanto individualmente como en grupo	B1 B5 B9 B13	C14

Contents	
Topic	
Chapter 1. The value proposition of the company and its tangibilización in the marketing mix	1.1 Market VaLue 1.2 MARKETING MIX
Chapter 2. Definition of the offer: product and price policy	2.1 Product 2.2 Price
Chapter 3. Differentiation of the company in the market: distribution and communication policies	3.1 Communication 3.2 Distribution

Planning			
	Class hours	Hours outside the classroom	Total hours
Lecturing	15	0	15
Presentation	15	30	45
Problem solving	15	10	25
Group tutoring	5	15	20
Objective questions exam	6	39	45

*The information in the planning table is for guidance only and does not take into account the heterogeneity of the students.

Methodologies	
	Description
Lecturing	Attendance and active participation of students in the classroom through exhibitions, exercises, discussions and other activities is required. The student need to previously work on the material provided by the teacher anin order to follow the explanations See the bibliography recommended.
Presentation	Exhibition by the students to the teacher and/or a group of students of any subject matter content or the results of a work, exercise, project ... It can be carried out individually or in groups.
Problem solving	Activity in which problems, case studies and / or exercises related to the subject are formulated. In some cases the student must develop appropriate solutions aplying routines, formulas or algorithms using the available information and explaining the results. In others, the student activity includes search and information gathering, reading and writing, etc. The presentations will be made by the students to the teacher and / or the student group. It can be carried out individually or in groups.
Group tutoring	Interviews that the students have with the proffesoor during class time to get any advice and development activities to help the learning process ..

Personalized attention	
Methodologies	Description
Group tutoring	Time dedicated to the resolution of questions realted with teh subject in a group mode; meetings of teacher and student in the classroom

Assessment		Qualification Training and Learning Results		
	Description			
Presentation	Presentations and exhibitions made by the students to the teacher and / or to the group of students relatde with any aspect of the subject matter content or the results of a work, exercise, project ... It can be carried out individually or in groups	15	B1 B5 B9 B13	C14
Problem solving	It is evaluated the student's ability to apply the acquired knowledge and skills, performance within a team work, self-employment and oral and written communication, among others. The evaluated activities may be submitted only on the dates and established sessions.	15	B1 B5 B9 B13	C14
Objective questions exam	Test/ s for the evaluation of skills acquired, both theoretical and . It includes: questions with different possible answers (true / false, multiple choice ...). Students have to select one response among a limited number of possibilities. Wrong answers penalyce. Also, partial tests may be done throughout the semester. It will be part of the content of the subject, and therefore be subject to assessment, all reading, activity, event, audiovisual material, website, work or comments made by teachers in the classroom, in hours of theory and practice.	70	B13	

Other comments on the Evaluation

To pass the subject two conditions are required:

- (1) obtain a minimum score of 5 points in the set of valuable activities
- (2) obtain at least 4.5 points in the exams (rated out of 10), in order to add the rest of the evaluable activities.

The score obtained by the participation and the performance and delivery of all tasks set by the Professor (cases, exercises, cases, presentations, reports, ...), is worthy in the June and July call examinations of the actual course/academic year, but it will NOT be saved for subsequent academic years.

The qualification obtained in the resolution of problems and / or exercise and in the presentations / expositions will not be recoverable.

The dates of examinations will have to be consulted in the page web of the Faculty

<http://fccee.uvigo.es>

Sources of information

Basic Bibliography

Complementary Bibliography

Carmen Otero (coordinadora), **Dirección Comercial 2**, 2013,
Gonzalez Vazquez, E.; López Miguens, M.J.; y Otero Neira, C. (coord.), **Manual Practico de Márketing**, 2014,
Philip Kotler y Gary Armstrong, **Principios de Marketing**, 2008,
Kotler, y otros, **Dirección de Marketing, 12ª Edición**, 2006,
Gonzalez E. y Alen, E. (coord.), **Casos de dirección de marketing**, 2005,
Kotler, P.; Armstrong, G., **Fundamentos de marketing**, 2008,
Philip Kotler & Gary Armstrong, **Marketing Management**,

Recommendations

Subjects that continue the syllabus

Commercial Research/V03G020V01701
Responsible marketing/V03G020V01930
Sectorial marketing/V03G020V01910

Subjects that it is recommended to have taken before

Business management 1/V03G020V01403

Other comments

This teaching guide anticipates the lines of action to be carried out with the student in the subject and is conceived in a flexible way.

Consequently, it may require readjustments along the academic course promoted by the dynamics of the class and the actual target group, or the importance of situations that might arise.

In addition, the students will be provided with information and any necessary specific guidelines at every moment of the training process.
