

## Course Descriptions None 2018-2019

Course Title Management of Organisations and Marketing  
 Course Code EBC1003  
 ECTS Credits 6,5  
 Assessment Whole/Half Grades

Period	Start	End	Mon	Tue	Wed	Thu	Fri
1	3-9-2018	26-10-2018	L		X		X

Level Introductory  
 Coordinator Kelly Geyskens, Julia Kensbock For more information:k.geyskens@maastrichtuniversity.nl;  
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Language of instruction English

Goals This introductory course Management of Organisations and Marketing serves two main purposes. First, it aims at providing you with crucial theoretical and practice-oriented knowledge that helps you to understand the functioning of companies and the behaviour of management in business contexts. This knowledge will be derived from two disciplines: management and organisation (1) and marketing (2). More details on the perspectives of these disciplines will be provided in the next section. A second purpose of this course relates to the development of basic learning skills that you will need throughout your study at Maastricht University. This skills training mainly focuses on Problem-Based Learning in an international classroom. We introduce the 7-jump, different roles in tutorial groups and various PBL working methods. During the group sessions, you will have ample opportunity to practice your newly acquired PBL skills.

When you have successfully finished this course, you are:  
 -capable of studying in an academic problem-based learning environment  
 -knowledgeable of the foundations of management and organisation studies  
 -knowledgeable of the foundations of marketing studies  
 -capable of understanding and explaining basic organisational and marketing problems in isolation

Description This course, which has an evident business administration character, addresses the issues of managing organisations and their marketing activities. This course introduces the basic concepts necessary to analyse and understand the functioning of any organisation, among others management, culture, and structure. Fundamental aspects like what management is and why we should study it will be dealt with, firstly. Subsequently, culture, ethics, corporate responsibility, teams, decision making, and structure will be discussed among others. Based on this knowledge the course deals with challenges faced by managers of organisations nowadays. The marketing part of this course builds upon 'marketing orientation' as a foundation of contemporary firms. Attention is, for instance, paid to basic marketing tools, positioning and segmentation strategies, and customer motivation. Throughout the course examples of real life problems organisations face are given. Next to these main subjects, practical skills deemed relevant for a successful study career will be emphasised.

Literature Introductory (custom-made) Management of Organisations and Marketing book  
 Skillset booklet (custom-made)  
 Articles  
 Study materials on PBL in an international classroom

Prerequisites An advanced level of English

Teaching methods PBL / Presentation / Lecture / Assignment / Groupwork

Assessment methods Final Paper / Attendance / Participation / Written Exam

Evaluation in previous academic year For the complete evaluation of this course please click <http://iwio-sbe.maastrichtuniversity.nl/rapporten.asp?referrer=codeUM>

This course belongs to the following programme / specialisation Bachelor Fiscal Economics Year 1 Compulsory Courses