



MKT 306.01B MARKETING COURSE SYLLABUS: SPRING 2026

INSTRUCTOR INFORMATION

Instructor: Yazan Kakish, Director of Marketing and Communications /
Adjunct Professor of Marketing

Office Location: BA 234

Office Hours: Mondays, Wednesdays from 11:00 AM to 11:50 AM and Fridays via Zoom 11:00 to 11:50 AM. (Email for a specific appointment if above times do not work for you)

Office Phone: 903-886-5692

Office Fax: 903-886-5693

University Email Address: Yazan.Kakish@etamu.edu

Communication:

For all inquiries (personal concerns, questions, etc.), please email me. You can expect an email response within 24 hours (allow for flexibility on weekends). Use your myLeo email address and include the course name, section, and subject in the subject line (*e.g., MKT 306.01B*). You are expected to check your emails at least once a day and log into D2L at least twice a week. If you do not respond to emails or log in over a prolonged period (5 days), I will assume you intend to drop the course.

Welcome:

Welcome to MKT 306.01B this Spring Semester. I am thrilled to embark on an educational journey with you, exploring the dynamic world of marketing. This course will provide a comprehensive understanding of key marketing principles, strategies, and tactics that drive success in today's competitive business environment. This semester (January 12 to May 8, 2026), classes will meet in Commerce on Mondays and Wednesdays from 11:00 AM to 11:50 AM and Fridays via Zoom using the following link: <https://tamuc.zoom.us/j/94996325029>.

Regular in-class attendance is expected and will be monitored. While all assignments, and quizzes are administered through D2L (Brightspace) exams will be administered in person. If you are late or miss four or more classes, you may be required to complete additional assignments, or fulfill other academic requirements as deemed appropriate. Consistent participation is key to staying engaged and achieving academic success.

Looking forward to an amazing semester with you all.

Thanks,
Professor Yazan Kakish

COURSE INFORMATION

Materials – Textbooks and Supplementary Readings:

All sections of MKT 306 are Inclusive Access. This means the eBook and homework package are already incorporated into the course website and billed along with your course tuition. You will access the homework directly from the D2L course website. The price for the book and homework is approximately \$110.41, which is substantially less than other sources and saves over \$100 compared to the previous package cost before IA.

Textbook: MARKETING 4TH CONNECT

Authors: Raj Sachdev

Edition: 4th

ISBN: 978-1-265-27108-4

Publisher: McGraw Hill

Course Description:

This course introduces the concepts, principles, problems, and applications of marketing. We will emphasize all functional areas and institutions of marketing, including target marketing and positioning, consumer and organizational markets, product management, pricing, distribution channels, marketing ethics, promotions, services, and international marketing.

Student Learning Outcomes:

1. SLO 1: Demonstrate understanding of essential marketing terminology and concepts, including the marketing concept, market analysis and planning, and the marketing mix.
2. SLO 2: Apply essential marketing terminology and concepts to a personal branding assignment.
3. SLO 3: Apply the market planning process to develop a strategic marketing plan.
4. SLO 4: Work cooperatively on a team project.
5. SLO 5: Describe the use of four key marketing analytics: Return on Marketing Investment (ROMI), revenue analysis, market share analysis, and profitability analysis.

COURSE REQUIREMENTS

Instructional Methods:

The course is organized into three units: Unit One (Chapters 1-5), Unit Two (Chapters 6-10), and Unit Three (Chapters 11-16). Each unit will be taught over several weeks with weekly assignments accessible and submitted through D2L.

Grading:

Final Grades:

A = 90%-100%

B = 80%-89%

C = 70%-79%

D = 60%-69%

F = 59% or below

Weights for Assessment:	
Connect (weekly homework assignments):	15%
3 Exams (one exam per unit):	45% (each worth 15%)
Personal Branding Assignment:	10%
Team Marketing Plan:	25%
Final Comprehensive Exam (Core Concept Quiz)	5%
Total:	100%

Assessments:

This course comprises a series of assignments and assessments to help you achieve the course and module learning objectives/outcomes. Each week, you will work on various combinations of assignments, activities, readings, research, etc., available each Monday in D2L under the Week # tab. For most assignments, they will close on midnight of the Sunday after the chapter’s week (roughly 2 weeks) unless specified otherwise. Check D2L weekly for updates.

Exams & Core Concept Quiz (50% of total course grade):

Closed-book exams will cover required textbook readings and online lecture content. Exams will be administered face-to-face in class. Exams are timed (50 minutes) and comprise of 30 multiple choice questions and will be based off of terms, concepts from your textbook, chapter slides, and class lectures. Exam issues will be considered by the instructor individually based on documentation.

Core Concept Quiz: At the end of the course, worth 5% of the total grade. It will consist of 30 multiple-choice questions and you will also have 50 minutes to complete it. The exam will cover all 16 chapters.

Assignments (50% of total course grade):

Applying marketing concepts to real examples is a crucial part of this course. You will create a marketing plan for your personal brand, including a resume and LinkedIn account.

Connect Homework Assignments (15% of total grade): For each chapter, there are interactive exercises worth 15% of the total class grade. These assignments are designed to take roughly 20 minutes and must be completed before the deadline. While the SmartBook exercises are not graded, I strongly encourage you to complete them. They are designed to help you identify areas where you may need extra practice. Even if you choose not to do them right away, be sure to return and complete them before the exam—they are a valuable study tool!

Read the chapter first, then review the PowerPoint presentation before attempting the assignment. Homework deadlines are non-negotiable. You will have roughly two weeks for each homework assignment unless specified otherwise.

Personal Branding Assignment (10% of total grade): Develop a resume, create a LinkedIn page, take a brief online assessment, and market yourself using the “4 P’s”

Team Project (25% of total grade): Paired in teams of two (or more, depending on class size), you will complete a project beginning mid-semester after the Personal Branding Assignment. Teams will choose a brand, research the competitive situation, and develop a new market segment or variation of the product/service. The project will include objectives and a marketing mix. One member will submit the group paper, and everyone submits a Team Member Evaluation Form. 5% of your team project grade will be based on a team member’s evaluation of participation and quality of work.

RUBRIC FOR MKT 306 PROJECTS

Criteria	1 Needs Improvement	2 Meets Expectations	3 Exceeds Expectations
Comprehensiveness	Significant portions of the paper are ignored or simply mentioned; Paper is more of an outline than a fully developed strategy.	Most elements are covered thoroughly; some are mentioned briefly.	All elements are covered thoroughly and are well elaborated.
Research	Does not meet the minimum requirements for number of sources; Source quality is insufficient (outdated, biased, lacking in expertise, or inappropriate for a college paper, such as Wikipedia).	Better than minimum number of sources; Most sources are recently published; a variety of viewpoints are represented (not merely taken from a corporate website or blog).	Exceeds expectations for quantity and quality of sources.
Incorporates marketing terms and concepts	Rarely or never enlightens with demonstrations of course concepts; Just “answers the question” without tying the answer back to marketing theory.	Applies course concepts and terminology correctly, where appropriate.	Applies marketing concepts with a balance of description and analysis; Examples are original and correctly applied.
Writing style	Many grammatical or spelling errors in the paper. Distinct differences exist between sections written by different students. Research sources are not cited or are incorrectly cited.	Generally well-written and edited so that the document “speaks with one voice”; few errors in spelling or grammar. Most research sources are cited correctly.	Extremely well-written and edited. Team projects are written in one voice. Uses APA style correctly. Grammar and spelling are correct. All research sources are cited correctly.

TENTATIVE COURSE OUTLINE / SCHEDULE

MARKETING 306 — TENTATIVE COURSE SCHEDULE & ASSIGNMENTS

Week	Date	Outline / Chapters	Assignments
Week 1	Jan 12–16	Introduction; Syllabus Review; Academic Honesty Policy; Course Expectations; Chapter 1 – Why Marketing Matters to You	SmartBook Chapter 1 Homework <i>(Due: Sunday, Jan 25)</i>
Week 2	Jan 19–23	Chapter 2 – Strategic Planning (<i>Monday Holiday</i>)	SmartBook Chapter 2 Homework <i>(Due: Sunday, Feb 1)</i>
Week 3	Jan 26–30	Chapter 3 – The Global Environment Personal Branding Assignment Overview & Expectations	SmartBook Chapter 3 Homework <i>(Due: Sunday, Feb 8)</i> Personal Branding Assignment <i>(Due: Sunday, Mar 15)</i>
Week 4	Feb 2–6	Chapter 4 – Consumer Behavior	SmartBook Chapter 4 Homework <i>(Due: Sunday, Feb 15)</i>
Week 5	Feb 9–13	Chapter 5 – Marketing Research	SmartBook Chapter 5 Homework <i>(Due: Friday, Feb 13)</i> UNIT 1 EXAM (Chs. 1–5)
Week 6	Feb 16–20	Chapter 6 – Product Development	SmartBook Chapter 6 Homework <i>(Due: Sunday, Mar 1)</i>
Week 7	Feb 23–27	Chapter 7 – Segmentation, Targeting, and Positioning	SmartBook Chapter 7 Homework <i>(Due: Sunday, Mar 8)</i>
Week 8	Mar 2–6	Chapter 8 – Promotional Strategies	SmartBook Chapter 8 Homework <i>(Due: Sunday, Mar 15)</i>
—	Mar 9–13	Spring Break — No Class	—
Week 9	Mar 16–20	Chapter 9 – Personal Selling Team Project Group Assignment Overview	SmartBook Chapter 9 Homework <i>(Due: Sunday, Mar 29)</i> Team Project Group Assignment <i>(Due: Sunday, Apr 26)</i>

Week	Date	Outline / Chapters	Assignments
Week 10	Mar 23–27	Chapter 10 – Supply Chain and Logistics Management	SmartBook Chapter 10 Homework (Due: Friday, Mar 27) UNIT 2 EXAM (Chs. 6–10)
Week 11	Mar 30–Apr 3	Chapter 11 – Pricing	SmartBook Chapter 11 Homework (Due: Sunday, Apr 12)
Week 12	Apr 6–10	Chapter 12 – Retailing	SmartBook Chapter 12 Homework (Due: Sunday, Apr 19)
Week 13	Apr 13–17	Chapter 13 – Digital and Social Media Marketing	SmartBook Chapter 13 Homework (Due: Sunday, Apr 26)
Week 14	Apr 20–24	Chapter 14 – Branding	SmartBook Chapter 14 Homework (Due: Sunday, May 3)
Week 15	Apr 27–29	Chapter 15 – Customer Relationship Management Chapter 16 – Social Responsibility and Sustainability (Last Instructional Week)	SmartBook Chapters 15–16 Homework (Due: Monday, May 4)
—	May 1	UNIT 3 EXAM (Chs. 11–16)	—
—	May 4	Comprehensive Final Exam	—

TECHNOLOGY REQUIREMENTS

LMS Requirements:

Brightspace Platform Requirements: <https://community.brightspace.com/s/article/Brightspace-Platform-Requirements>

LMS Browser Support:

https://documentation.brightspace.com/EN/brightspace/requirements/all/browser_support.htm

YouSeeU Virtual Classroom Requirements: <https://support.youseeu.com/hc/en-us/articles/115007031107-Basic-System-Requirements>

ACCESS AND NAVIGATION

You will need your campus-wide ID (CWID) and password to log into the course. If you do not know your CWID or have forgotten your password, contact the Center for IT Excellence (CITE) at 903.468.6000 or helpdesk@etamu.edu.

Note:

Personal computer and internet connection problems do not excuse the requirement to complete all coursework in a timely and satisfactory manner. Have a backup method to deal with these problems, such as a backup PC, access to a friend's computer, local library, office service companies, Starbucks, or a ETAMU campus open computer lab.

COMMUNICATION AND SUPPORT

If you have any questions or difficulties with the course material, please contact me. Manage your time wisely and prepare for your assignments and exams. This will help you avoid late submissions and give you ample time to communicate any concerns.

Technical Support:

If you have technical difficulty with any part of Brightspace, contact Brightspace Technical Support at 1-877-325-7778, use Live Chat, or submit an issue via email.

Brightspace Support: <https://community.brightspace.com/support/s/contactsupport>.

COURSE AND UNIVERSITY PROCEDURES/POLICIES

Course Specific Procedures/Policies:

Put all deadlines in your planner, calendar, or phone. Deadlines are crucial in business, and I expect you to keep up with them. Be a contributing team member. Do your fair share and communicate with your team. Log in at least every other day during the semester and check emails daily.

AI Use and Academic Integrity Policy:

East Texas A&M University upholds a strict policy regarding the use of AI-generated content in academic work. Any use of AI tools such as chatbots, text generators, or similar technologies beyond individual word suggestions must be fully disclosed. Failure to disclose constitutes academic dishonesty (plagiarism) and will be subject to disciplinary action.

Policy Enforcement:

- If the instructor suspects unauthorized AI use, suspicion alone is sufficient to warrant academic action.
- Consequences may include:
 - Academic removal (course drop).
 - Mandatory assignment resubmission for a maximum of 50% credit.
 - Formal reporting to the Dean and Provost for further disciplinary review.

Evaluation Criteria:

The instructor reserves the right to evaluate the authenticity of student work based on in-class participation, engagement, and demonstrated comprehension of course material. Students are expected to actively contribute to discussions, complete in-class activities, and demonstrate their understanding beyond written submissions.

Detection Tools:

The instructor may use any tool or method to detect AI-generated content, not limited to TurnItIn.com. A TurnItIn score of zero does not guarantee that a submission is AI-free, as tools designed to bypass detection systems are constantly evolving. The instructor has full discretion in determining violations of this policy.

Students are fully responsible for all submitted work, including any AI-generated content, regardless of intent. Follow the instructor's guidelines carefully. If no specific policy is provided, assume AI use is strictly prohibited.

Syllabus Change Policy:

This syllabus serves as a general framework for the course. The instructor reserves the right to modify, adjust, or change any aspect of the syllabus, including but not limited to assignments, grading policies, course schedules, and evaluation criteria, at their sole discretion to better align with the course's learning objectives and the class's progress. Advance notice will be provided when feasible, though adjustments may be made at any time as deemed necessary by the instructor.

University Specific Procedures:

Student Conduct:

Follow the tenets of common decency and acceptable behavior conducive to a positive learning environment. Detailed in the Student Guidebook: <https://www.ETAMU.edu/student-code-of-conduct/>

Netiquette:

Guidelines on interacting in an online forum: Netiquette: <https://www.britannica.com/topic/netiquette>.

Attendance:

More information about the attendance policy: Attendance Policy: <http://www.ETAMU.edu/admissions/registrar/generalInformation/attendance.aspx>.

Academic Integrity:

Maintain high standards of integrity and honesty in all scholastic work. More details:

Undergraduate Academic Dishonesty:

<http://www.ETAMU.edu/aboutUs/policiesProceduresStandardsStatements/rulesProcedures/13students/undergraduates/13.99.99.R0.03UndergraduateAcademicDishonesty.pdf>.

Students with Disabilities:

If you need accommodation, contact:

Office of Student Disability Resources and Services

East Texas A&M University, Gee Library - Room 162

Phone: 903-886-5150 or 903-886-5835

Fax: 903-468-8148

Email: studentdisabilityservices@etamu.edu

Website: Office of Student Disability Resources and Services:

<http://www.ETAMU.edu/campusLife/campusServices/studentDisabilityResourcesAndServices/>

Nondiscrimination Notice:

East Texas A&M University complies with all federal and state laws prohibiting discrimination and related retaliation. Further, an environment free from discrimination based on sexual orientation, gender identity, or gender expression will be maintained.

Campus Concealed Carry Statement:

Texas Senate Bill 11 authorizes carrying a concealed handgun in university buildings by persons with a Texas License to Carry. More details: Carrying Concealed Handguns On Campus:

<http://www.ETAMU.edu/aboutUs/policiesProceduresStandardsStatements/rulesProcedures/34SafetyOfEmployeesAndStudents/34.06.02.R1.pdf>.

Open carrying of handguns is prohibited. Report violations to University Police at 903-886-5868 or 911.