

## Programme

### Qualification awarded

Bachelor of Science

### Length of the programme

48 months

### ECTS credits

240

### Level of qualification

Bachelor

### Mode

Dual

### Language

Dutch, with parts in English

### School

School of Marketing  
Management and Financial  
Economic Management

### Locations

Groningen

## Marketing

### 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.

### 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	credits
Year 1 Marketing	60
□ Block 1: The Outside World	15
▫ CELP20PFO1 - Portfolio 1	5
▫ CELP20ALO1 - ALO External Analysis	5
▫ CELP20EXA - External Analysis	3
▫ CELP20ONZ - Research	2
□ Block 2: Marketing and the Customer	15
▫ CELP20PFO2 - Portfolio 2	5
▫ CELP20ALO2 - ALO Marketing	5
▫ CELP20MCG - Marketing and Consumer Behavior	3
▫ CELP20MON - Marketing Research	2
□ Block 3: Sales	15
▫ CELP20PFO3 - Portfolio 3	5
▫ CELP20ALO3 - ALO Sales	5
▫ CELP20ENG1 - English 1	3
▫ CELP20CAL - Commercial Calculations	2
□ Block 4: The Organisation	15
▫ CELP20PFO4 - Portfolio 4	5
▫ CELP20ALO4 - ALO Organisation	5
▫ CELP20ORG - Organisation	3
▫ CELP20ENG2 - English 2	2

Year 2 Marketing	60
□ Block 5: Services Marketing	15
▫ CELH0WEA5 - Work Activities 5	4
▫ CELH0STB5 - Academic Counselling 5	1
▫ CELB16ALO5 - Services Marketing Action Learning	4
▫ CELB16FMA - Financial Management	2
▫ CELB18HRM - Human Resource Management	2
▫ CELH0ENG3 - English 3	2
□ Block 6: Sales Management	15
▫ CELH0WEA6 - Work Activities 6	4
▫ CELH0STB6 - Academic Counselling 6	1
▫ CELH0ALO6 - Sales Management Action Learning	4
▫ CELB17RHT - Law	2
▫ CELH0SAL - Sales Conversation	2
▫ CELH0ENG4 - English 4	2
□ Block 7: Product Development and Project Management	15
▫ CELH0WEA7 - Work Activities 7	4
▫ CELH0STB7 - Academic Counselling 7	1
▫ CELB16ALO7 - Product Development and Project Management Action Learning	5
▫ CELB16MOZ - Market Research	3
▫ CELB14ENG5 - English 5	2
□ Block 8: Market Research 1	15
▫ CELH0WEA8 - Work Activities 8	4
▫ CELH0STB8 - Academic Counselling 8	1
▫ CELB14ALO8 - Research Plan Action Learning	4
▫ CELH3STA - Statistics with SPSS	4
▫ CELH0CON - Consumer Behaviour	2
Year 3 Marketing	60
□ Block 9: Market Research 2	15
▫ CELH0WEA9 - Work Activities 9	4
▫ CELH0STB9 - Academic Counselling 9	1
▫ CELB15ALO9 - Effectuation Market Research Action Learning	4
▫ CELH0OND - Research Methods	2
▫ CELH3ONL1 - Online Marketing 1	2
▫ CELB19MKC - Marketing Communication	2
□ Block 10: Strategic Marketing 1	15
▫ CELH0WEA10 - Work Activities 10	4
▫ CELH0STB10 - Academic Counselling 10	1
▫ CELB19ALO10 - Strategic Marketing 1 - Action Learning	5
▫ CELB19ONL2 - Online Marketing 2	4
▫ CELB15ENG6 - English 6	1
□ Block 11: Strategic Marketing 2	15
▫ CELH0WEA11 - Work Activities 11	4
▫ CELH0STB11 - Academic Counselling 11	1
▫ CELB16ALO11 - Strategic Marketing 2 - Action Learning	4
▫ CELB16STR2 - Strategic Marketing 2	2
▫ CELH3EXP - Export Plan	2
▫ CELH3IMK - International Marketing	2
□ Block 12: Management Control en Accountability	15
▫ CELH0WEA12 - Work Activities 12	4
▫ CELH0STB12 - Academic Counselling 12	1
▫ CELB15ALO12 - Management Control - Action Learning	4
▫ CELH1MAC - Management Control and Accountability	4
▫ CELB15ENG7 - English 7	2
Year 4 Marketing	60
□ Block 13: Strategic Analysis	15
▫ CELB16VAM - Change Management	5
▫ CELB16PVA - Plan of Approach	5
▫ CELB16UOZ - Implementation Research	5
□ Block 14: Consulting and Implementation	15
▫ CELB16AEO - Analysis and Options	6
▫ CELB16AEI - Advice and Implementation	6
▫ CELB16ELP - Evaluation Plan	3
□ Block 15 and 16: Graduation	30
▫ CELB16AO - Graduation Project	29
▫ CELB19EPF - Final Portfolio	1

