

Teaching guide

IDENTIFICATION DETAILS

Degree:	Marketing		
Field of Knowledge:	Social and Legal Science		
Faculty/School:	Law, Business and Governance		
Course:	TRADE MARKETING		
Type:	Optional	ECTS credits:	3
Year:	3	Code:	7655
Teaching period:	Sixth semester		
Area:	Commercial and Sales Management		
Module:	Development and practical application of knowledge acquired		
Teaching type:	Classroom-based		
Language:	Spanish		
Total number of student study hours:	75		

SUBJECT DESCRIPTION

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SKILLS

Basic Skills

Students must have demonstrated knowledge and understanding in an area of study that is founded on general secondary education. Moreover, the area of study is typically at a level that includes certain aspects implying knowledge at the forefront of its field of study, albeit supported by advanced textbooks

Students must be able to apply their knowledge to their work or vocation in a professional manner and possess skills that can typically be demonstrated by coming up with and sustaining arguments and solving problems within their field of study

Students must have the ability to gather and interpret relevant data (usually within their field of study) in order to make judgments that include reflections on pertinent social, scientific or ethical issues

Students must be able to convey information, ideas, problems and solutions to both an expert and non-expert audience

Students must have developed the learning skills needed to undertake further study with a high degree of independence

General Skills

Capacity for analytical, synthetic thought applied to business decision-making.

An ability to accomplish goals and solve problems, showing an ability to adapt to and make decisions in all manner of business management situations.

To understand marketing and enterprise as a service for the people within a company and society in general.

An ability to organise and plan for the purposes of marketing and business management.

An ability to design and manage projects in the field of marketing and sales organisation.

Specific skills

To be familiar with and analyse those market forces affecting business activity.

To be able to design and manage projects.

To be able to use trade marketing techniques to win the commercial battle at the point of sale.

To be able to promote, channel, analyse and incorporate innovations into the marketing strategy associated with the development and articulation of the various elements.

DISTRIBUTION OF WORK TIME

CLASSROOM-BASED ACTIVITY	INDEPENDENT STUDY/OUT-OF-CLASSROOM ACTIVITY
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30 hours	45 hours
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