



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

E-business Marketing

### Course

Field of study

Engineering Management

Area of study (specialization)

Managing Enterprise of the Future

Level of study

Second-cycle studies

Form of study

part-time

Year/Semester

1/2

Profile of study

general academic

Course offered in

Polish

Requirements

compulsory

### Number of hours

Lecture

8

Laboratory classes

Tutorials

10

Projects/seminars

Other (e.g. online)

### Number of credit points

4

### Lecturers

Responsible for the course/lecturer:

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### Prerequisites



The student has basic information on marketing methods and tools, marketing research and internet applications.

### Course objective

Acquiring knowledge about marketing methods of running a business, the model of which is based on ICT solutions, in particular Internet applications. Acquiring the ability to use tools supporting the development of business activity from the exchange of information between market entities (producers, distributors and recipients of products) to on-line transactions.

### Course-related learning outcomes

#### Knowledge

The student describes the connections in network organizations and their impact on marketing strategies in e-business, including the analysis of buyer behavior in the online space [P7S\_WG\_06].

The student distinguishes between methods of obtaining data on the behavior of market participants in e-business, including marketing research and analysis of marketing strategies on the Internet [P7S\_WG\_07].

#### Skills

The student applies theoretical foundations of marketing to analyze and interpret processes and phenomena in e-business and formulates his/her own opinions and hypotheses on the effectiveness of online marketing activities [P7S\_UW\_01].

The student critically evaluates the effectiveness and usefulness of various marketing tools in the digital environment [P7S\_UW\_03].

The student independently develops marketing strategies for e-business activities, taking into account modern online tools and platforms [P7S\_UW\_04].

#### Social competences

The student demonstrates the ability to collaborate in interdisciplinary teams through active participation in e-business marketing projects, where he/she combines knowledge from different fields (marketing, technology, management) and presents the results of this collaboration in the form of project reports or case studies [P7S\_KK\_01].

The student manages marketing projects in the digital environment, making substantive contributions to the development of e-marketing strategies [P7S\_KO\_01].

The student plans and manages marketing initiatives in the online space, effectively using available digital tools and platforms [P7S\_KO\_03].

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Formative assessment:



- in the scope of tutorials: on the basis of reports (self-made tasks), progress in teamwork on tasks assigned in the group

- in the scope of lectures: based on oral and written answers to questions covering issues discussed in the current and already held lectures.

Summative rating:

- in the field of tutorials: an assessment resulting from partial grades for activities during classes, a test to check knowledge,

- in the scope of lecture classes: colloquium in the form of a written work - based on descriptive answers to open questions - credit on the basis of a minimum of 51% of points available.

### Programme content

The essence and importance of e-marketing in developing business. Marketing methods and tools in running a business. The product and its structure in -e-business. Analyze the behavior of buyers in the Internet space. Marketing research in e-business. Analysis of marketing strategies on the internet. Available platforms and applications used to run e-business. Branding on the Internet. Social communication for the business need. Promotion on the Internet. Internet of things. Prospects for the development of network technologies and their impact on marketing practice and theory.

Classes: Outbound and Inbound Marketing. Product, internet product, stuff marketing. Client, consumer.... persona. Promotion on the Internet, Google Ads. Google Analytics Internet Activity Research. Effectiveness of activities in the SEO network, SEM.

### Teaching methods

Lecture classes are conducted in the form of multimedia presentations confirmed by examples.

Classes are conducted using the case method, based on solving practical examples (tasks). During the exercises, a round table discussion takes place. Preparation for classes requires student's independent work, including work with a book.

Exercises are conducted on the basis of case studies (case studies) with the use of scoring (graded) discussion; students work (carry out tasks) in predetermined groups. Exercises require independent (in consultation with the teacher) solution to a given problem (risk assessment at a selected workplace).

### Bibliography

Basic

1. Mazurek, G., (2022). E-marketing: planowanie, narzędzia, praktyka, Wydawnictwo Poltext, Warszawa;
2. Dejnaka, A., (2023) Proces podejmowania decyzji zakupowych przez e-konsumentów w kontekście mediów społecznościowych, Wydanie II, Wyd. CeDeWu, Warszawa;
3. Cyfryzacja w zarządzaniu, red. Laskowska-Rutkowska. A., Wyd CeDeWu, Warszawa, 2020



4. Systemy informacyjne w przedsiębiorstwach handlowych, wspomaganie decyzji w strategicznych i operacyjnych obszarach działalności marketingowej, Rutkowski., I., Wyd PWE, Warszawa, 2021
5. Mazurek G., E-marketing strategia planowanie praktyka, Wyd. Poltext, 2018
6. Funkcjonowanie e-biznesu, zasoby, procesy, technologie pod redakcją Marii Czajkowskiej i Macieja Malarskiego. Wydawnictwo Uniwersytetu Łódzkiego, 2015
7. Wódkowska D., E-biznes w Polsce; Uniwersytet Mikołaja Kopernika w Toruniu, Polskie Towarzystwo Ekonomiczne, 2015
8. Mazurkiewicz-Pizło A., Pizło W., Marketing, Wyd. PWE, Warszawa 2017
9. Michalski E., Marketing, Wydawnictwo Naukowe PWN, 2017

#### Additional

1. Chaffey D., Digital Business i E-Commerce Management, Strategia, Realizacja, Praktyka, Wyd. PWN, Warszawa, 2020;
2. Goliński M., Metody badań potrzeb informacyjnych, w: Zintegrowany system dostępu do informacji w przestrzeni miejskiej z wykorzystaniem GPS i GIS, praca pod redakcją M.Golińskiego i M. Szafrąńskiego, Wyd. Politechniki Poznańskiej, Poznań 2012
3. Sznajder A., Technologie mobilne w marketingu, Wyd. Wolters Kluwer, Warszawa 2014
4. Falls J., Deckers E., Media społecznościowe bez ściemy. Jak kreować markę, Wydawnictwo . Helion, Gliwice 2013
5. Goliński M., Methodology of research into information needs, [in] Integrated support system for access to information in urban space with use of GPS and GIS systems, edited by M. Goliński i M. Szafrąński, Wydawnictwo Politechniki Poznańskiej, Poznań 2012

#### Breakdown of average student's workload

	Hours	ECTS
Total workload	100	4,0
Classes requiring direct contact with the teacher	20	1,0
Student's own work (literature studies, preparation for laboratory classes/tutorials, preparation for tests/exam, project preparation) <sup>1</sup>	80	3,0

<sup>1</sup> delete or add other activities as appropriate