

THE UNIVERSITY OF TEXAS AT EL PASO
College of Business Administration

Spring 2026

MKTG 3300 – Principles of Marketing

CRN 27101



Instructor: Delfina Glenn, Associate Professor of Practice

Class Meetings: Mon/Wed/Fri COBA BUSN 321 11:30 am-12:20 pm

Office: Room 249 COBA

Contact: djglenn@utep.edu

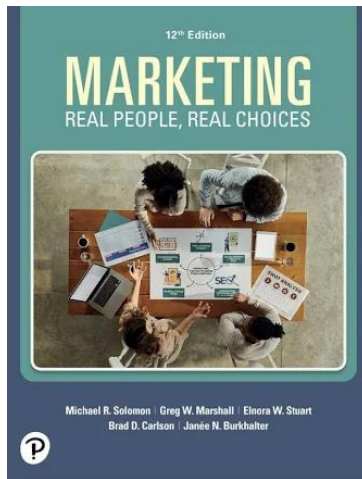
Office Hours: Tues/Thurs 10:30 – 12:30, 3-4 Mon/Wed 9:30 – 11:20

Course Description: This course will provide a comprehensive introduction to Marketing concepts, principles, strategies, and its role in business.

Course Learning Objectives:

Objective	Edge Advantages	Activities	Assessments
Acquire the knowledge and skills needed for today's marketing environment	Critical Thinking Problem Solving	Reading material, In class lectures, in-class discussions	Exams, MyLab Activities
Develop an understanding of marketing principles, including the marketing mix and consumer behavior	Critical Thinking Problem Solving	Reading material, In class lectures, in-class discussions	Exams, MyLab Activities
Analyze and evaluate target markets through market segmentation to develop positioning strategies that meet consumers needs	Critical Thinking Problem Solving	Reading material, In class lectures, in-class discussions	Exams, MyLab Activities
Develop a comprehensive marketing strategy, including product development, pricing, distribution, and promotion	Teamwork Critical Thinking Communication	Marketing Plan	Marketing Plan Presentation

Required Textbook:



Marketing: Real People, Real Choices, 12th Edition by Michael R. Solomon, Greg W. Marshall, Elnora W. Stuart, Brad D. Carlson, Janee N. Burkhalter

ISBN - 9780135347584

The textbook and access to MyLab Marketing are required materials for this Marketing course.

Course Assignments & Grading:

A = 1000-900 Points B = 899-800 Points C = 799-700 Points D = 699-600 Points F = 599 and below

Participation: 140 Points

Dynamic Study Models (12 @ 10 pts): 120 Points

MyLab Mini Sims (12 @ 20 pts): 240 Points

Marketing Plan: 100 Points

Presentation: 100 Points

Exams (3 @ 100 pts): 300 Points

Participation & Class Attendance: To be successful in this class you must attend. You are responsible for materials covered in class, reading the chapters and participating in class discussions. Exams will be partially based on lectures. Please, arrive on time and take your seat quickly and quietly to avoid disrupting others. The use of laptops and tablets is permitted during class time to access Blackboard and MyLab.

Dynamic Study Modules: Students will access MyLab to complete the dynamic study module for the assigned chapters. Assignments are due on Sundays at 11:59 p.m. MST the week assigned. Late assignments will incur a 30% reduction in grade.

MyLab Assignments: Students will access MyLab to complete my sim assignments. Assignments are due on Sundays at 11:59 p.m. MST the week assigned. Late assignments will incur a 30% reduction in grade.

Marketing Plan/Presentation: Teams of 4-5 will need to be created and emailed to me. If you can not find a group please contact me and I will assign you to a group. Your team will create and present a comprehensive Marketing Plan for an assigned product. A power point presentation will be turned in by

the team on the date of your presentation to the class. All project requirements and grading rubric will be posted on Blackboard.

Exams: There will be three exams worth 100 points each. Exams will consist of approximately 40 multiple choice questions. All exams will be held in class. Students are required to bring their laptops on the date of the exam. You will be asked to use the Respondus Lockdown Browser (RLB) for all exams. Exam dates and topics appear in the course schedule below.

NOTE: There are no makeups for exams. Severe illness or emergency will be the only reason I will consider a makeup; however, documentation must be provided before it will be considered.

*Tentative Schedule

Dates	Topics	Chapter	Readings and Activities
Week 1 (Jan 21, Jan 23)	Introduction to the course		Class Introduction & Syllabus Review
Week 2 (Jan 26, Jan 28, Jan 30)	Welcome To Marketing Strategic Mktg Plan Marketing Plan Rubric	1 & 3	Read Chapter 1 & 3 Complete Dynamic study Model and MyLab mini sim
Week 3 (Feb 2, Feb 4, Feb 6)	Marketing Research	4	Read Chapter 4 Complete Dynamic study Model and MyLab mini sim Submit product team
Week 4 (Feb 9, Feb 11, Feb 13)	Marketing Analysis	5	Read Chapter 5 Complete Dynamic study Model and MyLab mini sim
Week 5 (Feb 16, Feb 18, Feb 20)	Exam Study Session/Review & Exam		Exam 1 Ch. 1, 3-5
Week 6 (Feb 23, Feb 25, Feb 27)	Understand Consumer and Business Markets	6	Read Chapter 6 Complete Dynamic study Model and MyLab Activities
Week 7 (Mar 2, Mar 4, Mar 6)	Segmentation, Target Marketing & Positioning	7	Read Chapter 7 Complete Dynamic study Model and MyLab mini sim

Week 8 (Mar 9, Mar 11, Mar 13)	Product I: Innovation & New Product Development Product II: Product Strategy, Branding, and Product Management	8,9	Read Chapter 8-9 Complete Dynamic study Model and MyLab mini sim
Spring Break (Mar 16-20)			
Week 9 (Mar 23, Mar 25) Mar 27 Day Off	Exam Study Session/Review & Exam		Exam 2 Ch. 6-10
Week 10 (Mar 30, Apr 1, Apr 3)	Pricing	10	Read Chapter 10 Complete Dynamic study Model and MyLab mini sim
Week 11 (Apr 6, Apr 8, Apr 10)	Deliver the Goods: Determine the Distribution Strategy	11	Read Chapter 11 Complete Dynamic study Model and MyLab mini sim
Week 12 (Apr 13, Apr 15, Apr 17)	Promotion I: Planning & Advertising Promotion II: Social Media Platforms & Other Promo elements	13 & 14	Read Chapter 13 & 14 Complete Dynamic study Model and MyLab mini sim
Week 13 (Apr 20, Apr 22, Apr 24)	Exam Study Session/Review & Exam		Exam 3 Ch 10-14
Week 14 (Apr 27, Apr 29, May 1)	Project Work Days		Project Presentations
Week 15 (May 5, May 7)	Project Presentations		Project Presentations

*Schedule subject to minor changes

Copyright Statement for Course Materials: All materials used in this course are protected by copyright law. The course materials are only for the use of students currently enrolled in this course and only for the purpose of this course. They may not be further disseminated.

Technology Requirements: The main online platform for this course is Blackboard. Students can access Blackboard through UTEP's website (www.utep.edu) or directly at MyUTEP (www.my.utep.edu/My). Blackboard works best with Google Chrome or Mozilla Firefox. To learn about Blackboard features visit:

https://www.utep.edu/technologysupport/ServiceCatalog/BB_Students.html

For Blackboard assistance please call the IT Helpdesk at 915-747-4357 or visit <https://www.utep.edu/technologysupport/>

NOTE: While you can use your phone to access Blackboard and review the assignments, it is strongly discouraged, as the viewing capabilities are limited on mobile phones.

Course Communication:

Here are the ways we can keep the communication channels open:

- Office Hours: I will have office hours for your questions and comments about the course. My office hours are in-person, however, you can request a virtual meeting and I will send you a Zoom link. Please see the days and times at the top of this syllabus.
- Email: UTEP e-mail is the best way to contact me. I will make every attempt to respond to your e-mail within 24 hours of receipt. When e-mailing me, be sure to email from your UTEP student e-mail account and please put the course number and time of the class in the subject line. In the body of your e-mail, clearly state your question. At the end of your e-mail, be sure to put your first and last name, and your university identification number.
- Announcements: Check the Blackboard announcements frequently for any updates, deadlines, or other important messages.

Class drop: The last day to drop the class with a “W” is April 2, 2026. The student MUST contact an advisor to drop this course. If a student does not drop the class with an advisor and stops coming to class, the student will receive an “F”.

COBA Advising:

<https://www.utep.edu/business/UndergraduatePrograms/advisingresources/AdvisingAppointment.html>

Excused Absences and/or course drop policy: According to UTEP Catalog, “At the discretion of the instructor, a student can be dropped from a course because of excessive absences or lack of effort. A grade of “W” will be assigned before the course drop deadline and a grade of “F” after the course drop deadline.” See Policies and Regulations in the UTEP Undergraduate Catalog for a list of excuse absences. Therefore, if I find that, due to non-performance in the course, you are at risk of failing, I will drop you from the course. I will provide 24 hours advance notice via email.

Accommodations Policy:

The University is committed to providing reasonable accommodations to students with documented disabilities. Students who become pregnant may also request reasonable accommodations, in accordance with state and federal laws and regulations and University policy. Accommodations that constitute undue hardship are not reasonable. To make a request, please register with the UTEP Center for Accommodations and Support Services (CASS). Contact CASS at 915-747-5148, email them at cass@utep.edu, or apply for accommodations online via the CASS portal.

Scholastic Integrity:

Academic dishonesty is prohibited and is considered a violation of the UTEP Handbook of Operating Procedures. It includes, but is not limited to, cheating, plagiarism, and collusion. Cheating may involve copying from or providing information to another student, possessing unauthorized

materials during a test, or falsifying research data on laboratory reports. Plagiarism occurs when someone intentionally or knowingly represents the words or ideas of another as ones' own. Collusion involves collaborating with another person to commit any academically dishonest act. Any act of academic dishonesty attempted by a UTEP student is unacceptable and will not be tolerated. All suspected violations of academic integrity at The University of Texas at El Paso must be reported to the Office of Student Conduct and Conflict Resolution (OSCCR) for possible disciplinary action. To learn more, please visit HOOP: Student Conduct and Discipline.

Guidance On Artificial Intelligence:

AI allowed only with prior permission from instructor.

Use of AI technologies or automated tools, particularly generative AI such as ChatGPT or DALL-E, is **only allowed with approval from the instructor BEFORE being used**. Without permission, you will be expected to think creatively and critically to complete assignments without assistance from these tools.

If given permission to use any of these tools, students must properly cite and give full credit to the program used upon submission of every relevant assignment. For example, text generated using ChatGPT must be cited:

Chat-GPT(version). Date of query (year/month/day). "Text of your query."
Generated using OpenAI. <https://chat.openai.com/>

A short paragraph describing how the tool(s) was/were used for the assignment must be included.

Plagiarism Detection Software:

Some of your course work and assessments may be submitted to SafeAssign, a plagiarism detecting software. SafeAssign is used to review assignment submissions for originality and will help you learn how to properly attribute sources rather than paraphrase.

Course Resource

UTEP provides a variety of student services and support. Please refer to the QR code below for a listing of campus resources.

