

Modul-Nr./ Module-Code	BMSIB6100
Modulbezeichnung / Module title	e-Marketing
Semester or Trimester	6 th
Dauer des Moduls / Duration of the module	1 Semester
Art des Moduls (Pflicht, Wahl, etc.) / Module type (Compulsory, Elective etc.)	Major (Elective)
Ggfs. Lehrveranstaltungen des Moduls / If applicable: Sub-modules	-
Häufigkeit des Angebots des Moduls / The module is offered ...	Annually (summer semester)
Zugangsvoraussetzungen / Prerequisites for attending	Recommendable: Successful completion of BMS foundation courses
Verwendbarkeit des Moduls für andere Module und Studiengänge / Applicability of the module for other modules and degree courses	The module is designed to provide students with a sound understanding of current marketing trends on the internet and selected other innovative forms (e.g. mobile marketing).
Lehrsprache / Language of Instruction	English
Zahl der zugeteilten ECTS credits / Number of ECTS credits	5
Gesamtworkload und ihre Zusammensetzung / Workload and its composition	150 hours (118 h self-study; 32 h contact time)
SWS / Semester periods per week	2
Art der Prüfung / Assessment methods	Project work with a documentation (6.000 words) and a presentation (20 minutes)
Gewichtung der Note in der Gesamtnote / Weight in final grade	4 %
Qualifikationsziele des Moduls / Learning outcomes of the module	<p><u>Knowledge & Understanding:</u> The module is designed to provide students with the necessary knowledge and skills in the field of electronic marketing to understand the current trends thoroughly and work effectively with them. Particular attention is paid to the practice of usability of internet portals and online advertising.</p> <p><u>Applying knowledge & understanding</u> Lectures, case studies, class discussions, projects</p> <p><u>Making judgements</u> Students are encouraged to devise and sustain arguments about e marketing issues.</p> <p><u>Communication</u> Students are expected to present their arguments independently in written and oral form.</p>

	<p><u>Learning skills</u> The module provides the necessary skills needed to study further with a high level of individual autonomy.</p>
Inhalte des Moduls / Syllabus	Basic forms of e-marketing – technological developments – current developments – usability on the internet – online advertising – mobile marketing.
Lehr- und Lernmethoden des Moduls / Teaching Methods of the Module	Lectures, case studies, class discussions, projects.
Besonderes / Special Features	-
Literatur / Literature	<p>Clark, A., SEO 2017: Learn search engine optimization with smart internet marketing strategies, CreateSpace Independent Publishing 2016.</p> <p>Holiday, R., Growth Hacker Marketing: A Primer on the Future of PR, Marketing, and Advertising, Portfolio 2014.</p> <p>Scott, D., The New Rules of Marketing and PR, Wiley 2015.</p> <p>Vaynerchuk, G., #AskGaryVee: One Entrepreneur's Take on Leadership, Social Media, and Self-Awareness, Harper Business 2016.</p>