


Due to the COVID-19 crisis, the information below is subject to change, in particular that concerning the teaching mode (presential, distance or in a comodal or hybrid format).

5 credits	30.0 h	Q1
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Teacher(s)	Lambert Nicolas ;
Language :	English
Place of the course	Louvain-la-Neuve
Main themes	<p>This course will tackle the new challenges that marketers have to meet when designing their marketing strategy in the fast-changing digital landscape. The new digital environment had a major impact on consumers' habits and needs. As a result, the way to understand the way to understand, communicate and reach consumers has changed dramatically. Companies have now to be in contact with the consumer wherever he is, on whatever devices he uses and at any moment of the day. Traditional marketing is over and a series of new marketing concepts need to be understood to be effective in this new environment.</p> <p>Moreover, companies need to be able to manage, analyse and take actions on big data generated. This has an impact on the way companies should manage and structure their marketing department. This is complex and requires new skills that companies do not always have.</p> <p><b>The objectives of the course are to:</b></p> <ul style="list-style-type: none"> <li>• Review the latest changes affecting the marketing strategy ( situation analysis, segmentation and positioning)</li> <li>• Understand how the marketing organization has to be adapted to take into account the new digital environment</li> <li>• Review how to manage brands in this new environment taking into account traditional and digital marketing tools.</li> </ul>
Aims	<p><b>On successful completion of this program, each student will acquire the following skills :</b></p> <ul style="list-style-type: none"> <li>• Knowledge and reasoning</li> <li>• Project management</li> <li>• Communication and interpersonal skills</li> <li>• Leadership and team work</li> </ul> <p>1</p> <p><b>The course will help students to :</b></p> <ol style="list-style-type: none"> <li>1. Understand how marketing must change in light of the new digital landscape,</li> <li>2. Review how to strategically manage brands in this new digital environment</li> <li>3. Learn how to develop a marketing strategy and plan taking into account traditional and new digital tools.</li> </ol> <p>-----</p> <p><i>The contribution of this Teaching Unit to the development and command of the skills and learning outcomes of the programme(s) can be accessed at the end of this sheet, in the section entitled "Programmes/courses offering this Teaching Unit".</i></p>
Evaluation methods	<p><b>Due to the COVID-19 crisis, the information in this section is particularly likely to change.</b></p> <p>Written exam (70% of the points)</p> <p>Group work (30% of the points)</p> <p>Malus points will be attributed (up to 3 points) if the individual work is not done on time / poorly done or due to the absence to the conferences.</p>
Teaching methods	<p><b>Due to the COVID-19 crisis, the information in this section is particularly likely to change.</b></p> <p>Lectures, case studies, videos, homeworks to be handed over on Moodle, group work. Conferences with external experts (presence mandatory) - Due to the COVID crisis, most lectures will be done virtually via Teams.</p>
Content	<ol style="list-style-type: none"> <li>1. Marketing revolution in the new digital landscape</li> <li>2. Impact of the digital landscape on strategic marketing</li> <li>3. Key changes in the media landscape</li> <li>4. The power of social media</li> <li>5. New digital communication tools</li> <li>6. Big data, artificial intelligence and privacy</li> </ol>

Bibliography	<b>Reference book:</b> DIGITAL MARKETING, CHAFFEY AND CHADWICK, 7th edition. Pearson <i>Syllabi available at the DUC</i>
Faculty or entity in charge	CLSM

<b>Programmes containing this learning unit (UE)</b>				
Program title	Acronym	Credits	Prerequisite	Aims
Master [120] in Management	GEST2M	5		
Master [120] in Law [Double Degree Law-Management: for Bachelors in Law]	DROI2M	5		