



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Marketing in Transport [S1Trans1>MwT]

### Course

Field of study

Transport

Year/Semester

1/1

Area of study (specialization)

–

Profile of study

general academic

Level of study

first-cycle

Course offered in

Polish

Form of study

full-time

Requirements

compulsory

### Number of hours

Lecture

15

Laboratory classes

0

Other (e.g. online)

0

Tutorials

0

Projects/seminars

0

### Number of credit points

1,00

### Coordinators

dr Karolina Tyc-Szmil

karolina.tyc-szmil@put.poznan.pl

### Lecturers

dr Karolina Tyc-Szmil

karolina.tyc-szmil@put.poznan.pl

### Prerequisites

Knowledge: the student has a basic knowledge of transport, its role in the economy and society. Skills: the student is able to interpret phenomena occurring in organizations, formulate opinions, draw conclusions. Social competencies: the student is able to work in a group, shows independence in solving problems, acquiring and improving the acquired knowledge.

### Course objective

To familiarize students with the concepts of marketing in transport and logistics, building an effective marketing strategy and its implementation in transport and logistics companies.

### Course-related learning outcomes

Knowledge:

The student has knowledge of important directions of development and the most important technical achievements and other related scientific disciplines, in particular transport engineering.

The student has a basic knowledge of managing and running a business and knows the general rules of creating and developing forms of individual entrepreneurship.

### Skills:

The student is able to properly plan and conduct perform experiments, including measurements and computer simulations, interpret the obtained results, and correctly draw conclusions.

The student is able to see in the process of formulating and solving tasks in the field of transport engineering also non-transport aspects, in particular social, legal and economic issues.

### Social competences:

The student is able to think and act in an entrepreneurial manner, including finding commercial applications for the created system, bearing in mind not only the business benefits, but also the social benefits of the conducted activity.

### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Learning outcomes presented above are verified as follows:

Activity at lectures, including participation in discussions.

A final test to verify the learning outcomes.

### Programme content

1. The concept and importance of marketing in the modern economy. Marketing - genesis, the concept and its importance. Marketing as a tool for entrepreneurs.
2. Marketing management. The concept of the product (including transport services), production, sales and marketing, demand.
3. Quality of products and services. Customer service and building customer satisfaction. Value added products and services (including transport).
4. Basics of market-oriented strategic planning. Structure of enterprises, elements of strategic planning, the concept of strategic business units.
5. Creation of marketing programs - marketing mix. Marketing management process, strategies design and marketing plans development.
6. Marketing research. Analysis of the basic components of marketing research - interview, research, marketing decisions" support system.

### Course topics

none

### Teaching methods

Problem lecture with a multimedia presentation.

### Bibliography

#### Basic

1. P. Kotler, K.L. Keller, Marketing, Rebis, Poznań 2022
2. P. Kotler, H. Kartajaya, I. Setiawan, Marketing 5.0, MT Biznes, Warszawa 2021
3. P. Kotler, H. Kartajaya, I. Setiawan, Marketing 6.0, MT Biznes, Warszawa 2023
4. G. Rosa, M. Jedliński, U. Chrachol-Barczyk, Marketing usług logistycznych, C.H. Beck, Warszawa 2017
5. K. Tyc-Szmil, Marketing in Transport. Lecture materials, Poznań University of Technology (in Polish).

#### Additional

1. J. Dyczkowska, Marketing usług logistycznych, Difin, Warszawa 2014
2. D. Rucińska, A. Ruciński, O. Wyszomirski, Zarządzanie marketingowe na rynku usług transportowych, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2005
3. [www.marketingpower.com](http://www.marketingpower.com)
4. Marketing i Rynek, Polskie Wydawnictwo Ekonomiczne

### Breakdown of average student's workload

	Hours	ECTS
Total workload	30	1,00
Classes requiring direct contact with the teacher	15	0,50
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	15	0,50