

Course Description – Curriculum 2013

Subject: MK422 Entrepreneurial Marketing

Credits: 3

Prerequisite: MK201

Description: A study of key entrepreneurial marketing theories, concepts, and strategies that can be applied to both established and start-up firms operating in fast-changing, volatile business environments. The course begins with a discussion of the evolution of the interface between marketing and entrepreneurship and continues with an exploration of the underlying elements of entrepreneurial marketing. The main emphasis of this course is on how to proactively identify, evaluate, and exploit market opportunities in order to acquire and retain profitable customers. Through a series of hands-on case studies, students will learn how to formulate entrepreneurial marketing strategies using innovative approaches to risk management, resource leveraging, and value creation.