

**COURSE DATA****DATA SUBJECT**

**Code:** 35840  
**Name:** Applied marketing research  
**Cycle:** Undergraduate Studies  
**ECTS Credits:** 6  
**Academic year:** 2025-26

**STUDY (S)**

Degree	Center	Acad. year	Period
1313 - Degree in Business Management and Administration	Facultat d'Economia	4	First quarter

**SUBJECT-MATTER**

Degree	Subject-matter	Character
1313 - Degree in Business Management and Administration	Knowing the market and the consumer	ELECTIVES

**COORDINATION**

ALDAS MANZANO JOAQUIN

**SUMMARY**

Consumer and Market Intelligence subject is designed to allow students to gain insight on the key factors that condition markets and consumer behaviour. Applied Marketing Research evaluates different research designs that can be used to face real marketing managerial problems: market segmentation, brands positioning, consumer preferences, etcetera.

**PREVIOUS KNOWLEDGE****RELATIONSHIP TO OTHER SUBJECTS OF THE SAME DEGREE**

There are no specified enrollment restrictions with other subjects of the curriculum.

**OTHER REQUIREMENTS**

Basic knowledge gained in Marketing Research fundamentals (3rd course), more specifically the general marketing research process and how to design questionnaire attending managerial marketing problems

**COMPETENCES / LEARNING OUTCOMES**



### 1313 - Degree in Business Management and Administration

Be able to adapt to new situations.

Be able to apply economic principles for the diagnosis and resolution of social problems such as immigration, discrimination and others that affect society and the market.

Be able to contribute positively to raising awareness of environmental and social issues and to overcoming all forms of discrimination, as essential factors for economic development and poverty alleviation.

Be able to coordinate activities.

Be able to define, solve and present complex problems systemically.

Be able to develop the processes and tools for information gathering used in marketing and know the main methodologies for information analysis.

Be able to identify the external client to whom the organisation is addressed.

Be able to identify the needs of different types of customers.

Be able to learn autonomously.

Be able to make decisions.

Be able to make decisions under certainty and uncertainty environments.

Be able to relate the different elements that interact in the decisions of individuals.

Be able to solve complex marketing problems such as market segmentation, positioning and perception.

Be able to solve problems.

Be able to take relationships with customers beyond the interchange situations.

Be able to transmit and communicate complex ideas and approaches to both specialised and lay audiences.

Be able to understand the mechanisms of the market, of competition and of consumers and buyers by means of analysing the information available and that obtained from any possible source, and be able to organise, control and manage the resources and commercial capacities to adapt the company's offer and messages to the needs of its clients.

Be able to use ICTs in the field of study.

Be able to work in a team.

Demonstrate capacity for analysis and synthesis.

Demonstrate oral and written communication skills in the native language.



Have critical and self-critical capacity.

Have initiative and entrepreneurial spirit.

Have interpersonal skills.

Have organisation and planning skills.

Know the basic techniques, methods and instruments linked to behaviour analysis.

Know the main models of purchasing behaviour and how to influence them.

Know the main variables that affect the behaviour of different types of consumers.

Manage time effectively.

Show commitment to ethics and social responsibility.

Show creativity.

Show leadership and skills for mobilising the capacities of others.

Show motivation for quality.

Understand the impact of economic, political, legal, socio-cultural, technological and environmental variables on business activity.

Understand the keys to the functioning of the market and the effects of its different structures.

## DESCRIPTION OF CONTENTS

### **1. Analytical tools to evaluate marketing actions**

Statistical tools to analyze the results of experimental designs

### **2. Analytical tools for marketing segmentation**

Description of the analytical tools we need for marketing segmentation, from questionnaire design to segments description

### **3. Analytical tools for positioning maps**

Description of the analytical tools that help us to create positioning maps, from questionnaire design to evaluation of the competitor clusters



#### 4. Qualitative analytical tools in marketing research

Analytical tools that are suitable to perform marketing research when the managerial problem is not an structured one

#### 5. Quantitative-qualitative mixed tools for marketing research

Analytical tools that combine quantitative and qualitative approaches to face with non-structured managerial problems

### WORKLOAD

#### PRESENCIAL ACTIVITIES

Activity	Hours
Theory	30,00
Classroom practices	30,00
<b>Total hours</b>	<b>60,00</b>

#### NON PRESENCIAL ACTIVITIES

Activity	Hours
Attendance at other activities	0,00
Individual or group project	45,00
Independent study and work	0,00
Preparation of lessons	45,00
Preparation for assessment activities	0,00
Resolution of case studies	0,00
<b>Total hours</b>	<b>90,00</b>

### TEACHING METHODOLOGY

- In class. The lecturer will make an introduction of the topic based on a real world marketing research situation that will be complemented with study of the textbooks by the students.
- Lab session. A case will be presented and data delivered. Students will individually get the output from the statistical software and a preliminary discussion will take place in the lab. Groups will be formed and a discussion of the results will take place in them. The following week one of the groups will present their conclusions.

### EVALUATION

1. Written examination (50%) based on a case study similar to those delivered in the lab sessions.



At least a 5 over 10 is necessary in this part to average the other parts.

2. Group assignments (40%) delivered during the semester. A peer-to-peer evaluation will be mandatory and will be taken into account. This percentage cannot be incorporated to the mark in the second take of the exam in July.
3. In-class attendance and participation (10%) according to lecturer appreciation of the student commitment. This percentage cannot be incorporated to the mark in the second take of the exam in July.

## REFERENCES

- Hair, J.F., Anderson, R.E., Tatham, R.L. y Black , W. (1999). Análisis multivariante. 5ª edición. Madrid: Prentice Hall
- Aldás, J. y Uriel, E. (2017) . Análisis multivariante aplicado con R. Madrid: Paraninfo
- Malhotra, N.K. (2008). Investigación de Mercados: un enfoque aplicado. 5ª edición. Madrid: Prentice Hall