



COURSE DATA

DATA SUBJECT

Code: 40100
Name: Operational marketing design in the launching of new products
Cycle: Master's Degree
ECTS Credits: 10
Academic year: 2025-26

STUDY (S)

Degree	Center	Acad. year	Period
2114 - Master's Degree in Marketing and Market Research	Facultat d'Economia	1	First quarter

SUBJECT-MATTER

Degree	Subject-matter	Character
2114 - Master's Degree in Marketing and Market Research	Development of social and managerial skills and marketing operating environment	COMPULSORY

COORDINATION

PEREZ CABAÑERO CARMEN

SUMMARY

In the subject Marketing operational design in the launch of a new product, the student is expected to know how to agglutinate and coordinate the decisions related to the determination of the most relevant attributes in the development of a new product, with the

Brand management, price determination and decisions related to sales and communication channels. All this with the practical application of the preparation of a plan to launch a new product.

The objective of this subject is to provide specialized, theoretical and practical training, and in any case, systematized and current, to promote the skill of the student in the process of making operational marketing decisions in companies.

PREVIOUS KNOWLEDGE

RELATIONSHIP TO OTHER SUBJECTS OF THE SAME DEGREE

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



OTHER REQUIREMENTS

In relation to other subjects of the same degree, no enrollment restrictions have been specified with other subjects in the curriculum. The previous knowledge is that of access to the Master.

COMPETENCES / LEARNING OUTCOMES

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Be able to integrate new technologies in their professional and/or research work.

Conocer las herramientas del marketing mix y ser capaz de utilizarlas de forma adecuada a cada contexto.

Critically analyse one's own work and that of colleagues.

Diseñar mecanismos de control sobre las decisiones de marketing e investigación comercial e implementar posibles medidas correctoras.

Diseñar un plan de marketing.

Have a proactive attitude towards possible changes that may occur in their professional and/or investigative work.

Know how to write and prepare presentations to present and defend them later.

Poseer las habilidades de aprendizaje que les permitan continuar estudiando de un modo que habrá de ser en gran medida autodirigido o autónomo.

Presentar documentos e informes en marketing e investigación comercial.

Redactar documentos e informes en marketing e investigación comercial.

Saber aplicar los conocimientos adquiridos y ser capaces de resolver problemas en entornos nuevos o poco conocidos dentro de contextos más amplios (o multidisciplinares) relacionados con su área de estudio.

Saber comunicar sus conclusiones y los conocimientos y razones últimas que las sustentan a públicos especializados y no especializados de un modo claro y sin ambigüedades.

Saber presentar en público los objetivos del plan de marketing y responder a las críticas de otros, mediante juicios argumentados y defenderse con rigor y tolerancia.

Saber realizar las labores propias de su profesión, tanto en empresas privadas como en organismos públicos.

Saber trabajar en equipo con eficacia y eficiencia.

Ser capaces de buscar, ordenar, analizar y sintetizar la información, seleccionando aquella que resulta pertinente para la toma de decisiones.



Ser capaces de integrar conocimientos y enfrentarse a la complejidad de formular juicios a partir de una información que, siendo incompleta o limitada, incluya reflexiones sobre las responsabilidades sociales y éticas vinculadas a la aplicación de sus conocimientos y juicios.

Ser capaces de organizar y planificar las actividades de un departamento de marketing en el ámbito empresarial.

Ser capaces de tomar decisiones, desarrollar acciones y resolver problemas en marketing.

Ser capaces de tomar decisiones tanto individuales como colectivas en su labor profesional y/o investigadora.

Students should possess and understand foundational knowledge that enables original thinking and research in the field.

DESCRIPTION OF CONTENTS

1. Innovation, basic concepts

- 1.1. What is the product? What is a new product?
- 1.2. What is product development?
- 1.3. Strategies related to product development and marketing mix
- 1.4. Innovation and the product portfolio

2. New product development process

- 2.1. Organizational models for the development of new products
- 2.2. Development process of a new product
- 2.3. Phases of development of a new product
- 2.4. Generating ideas and sifting ideas
- 2.5. Concept development and concept test

3. New product development process

- 3.1. Design and product development
- 3.2. Basic characteristics of the product
- 3.3. Product test



3.4. Package, packaging, label. Package test

4. Brand Strategy and Retail Strategy

Part 1: BRAND

- 4.1. Brand concept
- 4.2. The brand as a generator of value
- 4.3. Brand strategies, Branding and trends

PART 2. RETAIL

- 4.4. Concept and importance of marketing channels
- 4.5. Planning of marketing channels

5. Pricing Methods

- 5.1. Price definition
- 5.2. Differential characteristics of the price
- 5.3. Price keys
- 5.4. Methods of pricing based on costs
- 5.5. Methods of pricing based on demand and price sensitivity analysis
- 5.6. Pricing methods based on competition

6. Price strategy

- 6.1. Research lines in prices
- 6.2. Price fixing
- 6.3. Price strategies for New Products
- 6.4. Price strategies in the Product Line
- 6.5. Promotional pricing strategies
- 6.6. Geographic pricing strategies
- 6.7. Segmentation strategies via prices
- 6.8. Managing buyers' expectations and behavior



7. Communication strategy

- 7.1. Communication
- 7.2. Integrated communication and 360° communication
- 7.3. Communication tools
- 7.4. Communication strategy in the launch of a new product

8. Neuromarketing and Virtual Reality

- 8.1. Neuroscience in marketing
- 8.2. Neuromarketing in communication
- 8.3. Virtual reality

9. New product marketing strategy

- 9.1. Market test
- 9.2. Demand estimate
- 9.3. Sales models of innovations
- 9.4. Launch plan

10. Control of the marketing plan

- 10.1. The control process
- 10.2. Types of control
- 10.3. Control tools
- 10.4. The balanced scorecard
- 10.5. Legal aspects

WORKLOAD

PRESENCIAL ACTIVITIES

Activity	Hours
Theory	70,00



Seminar	6,00
Total hours	76,00

NON PRESENCIAL ACTIVITIES

Activity	Hours
Attendance at other activities	8,00
Individual or group project	0,00
Independent study and work	14,00
Preparation of lessons	120,00
Preparation for assessment activities	40,00
Resolution of case studies	0,00
Total hours	182,00

TEACHING METHODOLOGY

- Theoretical classes participatory lecture.
- Discussion of articles (readings).
- Seminars.
- Expert conferences.
- Workgroup

The proposed methodology can be developed both in person and remotely if the circumstances require it.

EVALUATION

- Theory exam 45%
- Continuous assessment 5%
- Team work 40%
- Delivery of practices 5%
- Oral presentation 5%

In order to add the qualifications it is necessary to pass the theoretical exam.



If necessary, the weight of academic assignments may be increased, to adjust to possible teaching situations until reaching 100% of the grade.

REFERENCES

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