

Case Studies in Marketing Management and Sales Management

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Abstract

Business undergraduate and MBA students employed case studies from Harvard University, Thunderbird University and Cranfield University UK for many years. Using these publications and the internet research, add much to the learning of marketing management and sales management. Two hottest jobs today are marketing manager and sales manager. The Marketing Management course was offered in an undergraduate business program. Sales Management course was offered in an MBA class. Real-world examples were explained and discussed in great depth. Students did case studies as their final projects. This paper summarized the results.

Keyword: Case Studies, Team Assignment, Final Projects, Marketing Management, Sales Management

Harvard University, Thunderbird University and Cranfield University UK have been publishing case studies for 20+ years. Courses such as Marketing Research, Sales Management and Marketing Management are required in the undergraduate or MBA program. Hsu (2006) wrote a paper on Marketing Research. Job market is very good. A quick search on Hotjobs (2009) yielded 2538 jobs for sales, 2280 for marketing, 3449 jobs for manager. The results from CareerBuilder (2009) gave 2651 for sales, 2938 for marketing, 4519 jobs for manager. This search was done for Manhattan with zip code 10001, and a twenty-mile radius.

In the down economy, marketing and sales managers fare much better than other managers, CNBC (2009). Every business needs to generate revenue. Sales people are always in demand. Marketing manager sets up a strategic marketing plan. Sales managers hire a team of salespeople, to execute this plan. For the large companies, they work closely together. For the small firms, marketing manager does the sales manager's job. The two job functions overlap quite often.

Since 1996, internet e-commerce quickly became the new paradigm for doing business. The savvy managers must take advantage of employing e-commerce to reach the global consumers. Managing the global e-commerce sales and marketing, will be the growth area for the next ten years.

(A) Dominican College***

Dominican College is located 15 miles northwest of New York City. Division of Business Administration offers Bachelor of Science programs in Accounting, Computer Information Systems (CIS), Economics, and five concentrations of management: Financial Management, Human Resource Management, Information Systems Management (MIS), International Management, and Marketing Management. As of the Fall Semester of 2009, the College enrolled 2000+. Business is the largest division.

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