



## Subject card

Subject name and code	The concept of experience marketing - examples of practical application, PG_00059626						
Field of study	Mechanical Engineering						
Date of commencement of studies	February 2024		Academic year of realisation of subject		2024/2025		
Education level	second-cycle studies		Subject group				
Mode of study	Full-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		Polish		
Semester of study	2		ECTS credits		1.0		
Learning profile	general academic profile		Assessment form		assessment		
Conducting unit	Institute of Ocean Engineering and Ship Technology -> Faculty of Mechanical Engineering and Ship Technology						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Anna Dembicka				
	Teachers						
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	0.0	0.0	0.0	0.0	15
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	15		0.0		0.0	15
Subject objectives	The aim of the course is to familiarize students with the concept of experience marketing, which is more and more often an obligatory basis for innovative marketing strategies of enterprises, and to show the practical application of this idea (experience management, strategic experience modules, customer and employee journey mapping).						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[K7_K71] is able to explain the need to apply knowledge from humanistic, social, economic or legal sciences in order to function in a social environment	The student is able to take into account knowledge in the field of humanities, social and economic sciences in order to optimize functioning in a social environment.	[SK1] Assessment of group work skills [SK5] Assessment of ability to solve problems that arise in practice [SK4] Assessment of communication skills, including language correctness
	[K7_K02] correctly identifies professional problems and is able to define the priorities and hierarchy using knowledge in solving problems	The student has acquired the skills to recognize and analyze professional problems, to define priorities and to make a hierarchy in order to solve emerging problems.	[SK2] Assessment of progress of work [SK5] Assessment of ability to solve problems that arise in practice [SK4] Assessment of communication skills, including language correctness [SK3] Assessment of ability to organize work
	[K7_W11] possesses organized knowledge useful in understanding ex-technical conditioning connected with performing the profession of an engineer and taking it into consideration in engineering practice; possesses well-established knowledge within the range of intellectual property, management and organization of manufacturing processes, including the management and life-cycle of a product	The student has acquired structured knowledge useful to understand all non-technical conditions affecting the performance of professional duties. He has knowledge of intellectual property, quality management and organization of manufacturing processes.	[SW3] Assessment of knowledge contained in written work and projects [SW2] Assessment of knowledge contained in presentation [SW1] Assessment of factual knowledge
	[K7_K03] understands the importance of the necessity of solving dilemmas connected with practicing a profession and providing safe working conditions in manufacturing processes and in operation of machines and devices	The student has knowledge of ensuring safe working conditions in manufacturing processes and the operation of machines and devices. He is able to convey knowledge about the development of technology and the possible risks associated with it.	[SK2] Assessment of progress of work [SK5] Assessment of ability to solve problems that arise in practice [SK4] Assessment of communication skills, including language correctness [SK3] Assessment of ability to organize work
Subject contents	<p>I. INTRODUCTION TO MARKETINGThe mechanism of marketing functioning, Marketing tools (4P, 4C, 7P, Marketing 5.0) and determinants of marketing functioning, Product management, offer distribution, promotion, pricing, service development management and service quality - criteria, Offer brand concept (brand identity, brand image brand personality), The concept of the target market, customer segmentation and marketing research, positioning, Contemporary consumer (customer value and customer value, customer satisfaction and loyalty) Areas of purchasing expectations (psychological, economic and marketing, socio-cultural), Value marketing, Digital marketing aimed at generation Z and Alpha, Marketing communication in social media</p> <p>II CONCEPT OF EXPERIENCE MARKETINGGenesis of experience marketing, Pillars of building positive customer experience, Experience categories, Experience areas, Strategic experience modules, Touchpoints, Buyer Persona creation, Experience shaping stages, Experience management, Customer Journey Map and Employee Journey Map Company, Empathy Map, Feelings Map, Service Scheme.</p>		
Prerequisites and co-requisites	Basic knowledge of economics and management.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	customer journey map design	60.0%	60.0%
	team presentation	60.0%	40.0%

Recommended reading	Basic literature	<p>Pine II B. Joseph, James H. Gilmore. 1999. The Experience Economy: Work is Theatre and Every Business a Stage. Boston: Harvard Business School Press</p> <p>Gilmore James H., B. Joseph Pine II. 2007. Authenticity. What consumers really want. Boston: Harvard Business School Press</p> <p>Shaw Colin, John Ivens. 2005. Building Great Customer Experiences. New York: Palgrave Macmillan.</p> <p>Lemon Katherine N., Peter C. Verhoef. 2016. Understanding Customer Experience Throughout the Customer Journey. Journal of Marketing 80(6): 6996.</p> <p>A. Urbański, L. Dziewa, Tworzenie doświadczeń klientów, Helion S. A., Warszawa 2021.</p> <p>K. Dziewanowska, A. Kacprzak, Marketing doświadczeń, PWN, Warszawa 2013.</p> <p>M. Lindstrom, Brand sense, Helion, Gliwice 2009.</p> <p>K. Wojciechowska, Customer Experience Management, Helion, Gliwice 2020.</p>
	Supplementary literature	<p>Armstrong G., Kotler P. Marketing. Wprowadzenie, Wolters Kluwer Polska, Warszawa 2012.</p> <p>Marketing przyszłości. Od ujęcia tradycyjnego do nowoczesnego, red. nauk., G. Rosa, J. Perenc, I. Ostrowska, Wydawnictwo C.H. Beck, Warszawa 2016.</p> <p>A. Mazurkiewicz-Pizło, W. Pizło, Marketing. Wiedza ekonomiczna i aktywność na rynku, PWN, Warszawa 2017.</p> <p>P. Kotler, H. Kartajaya, I. Setiawan, Marketing 4.0, MT Biznes, Warszawa 2017.</p> <p>P. Kotler, H. Kartajaya, I. Setiawan, Marketing 5.0, MT Biznes, Warszawa 2021.</p> <p>M. Grigsby, Marketing analytics. Jak skutecznie korzystać ze statystyk, analiz, modeli i big data w marketingu, PWN, Warszawa 2019.</p> <p>Marketing w erze technologii cyfrowych. Nowoczesne koncepcje i wyzwania, red. nauk., B. Gregor, D. Kaczorowska-Spychalska, PWN, Warszawa 2018.</p> <p>M. Ball, Metawersum. Jak internet przyszłości zrewolucjonizuje świat biznesu, MT Biznes, Warszawa 2022.</p>
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed	final project of the client's journey map - based on the theoretical knowledge gained during the lecture and practical team tasks	
Work placement	Not applicable	