

George Mason University
College of Education and Human Development
Tourism and Events Management
Tour 412 (A01) – Hospitality, Tourism and Event Marketing and Sales
3 credits, Summer 2021

Faculty

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PREREQUISITES:

Undergraduate level [TOUR 200](#) Minimum Grade of D and Undergraduate level [TOUR 220](#) Minimum Grade of D and Undergraduate level [PRLS 310](#) Minimum Grade of D and Undergraduate level [PRLS 410](#) Minimum Grade of D

University Catalog Course Description

This course provides understanding and tools for marketing and management of financial resources in entrepreneurial tourism enterprises. This course also includes market planning, business planning, feasibility assessment, investment analysis, basic accounting, and operational control.

Course Delivery Method

This course will be delivered online (76% or more) using [select either a synchronous or an asynchronous] format via Blackboard Learning Management system (LMS) housed in the MyMason portal. You will log in to the Blackboard (Bb) course site using your Mason email name (everything before @masonlive.gmu.edu) and email password. The course site will be available on Monday, May 17, 2021

Under no circumstances, may candidates/students participate in online class sessions (either by phone or Internet) while operating motor vehicles. Further, as expected in a face-to-face class meeting, such online participation requires undivided attention to course content and communication.

Technical Requirements

To participate in this course, students will need to satisfy the following technical requirements:

- High-speed Internet access with a standard up-to-date browser, either Internet Explorer or Mozilla Firefox is required (note: Opera and Safari are not compatible with Blackboard).
- Students must maintain consistent and reliable access to their GMU email and Blackboard, as these are the official methods of communication for this course.
- Students may be asked to create logins and passwords on supplemental websites and/or to download trial software to their computer or tablet as part of course requirements.
- The following software plug-ins for PCs and Macs, respectively, are available for free download: [Add or delete options, as desire.]
 - Adobe Acrobat Reader: <https://get.adobe.com/reader/>
 - Windows Media Player: <https://windows.microsoft.com/en-us/windows/downloads/windows-media-player/>
 - Apple Quick Time Player: www.apple.com/quicktime/download/

Expectations

- Course Week: Because asynchronous courses do not have a “fixed” meeting day, our week will start on Monday, and finish on Saturday.

- Log-in Frequency: Students must actively check the course Blackboard site and their GMU email for communications from the instructor, class discussions, and/or access to course materials at least **5 times** per week.
- Participation: Students are expected to actively engage in all course activities throughout the semester, which includes viewing all course materials, completing course activities and assignments, and participating in course discussions and group interactions.
- Technical Competence: Students are expected to demonstrate competence in the use of all course technology. Students who are struggling with technical components of the course are expected to seek assistance from the instructor and/or College or University technical services.
- Technical Issues: Students should anticipate some technical difficulties during the semester and should, therefore, budget their time accordingly. Late work will not be accepted based on individual technical issues.
- Workload: Please be aware that this course is **not** self-paced. Students are expected to meet *specific deadlines* and *due dates* listed in the **Class Schedule** section of this syllabus. It is the student's responsibility to keep track of the weekly course schedule of topics, readings, activities and assignments due.
- Instructor Support: Students may schedule a one-on-one meeting to discuss course requirements, content or other course-related issues. Those unable to come to a Mason campus can meet with the instructor via telephone or web conference. Students should email the instructor to schedule a one-on-one session, including their preferred meeting method and suggested dates/times.
- Netiquette: The course environment is a collaborative space. Experience shows that even an innocent remark typed in the online environment can be misconstrued. Students must always re-read their responses carefully before posting them, so as others do not consider them as personal offenses. *Be positive in your approach with others and diplomatic in selecting your words.* Remember that you are not competing with classmates, but sharing information and learning from others. All faculty are similarly expected to be respectful in all communications.
- Accommodations: Online learners who require effective accommodations to insure accessibility must be registered with George Mason University Disability Services.

Learner Outcomes or Objectives

On completion of this course, students should be able to:

- 1) Describe the core elements of the marketing process and the marketing mix;
- 2) Understand and discuss the benefits of a systematic approach to marketing;
- 3) Identify similarities and differences between marketing in public, not-for-profit, and commercial tourism and events management enterprises;
- 4) Identify and discuss issues that are unique to tourism and event marketing;
- 5) Understand how effective branding supports successful marketing;
- 6) Assess market conditions – including needs, opportunities, risks and potential – using market research and analysis;
- 7) Understand the components of market-oriented product development, product distribution, pricing strategies and promotional campaigns;
- 8) Recommend appropriate responses to emerging issues in tourism and events marketing, such as functioning in a global industry, marketing in multicultural context or leveraging the use of social media;
- 9) Design a realistic marketing strategy and marketing plan for tourism or recreation organization or a major special event.

REQUIRED READINGS:

Kotler, P., Bowen, J.T., Makens, J. C., & Baloglu, S. (2019) *Marketing for Hospitality and Tourism (8th.)*. Pearson

Course Performance Evaluation

The course will be graded on a percentage system, with a total of 100 possible percentage points.

Grade	Percentage	Grade	Percentage
A+	97.0-100%	C+	77.0-79.9%
A	94.0-96.9%	C	74.0-76.9%
A-	90.0-93.9%	C-	70.0-73.9%
B+	87.0-89.9%	D	60.0-69.9%
B	84.0-86.9%	F	Below 60%
B-	80.0-83.9%		

Course Requirements

Activity	Point	Percentage
Participation (Discussion)	40	10 %
Two Exams (100 points each)	200	50%
Final Project (Marketing Plan)	100	25%
Industry News	20	5%
Two Quizzes	40	10%
Total	400	100%

Assignment Description and Grading Rubrics:

Participation-Discussion (10%):

Participation (Discussion):

Participation in this class constitutes 10% of the grade and is required as this will contribute to the content quality of the class as well as to your intellectual benefit from it. This will be evaluated by your entries on the Discussion Board each week. **If you do not participate you will receive a 0 for the week. To receive full points each week, 1) you need to join the discussion and respond back to at least two classmates for discussion and comments. 2) Provide at least either two comments or questions to industry news questions from presenters each week.** Further, participation in the DB Forums is the only way to register attendance in the course. The deadline for posting discussion questions(from the instructor) and industry news summary (from the assigned presenters) each week is each Wednesday by 11:59 pm. This will allow participants to respond to your postings before the week ends on Friday at 11:59 pm. **Late submissions will be counted as a zero (0).**

Two Quizzes (10%):

Multiple Choice Exams are 20 % of the grade (4 total tests and each test is 20 points). They will cover only text-book material ***on the chapters of the week***. The number of questions for each Exam will be 20 questions. ***These tests will be timed and must be completed in one sitting.*** Missing a test leads to “ZERO” point for this MCT and will **NOT** be compensated with another chance to receive a grade unless it is due to a personal illness or family emergency that must be documented by a physician’s note.

Mid and Final exam (50%):

Exam is a multiple choice test and essay. It covers all chapters in the syllabus. Questions on the mid and final exam include the questions from quizzes as well as new questions.

Industry News (News Summary and Discussion Board Facilitation): (5%)

A presenter will find and post the summary of industry news related to the chapter of each week in tourism, event and hospitality industry on discussion section. The sources (Interview, Internet Information, Textbooks, Articles, Media, and so on) should be addressed in the reference part. A presenter will summarize article and include two discussion questions. All students should post questions or comments to industry news. Presenters are required to provide answers and your thoughts to questions or comments from students by each Friday. Detailed grading rule of industry news and assigned presenters can be found in the “course content” folder.

Final - Individual Project (25%):

A minimum of 10 pages double-spaced text (references and appendix including graphs, tables, pictures are excluded from the above requirement) in APA academic style. Detailed grading rule of this research project can be found in the “course content” folder. You will be required to post your progress week 3 to demonstrate progress made on the paper. Failure to post any of the progresses may result in a zero (0) grade on the assignment. Papers will likely be submitted to an online program used by the instructor such as “turn it in” to check for plagiarism and references cited. If plagiarism is found the instructor will follow the university policy for action. This research Paper is due by **11:59pm on June 17, 2021**. No extension will be provided.

Professional Dispositions

Students are expected to exhibit professional behaviors and dispositions at all times.

Class Schedule

Week	Topics/Activities	Readings
Week 1 5/17-5/21	Marketing for hospitality and tourism Service characteristics of hospitality and tourism marketing The role of marketing in strategic planning <ul style="list-style-type: none"> • Directed readings due Friday 5/21 by 11:00p.m • Discussion comments due Friday 5/21 by 11:00p.m • Introduce yourself to the class in the Personal Introductions section due Friday 5/21 by 11:00p.m • Review the information on the final project in the Contents – Post topic for the project on Blackboard • Industry News Discussion 	Chapters 1,2 &3
Week 2 5/24/-5/28	The marketing environment Consumer markets and consumer buying behavior Organizational buyer behavior of group market <ul style="list-style-type: none"> • Directed readings due Friday 5/28 by 11:00p.m • Discussion comments due Friday 5/28 by 11:00p.m • Quiz 1 (Chapters 1,2, & 3) due Friday 5/28 by 11:30p.m (start from 5/27 at 9:00a.m) • Industry News Discussion 	Chapter 4, 6, & 7
Week 3 5/31-6/4	Market segmentation, targeting, and positioning Designing and managing products Pricing products: Pricing considerations, approaches, and strategy <ul style="list-style-type: none"> • Directed readings due Friday 6/4 by 11:00p.m • Discussion comments due Friday 6/4 by 11:00p.m • Mid-term exam (Chapters 1,2,3,4,6,7,&8) due Friday 6/4 by 11:00p.m (start from 6/3 at 9:00 a.m) • Post progress of final project to discussion board • Industry News Discussion 	Chapter 8,9,& 11
Week 4 6/7-6/11	Distribution channels	Chapter 12,13,&14

	Promoting products: Communication and promotion policy and advertising Promoting products: Public relations and sales promotion <ul style="list-style-type: none"> Directed readings due Friday 6/11 by 11:00p.m Discussion comments due Friday 6/11 by 11:00p.m Quiz 2 (Chapters 9,11, & 12) due Friday 6/11 by 11:00p.m (start from 6/10 at 9:00a.m) Industry News Discussion 	
Week 5 6/14-6/18	Professional sales Direct and online marketing: Building customer relationships <ul style="list-style-type: none"> Directed readings due Thursday 6/17 by 11:00p.m Discussion comments due Friday 6/18 by 11:00p.m Final project submission due Thursday 6/17 by 11:00p.m Final exam (Chapters 9,11,12,13,14,15,&16) due Friday 6/18 by 11:00p.m (started from 6/ 17 at 9:00a.m) Industry News Discussion 	Chapters 15-16

Note: Faculty reserves the right to alter the schedule as necessary, with notification to students.

Professional Dispositions

Students are expected to exhibit professional behaviors and dispositions at all times.

Core Values Commitment

The College of Education and Human Development is committed to collaboration, ethical leadership, innovation, research-based practice, and social justice. Students are expected to adhere to these principles: <http://cehd.gmu.edu/values/>.

GMU Policies and Resources for Students

Policies

- Students must adhere to the guidelines of the Mason Honor Code (see <http://oai.gmu.edu/the-mason-honor-code/>).
- Students must follow the university policy for Responsible Use of Computing (see <http://universitypolicy.gmu.edu/policies/responsible-use-of-computing/>).
- Students are responsible for the content of university communications sent to their Mason email account and are required to activate their account and check it regularly. All communication from the university, college, school, and program will be sent to students **solely** through their Mason email account.
- Students with disabilities who seek accommodations in a course must be registered with George Mason University Disability Services. Approved accommodations will begin at the time the written letter from Disability Services is received by the instructor (see <https://ds.gmu.edu/>).
- Students must silence all sound emitting devices during class unless otherwise authorized by the instructor.

Campus Resources

- Support for submission of assignments to Tk20 should be directed to tk20help@gmu.edu or <https://cehd.gmu.edu/aero/tk20>. Questions or concerns regarding use of Blackboard should be directed to <http://coursesupport.gmu.edu/>.
- For information on student support resources on campus, see <https://ctfe.gmu.edu/teaching/student-support-resources-on-campus>

For additional information on the College of Education and Human Development, please visit our website <https://cehd.gmu.edu/>.

