

MKT 730

Research Seminar (Chair of Marketing & Innovation)

As a primary source of information, please consider the centralized, area-wide MKT 7x0 syllabus. The centralized syllabus provides all of the information that applies across the five chairs in the Area Marketing & Sales. The information below is relevant for you once you have been assigned to the chair of Marketing & Innovation, as it provides the chair-specific details.

Course Objectives

See centralized syllabus

Course Registration & Organization

See centralized syllabus

Course Requirements

Meetings & Workshops

- Students admitted to the seminar will take part in a kick-off meeting. In this session, we brief students about the course and academic work in general and we assign the topics. Students are advised to familiarize themselves with the chair's guidelines for written assignments prior to the first session so that remaining questions can be addressed during this initial meeting.
- After this kick-off meeting, we will introduce students to literature research techniques during a workshop.
- After submitting the seminar paper, we will offer a workshop on how to deliver an academic presentation.

General Information



Lecturer	Prof. Dr. Sabine Kuester & Aleksandar Blečić
Type	Seminar (Paper and presentation)
ECTS	6
Term	Each semester
Language	English (Seminar paper can potentially be written in German)
Prerequisites	None
Grading	Seminar thesis (70%), presentation (30%)
Range of Application	M.Sc. MMM, M.Sc. MMBR, M.Sc. Business Education



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Course Requirements

Seminar Paper

- Each student will prepare a seminar paper (15-20 pages) as an individual assignment on a chosen topic. Detailed information with regard to the topics offered in the spring term is published on the [homepage of the chair](#). We expect that students comply with the chairs' [guidelines for written assignments](#).
- One hard copy (spiral binding) of the seminar paper is to be submitted to our office (Sekretariat, L5,1 Room 0.11) during office hours (9:00 am - 12 pm and 1:00 pm - 4:00 pm). A digital version in doc(x) format and pdf format of the seminar paper is to be submitted by email (kuestsubmit@bwl.uni-mannheim.de).
- The seminar paper will account for 70% of the overall grade.
- We will check all seminar papers for evidence of plagiarism using the software "turnitin".

In-Class Presentation

- Students will present the results of their research in class. The chair schedules a short PowerPoint presentation of 10 minutes per student, which will be followed by a question and answer session of approximately 15 minutes per student.
- Finalized slide material in PowerPoint format must be sent by email to [Aleksandar Blečić](#).
- Students are not expected to bring own print-outs for the presentation.
- The presentation will account for 30% of the overall grade.
- We expect all students to actively participate in the question and answer sessions.

Class Participation

If students are unable to attend a session, they must inform the course administrator of their absence beforehand.

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Research Seminar Schedule

Central Application Period of the Area Marketing & Sales

22 January – 9 February 2024, 12:00 pm (noon)

Central Announcement of Participants' Allocation to Chairs
(by e-mail)

14 February 2024

Kick-off Session at the individual chairs:

- Course Objectives and Organization;
- Research & Writing Guidelines; Student Q&A

20 February 2024, 10:15 – 11:45 (Roche Forum)

Workshop: Literature Research Techniques

21 February 2024, 10:15 – 11:45 (Roche Forum)

Individual Research Phase

Submission of your Seminar Paper

23 April 2024, 12:00 pm (noon)

Workshop: How to Deliver an Academic Presentation

24 April 2024, 10:15 – 11:45 (Roche Forum)

Submission of your Presentation

3 May 2024, 12:00 pm (noon)

In-Class Presentations

6 & 7 May 2024, time: tbd (Roche Forum)

Contact person for MKT 730

E-Mail: aleksandar.blecic@uni-mannheim.de



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Additional information

Examiner:	Prof. Dr. Sabine Kuester
Lecturers:	Prof. Dr. Sabine Kuester & Aleksandar Blečić
Advisors:	Aleksandar Blečić, M.Sc. Angeliki Kalogeraki, M.Sc. Alexander Müller, M.Sc. Alexander Rupertus, M.Sc. Kjell Herzig, M.Sc. Eric Klebeck, M.A.

For course updates please visit <http://kuester.bwl.uni-mannheim.de/>.

For the guidelines for the form and content of scientific papers, please visit https://www.bwl.uni-mannheim.de/media/Lehrstuehle/bwl/Kuester/Lehre/Wissenschaftliche_Arbeiten/Richtlinien_Apr2023_eng.pdf.

Contact person for MKT 730

E-Mail: aleksandar.blecic@uni-mannheim.de