Visiting Professor Program
Academic year 2021/2022

DEPARTMENT OF MANAGEMENT
TEACHING COMMITMENT: 20 hours

COURSE TITLE
Business Management

TEACHING PERIOD
2nd term

SCIENTIFIC AREA
Economic and Statistics

LANGUAGE USED TO TEACH
English
The Degree Course is entirely taught in English

COURSE SUMMARY
The focus of the course will be dedicated to marketing management as one of the major components of business management. Different theories and marketing focus on products, customers and organizations show how marketing is strategic for each business model and management technique. More in detail the course will explore the Key Elements of Marketing Management:
- Marketing definition and history
- Marketing strategies: the different focus
- The product-market growth matrix Marketing mix
- Customer focus
- Organizational focus
- Product focus
- Marketing segmentation
LEARNING OBJECTIVES
The main outcomes of the course is the analysis of the main marketing management tools, applying contemporary marketing theories to the demands of business and management practice and finding and generating information/data needed to inform problem-solving in marketing using appropriate methodology.

TUTORSHIP ACTIVITIES
N/A

LAB ACTIVITIES
N/A

OTHER ACTIVITIES BESIDES THE COURSE
N/A

VISITING PROFESSOR PROFILE
The candidate should have a strong academic background, with a BSc in Business, an MBA and a PhD in Strategic Marketing Management; he/she should also have experiences as Visiting Professor and Research Fellow at various top tier Universities across Europe. The candidate should have widely published, in more than 100 refereed journal articles, 15 chapters and cases in books/edited books and he/she should have presented papers to over 30 conferences on a global basis. Finally, he/she should have published more than 30 books.

CONTACT PERSON AT THE DEPARTMENT
Prof. Stefano Bresciani
stefano.bresciano@unito.it