

# SMM management

## COURSE SYLLABUS

<b>Code and name of specialty</b>	073 Management	<b>Institute</b>	Institute of Education and Science in Economics, Management and International Business
<b>Program name</b>	Management of Organizations and Administration	<b>Department</b>	Management and taxation
<b>Type of program</b>	Educational and Professional	<b>Language of instruction</b>	English, Ukrainian

### LECTURERS

**Valentin Kovshik**, [valentin.kovshik@khpi.edu.ua](mailto:valentin.kovshik@khpi.edu.ua)



Ph.D. (C.Sc.) in Economic Sciences, Associate Professor, Department of Management and Taxation, NTU "KhPI". Authored and co-authored over 30 scientific and methodological publications.

Courses: Operations management, Supply chain management, Logistics management, Production logistics, Planning of entrepreneurial activity, Management of organizations, Information systems in taxation, Economic and mathematical methods in taxation

### GENERAL DESCRIPTION OF THE COURSE

<b>Summary</b>	The course "SMM Management" is focused on mastering modern methods of developing strategies for promoting businesses in social media and the peculiarities of the functioning of modern marketing communications on the Internet.
<b>Course objectives</b>	Formation of students' modern managerial thinking and knowledge system in the field of social media marketing management.
<b>Types of classes and control</b>	Lectures, practical classes, consultations. Individual task - abstract. End-of-term tests (no exam).
<b>Term</b>	8

<b>Student workload (credits) / Type of course</b>	5 / Elective	<b>Lectures (hours)</b>	20	<b>Workshops (hours)</b>	20	<b>Self-study (hours)</b>	110
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<b>Program competences</b>	<p>GC04. The ability to apply knowledge in practical situations.</p> <p>GC05. Knowledge and understanding the subject area and understanding the professional activity.</p> <p>GC06. The ability to communicate by the national language both orally and in writing.</p> <p>GC08. Skills of information and communication technology usage.</p> <p>GC09. The ability to learn and to master modern knowledge.</p> <p>GC14. The ability to work in an international context.</p> <p>SC01. The ability to identify and describe the characteristics of organizations.</p> <p>SC07. The ability to choose and to use modern tools of management.</p>
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SC11. The ability to create and manage effective communication in the process of management.  
 SC1.1. Ability to collect and process primary accounting and management information  
 SC1.3. Understand the principles of business ethics and use them in professional activities

Learning outcomes	Teaching and learning methods	Forms of assessment (Continuous assessment CAS, final assessment FAS)
LO 05. To describe the content of the functional areas of the organization	Interactive lectures with presentations, discussions, practical classes	Assessment of knowledge in practical classes (CAS), testing (FAS)
LO 06. To show skills of search, collecting, and analysis of information, calculation of indicators to substantiate management decisions.	Interactive lectures with presentations, discussions, practical classes, research methods	Assessment of knowledge in practical classes (CAS), testing (FAS)
LO 12. To evaluate the legal, social, and economic implications of an organization's functioning.	Interactive lectures with presentations, discussions, practical classes, teamwork	Assessment of knowledge in practical classes (CAS), testing (FAS)
LO 13. To communicate in an oral and written form in the state and foreign languages.	Interactive lectures with presentations, discussions, practical classes, teamwork	Assessment of knowledge in practical classes (CAS), abstract with presentation (FAS), testing (FAS)
LO 15. To show the ability to act socially responsible and socially consciously on the basis of ethical reasons (motives), respect for a variety and interlevel of culture.	Interactive lectures with presentations, discussions, practical classes	Assessment of knowledge in practical classes (CAS), testing (FAS)
LO 16. To demonstrate skills of independent work, flexible thinking, openness to new knowledge, be critical and self-critical.	Interactive lectures with presentations, discussions, practical classes	Assessment of knowledge in practical classes (CAS), abstract with presentation (FAS), testing (FAS)
LO 17. To conduct research individually and/or in a group under the leadership of the leader.	Interactive lectures with presentations, discussions, practical classes, research methods	Assessment of knowledge in practical classes (CAS), testing (FAS)

### ASSESSMENT AND GRADING

Range of points corresponding to grades	core (points) for all types of learning activities	ECTS grading scale	The national grading scale	Allocation of grade points
	90-100	A	excellent	
	82-89	B	good	
	74-81	C		
	64-73	D	satisfactory	
	60-63	E		
	35-59	FX	Unsatisfactory (with the exam retake option)	
	0-34	F	Unsatisfactory (with mandatory repetition of the course)	

**100% Final assessment as a result of End-of-term tests (60%) and Continuous assessment (40%).**  
**60% End-of-term tests:** 2 tests, abstract presentation  
**40% Continuous assessment:** practical tasks.

**Course policy**

Students are expected to attend classes regularly, to get to class on time and stay for the duration of the class. In the case of absence, students will be required to submit all assignments to make up for the missed classes. Students are also expected to come to class having read all the required material and being ready to productively participate in the class discussions. Written assignments should be submitted before the specified deadlines.

**COURSE STRUCTURE AND CONTENT**

<b>Lecture 1</b>	The concept of marketing management	<b>Workshop 1</b>	Setting marketing goals	<b>S e l f - s t u d y</b>	Study of the lecture and additional material. Marketing mix
<b>Lecture 2</b>	Social media as a marketing tool. The concept of SMM.	<b>Workshop 2</b>	Types of social networks. Opportunities for promotion in the social. networks.		Study of the lecture and additional material. Social media, their functionality. History of social networks.
<b>Lecture 3-4</b>	Organization of activities in the field of SMM	<b>Workshops 3-4</b>	Work with advertising tools of social networks. Market research in soc. media.		Study of the lecture and additional material. Principles and means of marketing research.
<b>Lecture 5-6</b>	Methods of managing SMM projects	<b>Workshops 5-6</b>	Team project management tools in the context of SMM. Automation and monitoring tools.		Study of the lecture and additional material. Using project management software in SMM.
<b>Lecture 7</b>	Industry-related features of SMM management	<b>Workshops 7</b>	Analysis of social networks of companies. Industry examples.		Study of the lecture and additional material. Comparison of B2B and B2C in the context of SMM.
<b>Lecture 8</b>	SMM strategic planning	<b>Workshops 8</b>	Types of SMM strategies. Possibilities of planning SMM-campaigns.		Study of the lecture and additional material. Marketing strategies
<b>Lecture 9-10</b>	Evaluation of SMM performance	<b>Workshops 9-10</b>	SMM performance indicators. SMM-campaign as an investment project.		Study of the lecture and additional material. Development of KPI system for SMM

**RECOMMENDED READING**

<b>Compulsory</b>	1. Stokes, R. (2018). eMarketing: The essential guide to marketing in a digital world. <a href="https://open.umn.edu/opentextbooks/textbooks/14">https://open.umn.edu/opentextbooks/textbooks/14</a>	<b>Recommended</b>	1. Humans R Social Media—Open Textbook Edition. (2021). The University of Arizona. Retrieved from <a href="https://open.umn.edu/opentextbooks/textbooks/1007">https://open.umn.edu/opentextbooks/textbooks/1007</a>
	2. Li, F., Larimo, J., & Leonidou, L. C. (2021). Social media marketing strategy: Definition, conceptualization, taxonomy, validation, and future agenda. <i>Journal of the Academy of Marketing Science</i> , 49(1), 51–70. <a href="https://doi.org/10.1007/s11747-020-00733-3">https://doi.org/10.1007/s11747-020-00733-3</a>		2. Кочкіна, Н. Ю. (2019). Управління маркетингом: Навчальний посібник. Київ: Інтерсервіс.
	3. Jacobson, J., Gruzd, A., & Hernández-García, Á. (2020). Social media marketing: Who is watching the watchers? <i>Journal of Retailing and Consumer Services</i> , 53, 101774. <a href="https://doi.org/10.1016/j.jretconser.2019.03.001">https://doi.org/10.1016/j.jretconser.2019.03.001</a>		3. Куценко, В. М. (2003). Маркетинговий менеджмент: Навч. посіб. Київ: МАУП.
	4. Iankova, S., Davies, I., Archer-Brown, C., Marder, B., & Yau, A. (2019). A comparison of social media marketing between B2B, B2C and mixed business models. <i>Industrial Marketing Management</i> , 81, 169–179.		4. Бойко, В. О., Осадчий, А. А., & Бойко, Л. О. (2021). Соціальні мережі – перспективний напрям просування бізнесу у підприємницькій діяльності. <i>Вісник Херсонського національного технічного університету</i> , (2 (77)), 178–185.
	5. Vinerean, S. (2017). Importance of Strategic Social Media Marketing. <i>Expert Journal of Marketing</i> , 9.		5. Передало, Х. С., & Козар, Г. А. (2018). Соціальні мережі як інструмент формування ділової репутації підприємства. <i>Науковий Вісник Ужгородського Університету. Серія «Економіка»</i> , (1 (51)), 250–256.
	6. Bilgin, Y. (2018). The effect of social media marketing activities on brand awareness, brand image and brand loyalty. <i>Business &amp; Management Studies: An International Journal</i> , 6(1), 128–148. <a href="https://doi.org/10.15295/bmij.v6i1.229">https://doi.org/10.15295/bmij.v6i1.229</a>		

Graduate students are expected to adhere to the Code of Ethics of Academic Relations and Integrity” of NTU “KhPI”.

The content of this syllabus is consistent with the course program.