

<b>Module Title:</b>	Agricultural Marketing 2
<b>Language of Instruction:</b>	English
<b>Credits:</b>	5
<b>NFQ Level:</b>	6
<b>Module Delivered In</b>	No Programmes
<b>Teaching &amp; Learning Strategies:</b>	The classes will deliver relevant theory supported by relevant examples. Learners will review current happenings from Irish and international businesses/agribusinesses as part of their programme work. Further learners will be asked apply marketing theory to real agricultural/business scenarios through the use of case-study and practical assignments
<b>Module Aim:</b>	This module build upon the principles of marketing explored in Agricultural Marketing 1, focusing on the application of these principles in agriculture.
<b>Learning Outcomes</b>	
<i>On successful completion of this module the learner should be able to:</i>	
LO1	Explain the marketing mix as it relates to the Irish agricultural sector
LO2	Evaluate issues related to product management
LO3	Discuss promotional approaches
LO4	Assess pricing choices.
LO5	Assess distribution choices
<b>Pre-requisite learning</b>	
<b>Module Recommendations</b>	
<i>This is prior learning (or a practical skill) that is recommended before enrolment in this module.</i>	
No recommendations listed	
<b>Incompatible Modules</b>	
<i>These are modules which have learning outcomes that are too similar to the learning outcomes of this module.</i>	
No incompatible modules listed	
<b>Co-requisite Modules</b>	
No Co-requisite modules listed	
<b>Requirements</b>	
<i>This is prior learning (or a practical skill) that is mandatory before enrolment in this module is allowed.</i>	
No requirements listed	

## Module Content & Assessment

Indicative Content
<b>Managing Products</b> • Product classification • New product development • Product life cycle • Branding • Managing Brand and Product Portfolios
<b>The Promotional Mix</b> • Advertising, Direct Marketing, Sales Promotion, Public Relations • Digital marketing approaches • Steps in a promotional campaign • Integrated Marketing Communications
<b>Personal Selling</b> • Sales management • The selling process • Negotiation
<b>Distribution</b> • Types of Distribution Channels • Channel Strategy and Retailing
<b>Pricing Strategy</b> • Pricing in agricultural marketing, nationally and internationally • Basic Methods of Setting Prices • Factors Influencing Pricing Strategy

Assessment Breakdown	%
Continuous Assessment	100.00%

Continuous Assessment				
Assessment Type	Assessment Description	Outcome addressed	% of total	Assessment Date
Presentation	Present verbally and in written form a recommended promotional/marketing communications campaign for a particular agricultural brand/product.	1,2,3,4	50.00	n/a
Project	Develop an agri-brand that will be presented verbally and in written form to a potential distributor in the form of a sales pitch/presentation.	1,2,3,5	50.00	n/a

No Project
No Practical
No End of Module Formal Examination

**SETU Carlow Campus reserves the right to alter the nature and timings of assessment**

**Module Workload**

<b>Workload: Full Time</b>		
<i>Workload Type</i>	<i>Frequency</i>	<i>Average Weekly Learner Workload</i>
Lecture	26 Weeks per Stage	1.50
Independent Learning Time	26 Weeks per Stage	1.50
Total Hours		78.00

