

Subject card

Subject name and code	Spatial Marketing, PG_00150407						
Field of study	Land Management						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2024/2025		
Education level	postgraduate studies	Subject group			Obligatory subject group in the field of study Humanistic-social subject group		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	1	Language of instruction			Polish		
Semester of study	1	ECTS credits			2.0		
Learning profile	academic	Assessment form					
Conducting unit	Katedra Rynku Transportowego -> Faculty of Economics -> Rektor						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Dariusz Tłoczyński				
	Teachers		dr hab. Dariusz Tłoczyński				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	15.0	15.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		10.0		20.0	60
Subject objectives	The aim of the course is to acquire knowledge, skills and competences in the development of a marketing strategy for territorial sector entities, with particular emphasis on marketing instruments						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[GPMU2_U02] properly select sources and information derived from them, with particular regard to sources of spatial information, evaluate them critically and interpret them creatively	the student has the ability to obtain information on regional public institutions and to analyse the information in terms of its relevance to the economic environment	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[GPMU2_W03] to a deeper extent the conditions (natural, social, economic, cultural, legal) of processes taking place in spatial management, with particular emphasis on the specifics of Polish maritime areas and voivodships of northern Poland	The student has knowledge of the specificity of the socio-economic environment of the Northern Poland region in order to formulate and implement a marketing strategy for the needs of local government units	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW5] implementation of a problem task
	[GPMU2_U04] adapt existing research tools and methods to solve complex and unusual problems of spatial management	the student has the ability to use marketing research and to implement marketing instruments to meet the needs of local government stakeholders	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU4] test/exam - oral or written [SU8] observation of student's independent or team work
	[GPMU2_K03] initiate and organise activities for the benefit of society and environmental protection of the region, country and Europe in cooperation with various entities and authorities at various levels	the student is competent to cooperate for the benefit of the entities of the local government sector also in relation to other groups of stakeholders	[SK1] oral statement/conversation/discussion [SK5] implementation of a problem task [SK8] observation of student's independent or team work
[GPMU2_W04] in-depth methods and tools (quantitative, qualitative, cartographic) of research in spatial management	the student has knowledge of marketing instruments and marketing strategy and how to construct research instruments	[SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report [SW3] text preparation/written work [SW5] implementation of a problem task	
Subject contents	1. Concept and specifics of territorial marketing concept of marketing role of marketing in a market environment 2. Influence of marketing on territorial self-government units regional units urban units other stakeholders 3. Marketing strategies implemented by municipal entities notion and specificity of marketing strategy formulation of marketing strategy selected marketing strategies case study 4. Marketing research of self-governmental entities aim and scope of conducting research instruments and measurement methods conclusions from conducted research 5. marketing instruments implemented by local government entities product price and sales organisation promotion 6. Relationship marketing: local business - local government case study on the example of northern Polish companies 7. Field trip to Ergo Arena - municipal company 8. field trip to Arena Gdańsk - municipal company		
Prerequisites and co-requisites	The student has minimal socio-economic knowledge of the functioning of local government entities		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	activity	51.0%	25.0%
	test	51.0%	75.0%
Recommended reading	Basic literature	H. Smyth, Marketing the City: The role of flagship developments in urban regeneration, Black-Owned Business	
	Supplementary literature	selected papers on the use of marketing in local government practice	
	eResources addresses	Adresy na platformie eNauczanie: Marketing terytorialny 2025 - Moodle ID: 12542 https://mdl.ug.edu.pl/course/view.php?id=12542	
Example issues/ example questions/ tasks being completed	evaluation of the city's marketing strategy		
Work placement	Not applicable		

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