



**SUBJECT DATASHEET**

**MANAGEMENT AND MARKETING**

**BMEGT20MN47**

# I. SUBJECT DESCRIPTION

## 1. SUBJECT DATA

### Subject name

MANAGEMENT AND MARKETING

### ID (subject code)

BMEGT20MN47

### Type of subject

Contact lessons

### Course types and lessons

<i>Type</i>	<i>Lessons</i>
Lecture	4
Practice	0
Laboratory	0

### Type of assessment

term grade

### Number of credits

5

### Subject Coordinator

<i>Name</i>	<i>Position</i>	<i>Contact details</i>
Dr. Szabó Tibor	assistant professor	szabo.tibor@gtk.bme.hu

### Educational organisational unit for the subject

Department of Management and Business Economics

### Subject website

<https://edu.gtk.bme.hu>

### Language of the subject

magyar - HU; angol - ENG

### Curricular role of the subject, recommended number of terms

#### Direct prerequisites

*Strong* None

*Weak* None

*Parallel* None

*Exclusion* None

### Validity of the Subject Description

Approved by the Faculty Board of Faculty of Economic and Social Sciences, Decree No: 580269/9/2025 registration number. Valid from: 26.03.2025.

## 2. OBJECTIVES AND LEARNING OUTCOMES

### Objectives

The aim of the course is to give the participants an introduction to the fields of management and marketing, to understand their basic concepts, and to find out the specifics and possibilities of combining these two areas within the organization. The subject would like to provide better understanding of the features of management functions, the characteristics, rules and life cycle of organizations, with the specificities of these factors. Another goal is to understand the essence of the information available to marketers, to provide guidance on the processing and analysis of data available from consumers and the business market. Students will also gain insight into market segmentation, positioning and analysis of market competitors, combining management tools with the key features of corporate marketing strategy. During the discussion of the topics we refer to the applicable management and marketing methods based on their impact on the organization's efficiency.

### Academic results

#### Knowledge

1. are familiar with all the key elements of the concept of business administration and management, and understand the relationships between them.
2. have the ability to overview the interactions of the functional units of the organization, their operational practices, especially in the field of marketing.
3. have confident methodological knowledge in different areas of management and marketing, understanding the application possibilities and combinations of the learned methodologies.

#### Skills

1. are able to compare the basic theories and concepts related to the management functions with the related marketing concepts, to elaborate rational arguments, and also to form and to defend their opinion in the different stages of management and marketing communication.
2. are able to recognize the connection between different processes in the field of marketing and management, and to select and design commonly usable methodologies.
3. use professional phrases of management, the terminology of the management and marketing fields, and the phrases of the professional vocabulary.

#### Attitude

1. accept that organizational features are historically and socially defined and constantly variable.
2. accept the historical and contemporary diversity of the Hungarian and European management and marketing tools and undertake to the represented values.
3. are open to all forms of professional innovation, inclusive, but not without reflection, to theoretical, practical and methodological innovations in both marketing and management fields.
4. consciously represent the methods used in their own profession and accept the different methodological features of other disciplines.

#### Independence and responsibility

1. being in a professional working community are capable of performing, designing, organizing and managing complex tasks in accordance with the professional requirements.
2. organize their work with appropriate autonomy and responsibility in their own organizational structure.
3. are self-contained, constructive and assertive in forms of collaboration within and also out of the organization (especially in marketing and management fields).

### Teaching methodology

Lectures, optional self and group work, presentations.

### Materials supporting learning

- Kötelező irodalom a tantárgyhoz készített jegyzet, a tanuláshoz felhasználható az előadásokon bemutatott slide show. (<http://www.mvt.bme.hu/oktatas>)
- Compulsory literature is the written material designed for the course, and the slideshows. ([Http://www.mvt.bme.hu/oktatas](http://www.mvt.bme.hu/oktatas))

## II. SUBJECT REQUIREMENTS

### TESTING AND ASSESSMENT OF LEARNING PERFORMANCE

#### General Rules

The course has midterm examination, and for the assessment of knowledge, two midterms (50 points each) are written which contain topics with the same difficulty.

#### Performance assessment methods

The subject is assessed through two midterms and active participation. A minimum of 50% of each midterm is required to pass the subject.

Active participation is implemented in the form of separate assignments.

#### Percentage of performance assessments, conducted during the study period, within the rating

- 1. partial performance evaluation (active participation): 50
- 2. partial performance evaluation (active participation): 50
- active participation: 10
- total: 100

#### Percentage of exam elements within the rating

#### Conditions for obtaining a signature, validity of the signature

#### Issuing grades

Excellent	95
Very good	90-94
Good	77-89
Satisfactory	64-76
Pass	50-63
Fail	0-49

#### Retake and late completion

Both midterms can be replaced/retaken. In case of retake, the result achieved on the repeat midterm is the final result. (It can also be lower than the previous result.) There is no further possibility to replace/retake midterms. Due to the nature of active participation, it cannot be retaken/replaced.

#### Coursework required for the completion of the subject

participation in contact lessons	56
preparing for the midterms	60
active participation	34
total	150

#### Approval and validity of subject requirements

Consulted with the Faculty Student Representative Committee, approved by the Vice Dean for Education, valid from: 03.03.2025.

# III. COURSE CURRICULUM

## THEMATIC UNITS AND FURTHER DETAILS

### Topics covered during the term

Subject includes the topics detailed in the course syllabus to ensure learning outcomes listed under 2.2. can be achieved. Timing of the topics may be affected by calendar or other circumstances in each semester.

- 1 Introduction, basic concepts of management
- 2 Specifics of Planning
- 3 Sub-functions of Organizing
- 4 Organizational structure, life cycle models
- 5 Controlling function, decision-making capability I.
- 6 Controlling function, decision-making capability II.
- 7 Introduction to Marketing Management
- 8 Analysing Marketing Information
- 9 Consumer Markets and Consumer Buying Behaviour
- 10 Business Markets and Business Buyer Behaviour
- 11 Marketing Strategy, Competitive Strategies
- 12 Segmentation, Targeting, Positioning, 4 Ps

### Additional lecturers

Dr. Szalkai Zsuzsanna egyetemi docens, (associate professor) szalkai.zsuzsanna@gtk.bme.hu

Dóra Tímea Beatrice egyetemi tanársegéd, (assistant lecturer) dora.timea@gtk.bme.hu

### Approval and validity of subject requirements