

**Revised Syllabus of Courses of Bachelor of Management  
Studies**

**(BMS) Programme at Semester**

**VI**

**with effect from the Academic Year 2018-  
2019**

**Elective Courses (EC) Group**

**B: Marketing Electives**

**1. Brand  
Management**

<b>SN</b>	<b>Modules</b>	<b>No. of Lectures</b>
1	Introduction to Brand Management	15
2	Planning and Implementing Brand Marketing Programs	15
3	Measuring and Interpreting Brand Performance	15
4	Growing and Sustaining Brand Equity	15
<b>Total</b>		<b>60</b>

SN	Modules/ Units
1	<b>Introduction to Brand Management</b>
	<p><b>a) Introduction to Brand Management:</b></p> <ul style="list-style-type: none"> <li>✓ Meaning of Brand, Branding, Brand Management, Importance of Branding to Consumers, Firms, Brands v/s Products, Scope of Branding, Branding Challenges and Opportunities, Strategic Brand Management Process, Customer Based Brand Equity model (CBBE), Sources of Brand Equity, Steps of Brand Building including Brand Building Blocks, Brand Positioning: Meaning, Importance, Basis</li> </ul>
2	<b>Planning and Implementing Brand Marketing Programs</b>
	<p><b>a) Planning and Implementing Brand Marketing Programs:</b></p> <ul style="list-style-type: none"> <li>✓ Brand Elements: Meaning, Criteria for choosing Brand Elements, Types of Brand Elements</li> <li>✓ Integrating Marketing Programs and Activities</li> <li>✓ Personalising Marketing: Experiential Marketing, One to One Marketing, Permission Marketing</li> <li>✓ Product Strategy: Perceived Quality and Relationship Marketing</li> <li>✓ Pricing Strategy: Setting Prices to Build Brand Equity</li> <li>✓ Channel Strategy: Direct, Indirect Channels</li> <li>✓ Promotion Strategy: Developing Integrated Marketing Communication Programs</li> <li>✓ Leveraging Secondary Brand Associations to Build Brand Equity: Companies, Countries, Channel of Distribution, Co-branding, Characters, Events.</li> </ul>
3	<b>Measuring and Interpreting Brand Performance</b>
	<p><b>a) The Brand Value Chain</b></p> <p><b>b) Measuring Sources of Brand Equity:</b></p> <ul style="list-style-type: none"> <li>✓ <b>Qualitative Research Techniques:</b> Projective Techniques: Completion, Comparison, Brand Personality and Values: The Big Five, Free Association</li> <li>✓ <b>Quantitative Research Techniques:</b> Brand Awareness: Recognition, Recall, Brand Image, Brand Responses</li> </ul> <p><b>c) Young and Rubicam's Brand Asset Valuator</b></p> <p><b>d) Measuring Outcomes of Brand Equity</b></p> <ul style="list-style-type: none"> <li>✓ <b>Comparative Methods:</b> Brand based Comparative Approaches, Marketing Based Comparative Approaches, Conjoint Analysis</li> <li>✓ <b>Holistic Methods:</b> Residual Approaches, Valuation Approaches: Historical Perspectives and Interbrand's Brand Valuation Methodology</li> </ul>

<b>4</b>	<b>Growing and Sustaining Brand Equity</b>
	<p><b>a) Designing &amp; Implementing Branding Strategies:</b></p> <ul style="list-style-type: none"><li>✓ <b>Brand Architecture:</b> Meaning of Brand Architecture, The Brand-Product Matrix, Breadth of a Branding Strategy, Depth of a Branding Strategy</li><li>✓ <b>Brand Hierarchy:</b> Meaning of Brand Hierarchy, Building Equity at Different Hierarchy Levels</li><li>✓ <b>Cause Marketing to Build Brand Equity:</b> Meaning of Cause Marketing, Advantages, Green Marketing</li></ul> <p><b>b) Brand Extensions:</b></p> <ul style="list-style-type: none"><li>✓ Meaning, Advantages, Disadvantages, Brand Extension and Brand Equity</li></ul> <p><b>c) Managing Brands over Time:</b></p> <ul style="list-style-type: none"><li>✓ Reinforcing Brands, Revitalising Brands</li></ul> <p><b>d) Building Global Customer Based Brand Equity</b></p>