



Centre adscrit



UNIVERSITAT DE
BARCELONA

COURSE CONTENT

Academic year 2020/2021

Code-Course	063405 - Hospitality Marketing		
Year	3º	Credits	4,5 cr ECTS
In-class hours	45 hours	Hours of individual work	68 hours
Thematic Area	Marketing and Commercialization	Course Type	Core Subject

BRIEF COURSE DESCRIPTION

The subject of tourism marketing aims to offer continuity to the subject of strategic and operational Marketing. The main idea is to study in further depth the commercialization of tourism products and services, an activity which belongs to the operative part of marketing.

This subject wants to provide students with a full panoramic vision of how to sell and buy tourist products nowadays: it also focuses on the latest marketing strategies. In addition, it prepares students to be able to analyze the importance of choosing a particular channel based on the strategic plan of the company.

GENERAL SKILLS

GS02- Have business vision.

GS07- Make decisions and solve problems, critically interpreting and evaluating the results obtained.

SPECIFIC SKILLS

SS09- Understand and use information technology and information management systems in tourism.

SS10- Market tourism products, services, and projects.



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LEARNING METHODOLOGY

The learning methodologies planned for this subject contemplate different activities that contribute to develop the skills related to this course. Some of the learning activities that will be developed are the following:

- Lectures
- Case studies
- Discussions
- Practical exercises
- Problem-based learning

ASSESSMENT SYSTEM

The assessment system measures the student's achievement of learning outcomes regarding the subject's competences and contents.

Students may choose continuous assessment or single assessment:

Continuous Assessment: the teaching-learning process is assessed by a continuous monitoring of the work done by the students throughout the course and a final individual examination. Students must attend classes in order to be assessed by continuous assessment.

Single Assessment: for those students who cannot come to class regularly, they can choose to be assessed by single assessment. The teaching-learning process is assessed by means of the assessment of all activities and in-person individual examination at the end of the course.