



STAGE 4 PROJECT

AUGUST 2004

Small firms suffer from a lack of resources to explore and exploit markets. Thus small firms have to apply marketing in a different way commensurate with their resources and knowledge.

The Project

Identify an enterprise of your choice. Comprehensively assess why you believe this enterprise to be a relevant one for your project. What specific situations does this SME currently face? How in your opinion is it dealing with these? **(20%)**

Critically analyse the industry sector in which your SME operates. What are the critical factors necessary for success in this industry? **(20%)**

In the light of your analysis of the industry sector, suggest, with supporting evidence, a strategic marketing plan for your chosen enterprise. **(45%)**

You must pay particular attention to preparing a project which meets a professional standard. Such an approach manifests itself in your avoidance of such things as: an abundance of typographical errors, obvious lack of proof reading. A logical, mature and analytical application is sought throughout this work. Purely descriptive material will not attract high grades, nor will an absence of primary research. **(15%)**

Additional Briefing Notes

- A word count **MUST** be included as part of your Contents Page.
- Candidates should **NOT** submit their projects in individual page plastic covers.

Acknowledgement

In an acknowledgement of at least one paragraph in length at the beginning of the project, the student must indicate the genesis or origins of his/her work: how the student came to choose this/these companies in the first instance? Does he/she work for the company/companies? In what capacity? Have access to specially commissioned material? All secondary data, reports, company plans, interviews and other source material must be clearly referenced throughout the project so that the Examiner can identify and assess the student's own contribution.

JUNE 2004

STATEMENT
STAGE 4 PROJECT
AUGUST 2004

I hereby certify that:

- I have read the rules.
- This project is my own work prepared as part of my marketing examination.
- I have fully acknowledged all my sources.
- I have not made this project available to another student.

Signature _____ **Date** _____

PLEASE READ THESE RULES CAREFULLY

1. This project is an exercise in investigative study. Because it is not being prepared under examination conditions, style and presentation will be taken into account as well as content.
2. The project must be typed on A4 paper. It should be presented in a folder or loose binder. Your name, student registration number and your project title must appear on the title page. The pages should be numbered and there should be a Table of Contents.
3. A one-page abstract forms part of the completed project. This abstract should be a brief description of the **objective** to be achieved by the project, the **methods** used and the **conclusions** reached.
4. We would envisage that you would not be able to do justice to the topic in less than 8,000 words. On the other hand you should not exceed 10,000 words.
5. You must acknowledge all your sources; not to do so is **plagiarism**. Acknowledgement involves naming your source (report, textbook, website) in brackets at the relevant point in the text, and appending a bibliography at the end of your text. This should be in alphabetical order and should include the author's name, the title, the publisher and the city and date of publication. Web references should be as detailed as possible, not just the home page. The quality of your bibliography is an important element in the overall assessment of your project.
6. This project will be assessed and marked like the other subjects in **Stage 4**. You will not have passed **Stage 4** until you have passed the project.
7. The project is due by **SEPTEMBER 1, 2004**. As time management is a major feature of the discipline of report writing, projects submitted after the due date will not be accepted. ***Students should, therefore, start work on the project immediately as excuses relating to mishaps (poor health, computer failure, typing) in the final week will not be accepted.***
8. A two-part project form is enclosed with this notice. Please complete **BOTH** parts and staple on the outside of front cover. One part of the form will be returned to you as acknowledgement of receipt.
9. Since the project is treated as an examination subject, The Marketing Institute staff **cannot** assist you with the interpretation of the brief or sources of information.
10. The same sanction applies to copying and to plagiarism: all subjects in the sitting are deemed to have been failed and the candidate may not register as a student with the Institute thereafter. **Please sign the statement overleaf and incorporate it into your project after the bibliography.**