

**Dissertation Seminar**  
**Product Management in Consumer Packaged Goods**

*Academic Year:* **2017/2018**

*Semester:* **1st**

*Instructor(s):* **Paulo Romeiro**

*Max. Number of Students:* **8**

*Seminar Description:*

Brand or Product Management is a key part of the marketing function in many Consumer Packaged Goods (CPG) Companies, having a direct contact with advertising, promotion and sales. These companies are selling more variations of products in more places to more types of customers against more competitors. Therefore, they are getting increasingly complex and this compromise overall effectiveness and results. This seminar aims to help students prepare their MSc Dissertation in the area of CPG Brand or Product Management, with focus on the effectiveness of promotions, packaging and point of sale communications.

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*Seminar Content:*

The seminar comprises a mix of compulsory group and individual sessions. Throughout the sessions, students will be asked to present their current work and to read and comment the work from others. In each session, students will be given an assignment that need to be fulfilled until the next session. Attendance is compulsory in every session and non-negotiable. Group sessions (nº 1,2,4,5,6,8) will take place at CLSBE and there is NOT the possibility of participating remotely. Experience demonstrates that Individual sessions (nº 3,7,9) are more productive if face to face, but Skype or WebEx call can also be accommodated.

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*Seminar Objectives:*

Overall, this seminar aims to help students prepare their MSc Dissertation in the area of Consumer Packaged Goods Product Management. Specific objectives are:

1. To prepare students on how to write up a dissertation that addresses a particular problem and contributes to the field of CPG Product Management.
2. Refresh the topic of Brand Management that will allow students to choose a specific topic for their dissertation.
3. To show students the importance of performing an initial literature review that will conduct them to write a research proposal following the best practices of Brand research methodologies.
4. To train students on how to present their work to their peers and instructors and get relevant feedback from them.
5. To prepare a final dissertation document that sufficiently takes into account instructors' guidelines and comments, and reflects hard work, intellectual progress and a valuable contribution to business practice.

Bibliography / Recommended Textbook(s) / Additional Readings:

Dissertation	<ul style="list-style-type: none"> <li>• Creswell, John (2009), <i>Research Design: Qualitative, Quantitative and Mixed Methods Approaches</i>, SAGE Thousand Oaks</li> <li>• White, Brian and Stephen Rayner (2014), <i>Dissertation Skills for Business and Management Students</i>, Hampshire: Cengage Learning EMEA.</li> </ul>
Marketing	<ul style="list-style-type: none"> <li>• Aaker, David (2011), <i>Brand Relevance</i>, Jossey-Bass</li> <li>• Keller, Kevin L. (2013), <i>Strategic Brand Management</i>, Person Education</li> <li>• Kotler, Philip and Kevin L. Keller (2012), <i>Marketing Management</i>, Prentice Hall</li> <li>• Sharp, Byron (2010), <i>How Brands Grow</i>, Oxford University Press</li> </ul>
Promotions, Packaging, POS	<ul style="list-style-type: none"> <li>• Frow, Pennie and Adrian Payne (2007), "Towards the 'perfect' Customer Experience," <i>Journal of Brand Management</i>, 15(2), 89–101.</li> <li>• Levy, Michael, Dhruv Grewal, Praveen Kopalle, and James D Hess (2004), "Emerging Trends in Retail Pricing Practice: Implications for Research," <i>Journal of Retailing</i>, 80, xiii–xxi.</li> <li>• Pauwels, Koen (2007), "How Retailer and Competitor Decisions Drive the Long-Term Effectiveness of Manufacturer Promotions for Fast Moving Consumer Goods," <i>Journal of Retailing</i>, 83(3), 297–308.</li> <li>• Valette-Florence, Pierre, Haythem Guizani, and Dwight Merunka (2011), "The Impact of Brand Personality and Sales Promotions on Brand Equity," <i>Journal of Business Research</i>, 64(1), 24–28.</li> </ul>

Biography:

Paulo Romeiro is a graduate in Economics from UCP. During his Brand Management Career with Procter & Gamble, he acquired broad experience combining the rigor and strategic thinking of Head Quarter assignments (Regional Business Units) with the agility and entrepreneurship from in-market operations (Selling Market Organizations). He has a balanced experience in management of local and regional businesses across different continents, developed region (9 years in Europe) and developing region (7 years in Latin America). Paulo has a solid experience in managing diverse portfolio of brands in beauty, personal hygiene and home care where he managed new brand launch, brand line extension, new category expansion, brand identity design, brand architecture optimization and brand re-stage implementation. He also worked in sales, managing annual agreement negotiations and alignment of joint business plan, like innovation listing, promotions and shopper programs.

Contact(s) and Office Hours:

Contact by appointment via:  
e-mail: romeiro\_p@hotmail.com  
skype: romeiro\_p  
mobile / WhatsApp: +351 925 322 499



Schedule:

Session Topic	Date	Description	Required Work/ Deliverable
1. Introduction	<b>MON 4/09/2017</b> 18h30 – 20h00 1h30min	1 Presentation of instructor, student's seminar program and required work: Research Problem Definition, interesting research questions and objectives (instructor led)	By <b>FRI 8/09/2017</b> send dissertation topic draft with the desired research topic. (by 18:00)
2. Literature Review & Research Hypothesis (Chapter 2)	<b>MON 11/09/2017</b> 18h30 – 20h00 1h30min	1. Presentation of the required work/ deliverable by the students (10min each) and feedback.  2. Presentation of Required work: Literature Review Structure, formulating research hypothesis (Supervisor led)	By <b>FRI 29/09/2017</b> send Literature Review Draft (by 18:00)
3. Individual Meetings I	<b>MON 2/10/2017</b> 1 Hour TBD (*)	Individual feedback to required works/ deliverables	By <b>FRI 6/10/2017</b> send Final Literature Review (by 18:00)
4. Methodology (Chapter 3)	<b>MON 9/10/2017</b> 18h30 – 20h00 1h30min	1. Presentation of the required work/ deliverable by the students (10min each) and feedback.  2. Presentation of Required work: Research Design, sample definition, scales, pre-testing and data collection (Supervisor led)	By <b>WED 20/10/2017</b> send Methodology Proposal (by 18:00)
5. Data Analysis & Results Presentation I (Chapter 4)	<b>MON 23/10/2017</b> 18h30 – 20h00 1h30min	1. Presentation of the required work/ deliverable by the students (10min each) and feedback.  2. Presentation of Required work: Data Collection/ Questionnaire (Supervisor led)	By <b>FRI 3/11/2017</b> send Data Collection (by 18:00)
6. Data Analysis & Results Presentation II (Chapter 4)	<b>MON 6/11/2017</b> 18h30 – 20h00 1h30min	1. Presentation of the required work/ deliverable by the students (10min each) and feedback. 2. Presentation of Required work: Data Analysis/ Hypothesis Test (Supervisor led)	By <b>FRI 17/11/2017</b> send Final Methodology and Data Analysis (by 18:00)
7. Individual Meetings II	<b>WED 20/11/2017</b> 1 Hour TBD (*)	Individual feedback to required work/ deliverable	By <b>FRI 30/11/2017</b> send Chapter 4 Results and Discussion (by 18:00)
8. Conclusions, Limitations and Further Research (Chapter 5)	<b>MON 4/12/2017</b> 18h30 – 20h00 1h30min	1. Presentation of the required work/ deliverable by the students (10min each) and feedback.  2. Presentation of Required work: Writing Conclusions, limitation and further research chapters (Supervisor led)	By <b>MON 7/12/2017</b> send chapter 5: conclusions, limitations and further research (by 18:00)
9. Individual Meetings III	<b>MON 11/12/2017</b> 1 Hour TBD (*)	Final dissertation document feedback and recommendations for presentation	

\* The scheduled time for these sessions will be confirmed individually with each student.

Deadlines:

The full list of dates and deadlines can be consulted [here](#).