



**istitutomarangoni**



**SHORT COURSES  
FASHION BUSINESS**

Version 01

**Brief descriptive summary**

Over the past 80 years Istituto Marangoni has grown and developed alongside the thriving Italian fashion and design industry. Through an exciting curriculum aimed to develop practical, creative, and business and management skills which are subject specific, and relevant to the international fashion industry, Istituto Marangoni short courses prepare students in the principles of subjects such as Fashion Design, Accessories and Footwear Design, Fashion Styling, Fashion Business and Communication, Visual and Multimedia Design, Interior Design, Product Design, Art History and Art Curation.

**1. Certification attained**

Istituto Marangoni Certificate

**Course information****2. Educational & Programme Aims****Education Aims:**

The educational aims are:

- to develop flexible approaches to programme delivery and student support, which reflect the needs and expectations of our learners;
- to provide a supportive and inclusive learning environment which will enable success for all learners;
- to encourage the development of students' intellectual abilities, creativity, independence, critical self-awareness, imagination and skills that will enhance global employment opportunities on completion from all courses;
- to establish a culture of constant improvement in learning, teaching and assessment that is anticipatory, enabling, supportive, rewarding and fully aligned with the Institutions vision and strategic objectives;
- to provide a learning experience that is informed by research, scholarship, reflective practice and engagement with fashion and design industry and the professions.

**3. Course Learning Outcomes**

On successful completion of the Fashion Business short course, students will be able to:

- understand the fashion business;
- define marketing, understand its relevance within fashion and identify the different elements of the marketing process;
- analyse the key stages in formulating marketing strategies and plans.

**4. Teaching/Learning and Assessment Strategy****Curriculum:**

The course gives participants the opportunity to develop their knowledge and understanding of the fashion context and fashion industry, its competitive forces and the luxury brands structure. It encompasses an analysis of the different segments and markets in fashion and an overview of how fashion organizations develop marketing strategies within the fast evolving and competitive environment. Participants are provided with marketing and management tools to study a brand or a collection positioning and its competitive advantage to set-up a marketing plan.

**Week 1:** the different fields of fashion are introduced and the recent historical, sociological and economic trends are reviewed. Within this context, participants learn how to use different theories and tools to analyse the macro and micro environment and their influence on the companies strategies and to understand what marketing and current marketing trends are. They also study brand management and how new brands, luxury brands and retailers can settle growth strategies and how to position a brand/product.

**Week 2:** the objective of the week is to learn how to implement the marketing mix and current marketing trends.

The different types of fashion organizations are looked into in depth, from fast fashion to contemporary griffes, from historical griffes to specialized segments. Within this business environment, participants learn how to create a balanced product portfolio, how to determine price and communication strategies.

**Week 3:** the different distribution channels and the key recent and future evolutions are studied and analysed with a focus on e-fashion.

The new concepts in retailing are addressed.

Finally, the objectives and importance of the marketing plan are analysed.

Participants put into practice the acquired knowledge and create a marketing plan for a designer's collection during workshops. Students have the opportunity to demonstrate their achievement of the intended learning outcomes through a variety of tests appropriate to their field of study.

**Assessment:****Formative Assessments:**

This consists in a daily interaction with the tutors that through feedback help the trainees to adopt a critical appraisal of their own learning experience, and helps them assess their own performance in relation to the learning outcomes set for each element of study.

**Summative Assessments:**

These are formal assessments and are a means of gauging trainee learning, at a particular point in time, relative to established marking criteria (Learning Outcomes). Summative assessments can occur during as well as at the end of each unit on specific evidence of trainee work, examples as follows:

**Portfolio Assessment >** is used to assess a variety of projects that have been developed throughout the unit and contained within a single folder or portfolio. Portfolio assessment could take a variety of formats depending on the subject and stipulated by the tutor.

**Practical and class-based projects >** allow students to apply their theoretical understanding of a specific subject area.

**Written Reports >** are required in some study areas and these will in some cases be a response to industry briefs, allowing students to reflect real industry requirements and to present work to industry standards through report writing.

**Presentations >** are used in some subjects to allow students to develop their creative, professional communication and presentation skills, formalising their arguments in a critical manner. When giving presentations students are actively encouraged to embrace new technologies and media in an innovative way where appropriate.

**5. Course structures****Subjects**

Fashion market analysis and introduction to marketing tools

Marketing mix, segmentation and positioning

Brand management and brand expansion

E-fashion, e-tailing

Marketing plan

**6. Personal Development Planning****PDP/Individual Development Tutorial.**

The Director of Education and the Academic Service support the personal development of students. One-to-one appointments may be made by phone, through the receptionists or by email. Students can expect to be seen almost immediately to discuss any issues they may have.

**7. Tutor Responsibilities**

The Director of Education has the responsibility for implementing the strategic direction of the courses and the co-ordination of the academic teams and administration, necessary for the successful day-to-day operation of the school.

The Tutors' responsibilities include:

1. all matters pertinent to the proper day-to-day operation of the programme involving leading and supporting students;
2. advice to the Director of Education on appropriate delivery for the continuing development of the programme;
3. recommendations in areas for curriculum development;
4. liaison with the Student Support Officer to ensure appropriate study support is available to students;
5. recommendation of the appropriate level of resource required for the Unit;
6. maintaining the quality of educational standards.

**8. Student Support Strategy**

Istituto Marangoni's departmental policies ensure that various mechanisms are in place to enhance the student experience, in an pedagogic, practical and pastoral way:

- a. programme handbooks provide relevant information to students;
- b. the use of the Library, online resources (where available), and the centre facilities help students to reach the skills and knowledge expected on the course;
- c. Tutors and the Director of Education guide students to the most appropriate help.

**Student Support Officers**

Istituto Marangoni provides Faculty Student Support Officers, who act as the first point of contact for students for pedagogical counselling.

For matters of pastoral care the Student Support Officers help in:

- finding their way around;
- managing their time;
- dealing with stress;
- exam tips;
- getting the best from their course;
- understanding and applying the School's rules;
- anything else the officers can advise on.

One-to-one appointments may be made by phone, through the receptionists or by email. Where possible students can expect to be seen almost immediately, or contacted to arrange a suitable time.

**9. Student Feedback**

Student feedback is essential to programme development and student comments are used to enhance both the successful management of the programme and the teaching/learning strategies.

Istituto Marangoni gathers student opinion in a variety of ways, which may include the the following:

- informal contact with the Tutor, and through appointments with academic staff;
- end of course online questionnaires where students will be invited to reflect on their overall experience at the School.

Istituto Marangoni would prefer that on most occasions students be identified when giving constructive feedback on the course and teaching methods. There might be occasions when it is not appropriate and Istituto Marangoni recognises this exception. In these instances, programme teams and central support services will ensure that anonymity and confidentiality is respected.