MARKETING (MKT)

MKT 352  Mktg Principles and Policies  3 Credit Hours
An introductory course in the marketing activities associated with the free market system. The various components and functions of the marketing activities will be discussed in an integrated framework to provide insight into the role and scope of marketing in the business environment. The components and functions include: product development, pricing, promotion, distribution, consumer behavior and target market analysis.
Restriction(s):
Cannot enroll if Class is Freshman

MKT 360  Marketing and Society  3 Credit Hours
This course explores the social scientific theories on consumption and consumer culture as well as ethical/public policy issues related to consumption and marketing. Topics will include: economic and sociological perspectives on consumer culture; the origins of consumer tastes, trends, and fashions; the psychology of happiness and how personal well-being is influenced by wealth, consumption, and materialism; and public policy concerns related to marketing and advertising. (YR).
Restriction(s):
Can enroll if Class is Junior or Senior
Can enroll if Level is Undergraduate

MKT 363  Digital Consumer Srch&Mktg  3 Credit Hours
This course is dedicated exclusively to digital marketing issues. Topics include: keyword research; search engine optimization which covers (a) how to design websites and other digital assets so they are highly ranked by search engines, and (b) “off site optimization” which is establishing linking partners; and Pay per click advertising.
Prerequisite(s): MKT 352

MKT 382  Understanding Customers  3 Credit Hours
Students in this course will improve their ability to understand what customers want right now, what they are going to want in the future, and how to adjust the marketing mix to build lasting relationships with consumers. To do this, students will learn more advanced models of market segmentation, targeting, and product positioning. This course utilizes concepts developed in the behavioral sciences (economics, marketing, psychology, sociology, and anthropology) and qualitative research techniques to understand and predict consumer behavior, and enhance students’ ability to communicate effectively with target market segments.
Prerequisite(s): MKT 352

MKT 402  Marketing Management  3 Credit Hours
A case-oriented course in which the understanding and insights of the various components and functions of marketing learned in MKT 352 are applied to practical situations. Marketing decisions will be evaluated and decided for a series of real-life cases in a number of areas including: general marketing, pricing, promotion, distribution and market research.
Prerequisite(s): MKT 352

MKT 434  Sales Mgmt & Personal Selling  3 Credit Hours
The purpose of this course is to provide a general understanding of the practice of sales management. The course is designed to provide a basic framework of what sales managers actually do and how they solve problems they may encounter. Team presentations, case analyses and class discussion are used throughout the course to describe and explain the skills required of sales managers to achieve their objectives.
Prerequisite(s): MKT 352

MKT 436  Business to Business Mktg  3 Credit Hours
To develop an understanding of that area of marketing that addresses the needs of the organizational customer in industry, government and institutions. The special challenges of the industrial market that confront the marketing manager and sales personnel are discussed in the course. Topics include: assessing industrial marketing opportunities, the organizational buying process, formulating industrial marketing strategy and evaluating industrial marketing strategy and performance.
Prerequisite(s): MKT 352

MKT 454  Marketing Research  3 Credit Hours
To introduce marketing research concepts and techniques for collection, analysis and interpretation of data for marketing decisions. Topics include: problem definition, research design, questionnaire construction, sampling, attitude scaling, statistical analysis, presentation and evaluation of research findings. A field research project may be included.
Prerequisite(s): (DS 300 or DS 301) and MKT 352

MKT 455  E-tailing and Retailing  3 Credit Hours
This course introduces students to significant issues and analysis frameworks of 21st century retailing strategy and management, including retailing over the Internet, or “E-tailing.” E-tailing and retailers are challenged to enhance customer experience, customer service and customer satisfaction. The students will learn the complexities and nuances of shopper behavior, shopper demographics, and how shopper decisions are influenced by store design, store environment, store atmosphere and merchandising, in brick-and-mortar and internet stores. The course will elevate and enhance students’ readiness and advancement in retail, brand management and marketing careers.
Prerequisite(s): MKT 352

MKT 456  Advg and Sales Promotion  3 Credit Hours
A survey of the principles of advertising and sales promotion, which examines problems related to advertising management. Topics include: the scope of the advertising business, determination of objectives, strategy formulation, creating effective advertising programs, media planning with emphasis on integrating new media into the mix, the role of dealers in promotion, establishing the advertising budget, advertising research and the social and legal aspects of advertising in society.
Prerequisite(s): MKT 352

MKT 457  Globl Mrkting&Consumr Culure  3 Credit Hours
To provide students with an understanding of the components of marketing in the international environment. A working knowledge of the environment and the complex inter-relationship between different components of marketing will be developed. The focus is on evolving a logical and integrated framework for international marketing decisions.
Prerequisite(s): MKT 352 and ((ECON 2001 or (ECON 201 and ECON 202) or MKT 402))
Restriction(s):
Can enroll if Class is Sophomore or Junior or Senior

MKT 458  Advertising  3 Credit Hours
This course covers the principles of integrated brand advertising and promotion and digital strategies. Incorporated into this course are needed skills by both traditional and online marketing majors. Students will learn to allocate resources against a wide variety of communications and promotions vehicles, so as to effectively implement a brand strategy. We examine the current state of the business and problems related to advertising and promotion in the 21st Century. Topics include: determination of promotion objectives, strategy formulation, creating effective advertising programs, media planning, roles of client and agency, establishing the advertising budget, advertising research and the social and legal aspects of integrated brand promotion.
Prerequisite(s): MKT 352
MKT 460  Digital Comm Strategy  3 Credit Hours
This course is an in depth survey of the principles of digital advertising/communication and promotion. We examine the issues, particularly what is a brand today, the current state of the business and problems related to advertising and management in the 21st Century. Topics include the scope of the digital advertising business, determination of objectives, strategy formulation, creating effective digital advertising programs, media planning, roles of client and agency, establishing the advertising budget, advertising research and the social and legal aspects. (YR)
Prerequisite(s): MKT 352 and MKT 458

MKT 463  Digital Analytics & Content Marketing  3 Credit Hours
This course is dedicated exclusively to digital marketing issues. Topics include: using digital analytics platforms to (a) understand the flow of traffic to your website and other digital assets, and (b) conversion design, i.e. creating websites and other digital assets that both attract visitors and effectively monetize those visits and working with web programmers, i.e. this topic provides students with basic vocabulary and concepts needed to work effectively with technical experts.
Prerequisite(s): MKT 352

MKT 471  Innovation, Entrepreneurship, and Creativity  3 Credit Hours
This course applies the marketing mix: product development, pricing, promotion, and distribution to an entrepreneurial enterprise. It will explore marketing-related issues faced by entrepreneurs, such as: new product innovation, development, and testing; promoting the product with scarce resources and gaining market acceptance; raising capital, forecasting market demand, and projecting profit and loss; satisfying the many stakeholders, creating pricing strategies, and cultivating channels of distribution. This course aims to be a multidisciplinary seminar that requires students to explore a potentially profitable business idea and to develop an appropriate business plan. This interactive business laboratory will lead students from the assessment of their business idea to the definition of a detailed market research and the description of a trustable strategic planning. Finally, students will be also required to devise an accurate budget in order to give accounting consistency to the business idea described in the first part of their business plans. Topics covered include: market analysis, strategic planning and organizational structure, cost definition and analysis, break-even point, budgeting and performance representation.
Prerequisite(s): MKT 352

MKT 488  Seminar: Marketing  1 to 3 Credit Hours
To provide students with an opportunity for intensive study in current selected areas related to the research activities and/or professional activities of faculty members. Permission of School of Management.
Restriction(s):
Can enroll if Class is Senior
Can enroll if College is Business

MKT 488A  Seminar: Marketing  3 Credit Hours
TOPIC TITLE: Introduction to Entrepreneurship. This course describes the entrepreneurial process and explores issues, concepts, and procedures involved in conceiving of, planning for and creating a new business. It emphasizes the need for careful identification of products or services to be offered, specification of the target market(s) and the benefits the enterprise will provide to prospective customers, determining resource requirements, locating resource providers, and developing essential operating and administrative systems. Students will identify an actual business venture they are considering, develop a business plan, and present that plan at the end of the term.
Restriction(s):
Can enroll if Class is Junior or Senior or Graduate

MKT 498  Research: Marketing  1 to 3 Credit Hours
To provide the advanced student with the opportunity to undertake a research project under the supervision of a faculty member. At least two weeks prior to registration in the term when such a course is to be elected, an interested student must submit to the dean of the school a written request for permission to elect a research course, on a form available in the school office. The request will include a description of the proposed research project. The dean will review the proposal with faculty members to ascertain availability of relevant faculty supervision and to establish appropriate credit.
Restriction(s):
Can enroll if Class is Senior
Can enroll if College is Business

*An asterisk denotes that a course may be taken concurrently.

Frequency of Offering
The following abbreviations are used to denote the frequency of offering:
(F) fall term; (W) winter term; (S) summer term; (F, W) fall and winter terms; (YR) once a year; (AY) alternating years; (OC) offered occasionally