**MARKETING (MKTG)**

**MKTG 210 Service-Learning in Marketing (1 cr)**

Students must complete 30 hours of volunteer service. Type of service must be approved by your faculty supervisor. A journal must be kept throughout the service-learning project documenting when, how long, and the type of activity. The service-learning project must be completed within one calendar year (preferably one semester). Assignments outstanding longer than this will be graded unsatisfactory.

Attributes: Service-Learning, Full 30 Hours
Grading Basis: S/U Only Grade Basis

**MKTG 330 Principles of Marketing (3 crs)**
Prerequisite: ECON 103 and ECON 104, ACCT 201, IS 240, and completion of 54 credits.

This course examines how profit and nonprofit organizations identify and evaluate customer needs; select target markets; and create, price, promote, and distribute need-satisfying products/services to individuals, organizations, and society.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 331 Buyer Behavior (3 crs)**
Prerequisite: MKTG 330 or concurrent enrollment. Minimum junior standing.

Examines the personal characteristics and external forces influencing the buyer's purchase behavior. Includes an emphasis on implications for marketing strategy development.

Attributes: Cultural Diversity 1 cr.
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 332 Marketing Communications and Promotion Analysis (3 crs)**
Prerequisite: MKTG 330. Minimum junior standing.

Integrated marketing communications and its applications in advertising, direct marketing, sales promotion, personal selling, internet marketing, and public relations. Emphasis on promotional campaign strategies, implementation and evaluation, including category management assessment, marketing databases, media selection, and campaign effectiveness.

Attributes: Service-Learning Optional, Undergraduate/Graduate Offering
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 333 Marketing Research (3 crs)**
Prerequisite: BSAD 202 or MATH 246; MKTG 330. Minimum junior standing.

Application of research techniques in the marketplace, and role of marketing information within the firm as a management tool in decision making.

Attributes: Service-Learning Optional, Undergraduate/Graduate Offering
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 334 International Marketing (3 crs)**
Prerequisite: MKTG 330. Minimum junior standing.

• Cross-listed with INTB 335. Credit may not be earned in both MKTG 335 and INTB 335.

Principles, policies, and problems of marketing goods in international markets. Concepts, strategies, and policies of world trade and multinational firms.

Attributes: Foreign Culture, Undergraduate/Graduate Offering
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 335 Business Logistics Management (3 crs)**
Prerequisite: MKTG 330. Minimum junior standing.

Examines the flow of materials and information through the logistics pipeline from a systems perspective. The strategic management of areas such as supply chain relationships, LIS, distribution, materials movement and storage, inventory levels, and transnational tactics are stressed.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 336 Marketing Communications and Promotion Analysis (3 crs)**
Prerequisite: MKTG 330. Minimum junior standing.

Examines the personal characteristics and external forces influencing the buyer's purchase behavior. Includes an emphasis on implications for marketing strategy development.

Attributes: Cultural Diversity 1 cr.
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 337 Professional Selling (3 crs)**
Prerequisite: MKTG 330 or concurrent enrollment. Minimum junior standing.

A behavioral, pragmatic study of the process of personally persuading prospects to buy products, services, or ideas, leading to the mutual satisfaction of the goals of both buyer and seller.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 338 Marketing Analytics and Technology (3 crs)**
Prerequisite: IS 240; MATH 246; MKTG 330 or concurrent enrollment.

• This class requires access to a laptop computer which can be brought to class when required.

Analytical approaches to marketing decision-making using software and database (e.g., Nielsen retail databases, among others). Emphasis will be placed on Internet marketing, customer relationship management, retail and survey/statistical analyses.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 372 Advanced Marketing for Entrepreneurs (3 crs)**
Prerequisite: MGMT 371; MKTG 330; Admission to the College of Business. See current catalog for College of Business admission criteria.

Students learn to identify and examine successful strategies in an entrepreneurial environment, and how opportunities are pursued in a global business environment.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0
MKTG 398 Internship Program I (1-3 crs)
Prerequisite: Minimum junior standing
Consent: Department Consent Required
- Acceptance in Internship Program. See description under College of Business.
  A maximum of three credits of BSAD, MGMT, and MKTG 398 may be applied to
  the 120-credit graduation requirement. Students must have the service-learning
  option approved prior to starting the Internship.

Students will participate in work experiences related to their area of interest.
Attributes: LE-I1 Integration, Service-Learning Optional, Internship, Special
Course Fee Required
Repeat: Course may be repeated for a maximum of 3 credits

MKTG 399 Independent Study Projects (1-4 crs)
Prerequisite: Minimum junior standing.
Consent: Department Consent Required
Individual project under the direction of a faculty member.
Repeat: Course may be repeated

MKTG 425 Marketing in Service Organizations (3 crs)
Prerequisite: MKTG 330
A reconsideration of traditional marketing topics in the context of a variety
of service organizations. Emphasis is placed on discussion of how product-
oriented marketing activities need to be adjusted or even reinvented to
accommodate “non-products.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 432 Retail Management (3 crs)
Prerequisite: MKTG 330. Minimum junior standing.
The study of the retail function and its role in the exchange process. Topics
include consumer behavior, retail pricing, store location, merchandising,
vendor relationships, and human resource management.

Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 433 Sales Management (3 crs)
Prerequisite: MKTG 330. Minimum junior standing.
Positions in sales management are among the first managerial assignments
many business students receive. This course focuses on defining the strategic
role of the sales function and sales organization, developing and directing a
sales force, and evaluating sales force performance. Role playing will be used to
help students experience realistic management scenarios.
Attributes: Undergraduate/Graduate Offering
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 434 Advanced Marketing Analytics (3 crs)
Prerequisite: MKTG 338.
This course builds on MKTG 338 including web analysis and data mining
techniques to extract information from large marketing databases. Application
of quantitative analysis to uncover insights for marketing decisions in internet
and retail settings.
Attributes: Undergraduate/Graduate Offering
Grading Basis: A-F Grades Only
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 437 Business-to-Business Marketing (3 crs)
Prerequisite: MKTG 330. Minimum junior standing.
Studies the marketing strategies characteristic of institutions, government,
industrial, and other marketing environments which do not directly target
the final consumer. The unique characteristics of these markets and the
implications for strategic marketing management provide the focus for this
course.
Attributes: Undergraduate/Graduate Offering
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 438 Marketing Management (3 crs)
Prerequisite: MKTG 330 and completion of at least two Marketing courses
beyond MKTG 330. Minimum senior standing.
Designed as the capstone course in marketing. All the ideas and concepts
presented in other marketing courses are integrated and brought together
via the application of marketing tools, principles, and theories, as experienced
through case studies and problem solving. The role of the marketing executive
in business is emphasized.
Attributes: Undergraduate/Graduate Offering, Capstone Course, Special Course
Fee Required
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 490 Advanced Sales Topics (3 crs)
Prerequisite: MKTG 337.
Application of research skills to develop an in-depth analysis of one company’s
sales structure and its position relative to its competitors. A semester-long
project will incorporate field study and database research identifying different
sales structures and advantages.
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

MKTG 491 Selected Topics (1-3 crs)
Prerequisite: Minimum senior standing.
Small groups will study topics selected because of a special interest on the part
of students or faculty.
Repeat: Course may be repeated
**MKTG 495 Directed Projects (3 crs)**
Prerequisite: Minimum senior standing.
Consent: Department Consent Required

Internship experiences in business situations relevant to student’s major field of study; under supervision of faculty member.

Repeat: Course may be repeated

**MKTG 498 Internship Program II (1-3 crs)**
Prerequisite: Minimum senior standing.
Consent: Department Consent Required

- Acceptance in Internship Program. See description under College of Business. Additive credit only. May not be applied to the 120-credit graduation requirement. Students must have the service-learning option approved prior to starting the Internship.

Students will participate in work experiences related to their area of interest.

Attributes: LE-I1 Integration, Service-Learning Optional, Internship, Special Course Fee Required

Repeat: Course may be repeated

**MKTG 499 Independent Study Projects (1-4 crs)**
Prerequisite: Minimum senior standing.
Consent: Department Consent Required

Individual project under the direction of a faculty member.

Repeat: Course may be repeated

**MKTG 532 Marketing Communications and Promotion Analysis (3 crs)**
Prerequisite: Limited to MBA students.

- Cross-listed with MKTG 332. Credit may not be earned in both courses.

Integrated marketing communications and its applications in advertising, direct marketing, sales promotion, personal selling, internet marketing, and public relations. Emphasis on promotional campaign strategies, implementation and evaluation, including category management assessment, marketing databases, media selection, and campaign effectiveness.

Grading Basis: No S/U Grade Option
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 535 International Marketing (3 crs)**
Prerequisite: Limited to MBA students.

- Cross-listed with MKTG 335 and INTB 335/INTB 535. Credit may be earned in only one course.

Principles, policies, and problems of marketing goods in international markets. Concepts, strategies, and policies of world trade and multinational firms.

Grading Basis: No S/U Grade Option
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 633 Sales Management (3 crs)**
Prerequisite: Limited to MBA students.

- Cross-listed with MKTG 433. Credit may not be earned in both courses.

Positions in sales management are among the first managerial assignments many business students receive. This course focuses on defining the strategic role of the sales function and sales organization, developing and directing a sales force, and evaluating sales force performance. Role playing will be used to help students experience realistic management scenarios.

Grading Basis: No S/U Grade Option
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 634 Advanced Marketing Analytics (3 crs)**

- Cross-listed with MKTG 434. Credit may not be earned in both courses. This course builds on MKTG 338 including web analysis and data mining techniques to extract information from large marketing databases. Application of quantitative analysis to uncover insights for marketing decisions in internet and retail settings.

Grading Basis: A-F Grades Only
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0

**MKTG 637 Business-to-Business Marketing (3 crs)**
Prerequisite: Limited to MBA students.

- Cross-listed with MKTG 437. Credit may not be earned in both courses.

Studies the marketing strategies characteristic of institutions, government, industrial, and other marketing environments which do not directly target the final consumer. The unique characteristics of these markets and the implications for strategic marketing management provide the focus for this course.

Grading Basis: No S/U Grade Option
Lecture/Discussion Hours: 3
Lab/Studio Hours: 0
MKTG 638 Marketing Management (3 crs)
Prerequisite: Limited to MBA students.  
• Cross-listed with MKTG 438. Credit may not be earned in both courses.

Designed as the capstone course in marketing. All the ideas and concepts presented in other marketing courses are integrated and brought together via the application of marketing tools, principles, and theories, as experienced through case studies and problem solving. The role of the marketing executive in business is emphasized.

Attributes: Capstone Course, Special Course Fee Required Varies by Term/Section  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 3  
Lab/Studio Hours: 0

MKTG 730 Marketing Analysis Foundation (2 crs)
Prerequisite: Limited to MBA students. No credit if taken after MKTG 330.  
• Not for MBA degree credit

Analysis of problems related to the development of marketing strategy. Attention is focused on identifying a target market, allocating resources to the marketing mix, and examining the impact of environmental variables on management decisions.

Attributes: Higher Cost Per Credit  
Grading Basis: No S/U Grade Option  
Lecture/Discussion Hours: 2  
Lab/Studio Hours: 0

MKTG 797 Independent Study (1-3 crs)
Prerequisite: Limited to MBA students.  
Consent: Department Consent Required

Individual project under the direction of a faculty member.

Repeat: Course may be repeated  
Grading Basis: No S/U Grade Option