

FOOD, PHARMA, HEALTHCARE

Overview

The Department of Food, Pharma and Healthcare at Saint Joseph's University is a unique department dedicated to preparing students for successful careers in the food, pharmaceutical and healthcare industries.

Faculty

Our faculty are experts in the fields of food, pharma and healthcare. Most have worked full-time in a variety of industries such as food manufacturing and healthcare technology and bring their real-world experience to the classroom.

Department of Food, Pharmacy and Healthcare Faculty & Staff (<https://www.sju.edu/departments/food-pharma-healthcare/faculty-staff/>)

Programs

Undergraduate Majors

- Food Marketing (<https://academiccatalog.sju.edu/business/food-pharma-health/food-marking-major/>)
- Health Administration (<https://academiccatalog.sju.edu/business/food-pharma-health/health-admin-major/>)
- Pharmaceutical & Healthcare Business (<https://academiccatalog.sju.edu/business/food-pharma-health/pharm-major/>)

Undergraduate Minors

- Food Marketing for Non-Business Majors (<https://academiccatalog.sju.edu/business/food-pharma-health/food-marking-minor/>)
- Pharmaceutical & Healthcare Business (<https://academiccatalog.sju.edu/business/food-pharma-health/pharm-minor/>)

Graduate Degrees

- Food Marketing MS (<https://academiccatalog.sju.edu/business/food-pharma-health/food-marking-ms/>)
- Food Marketing MBA (<https://academiccatalog.sju.edu/business/food-pharma-health/food-marking-mba/>)
- Health Administration MHA (<https://academiccatalog.sju.edu/business/food-pharma-health/health-admin-mha/>)
- Health Administration/Health Informatics Dual MHA/MHI (<https://academiccatalog.sju.edu/business/food-pharma-health/had-mhi-dual/>)
- Pharmaceutical & Healthcare Marketing MBA

Graduate Certificates

- Agribusiness (<https://academiccatalog.sju.edu/business/food-pharma-health/agribusiness-gct/>)
- Biotech and Life Sciences Management (<https://academiccatalog.sju.edu/business/food-pharma-health/biotech-life-sci-gct/>)
- Healthcare Management (<https://academiccatalog.sju.edu/business/food-pharma-health/healthcare-mgmt-gct/>)
- Hospitality Management (<https://academiccatalog.sju.edu/business/food-pharma-health/hospitality-mgt-gradcert/>)

Courses

Food Marketing

FMK 150 Expl Hist Cult & Future: Eating (3 credits)

This First Year Seminar course covers the importance of food to the development of civilization. The first half of the course will be devoted to the history of food, eating and its relationship to culture, from the prehistoric hunter-gatherers to the modern day fascination with all things culinary. The second half of the course will be devoted to understanding the modern food system within the developed world with particular emphasis on the thorny issues that are currently being debated: organics, buy local, genetic modification, sustainability, obesity, hunger and other topics of interest.

Attributes: First-Year Seminar, Undergraduate

FMK 170 Special Topics in FMK (3 credits)

Topics will vary according to the semester in which the class is offered.

Attributes: Undergraduate

FMK 202 Overview of the Global Food Ind (3 credits)

In addition to principles of marketing, this is the foundation course for food marketing majors. The objective of the course is to familiarize students with the global food industry at all levels and in all segments. Basics of agricultural production and economics, food distribution, wholesaling and retailing, both on the retail and foodservice sides of the business, will be covered. We will also cover the critical issues impacting the industry including the decline of food at home, the growth of foodservice and the food-away-from-home market, the impact of consolidation, increasing concentration and globalization on the industry's structure, conduct and performance.

Attributes: Haub Co-op Program, Irish Studies Course, Undergraduate

FMK 270 Special Topics in FMK (3 credits)

Topics will vary according to the semester in which the class is offered.

Attributes: Undergraduate

FMK 301 Food Marketing Research (3 credits)

The food industry and the companies that make up the industry are all driven by information. This course will focus on the sources and applications of the information used to make food marketing decisions. The traditional marketing research process will be covered. Applications such as attitude research, product testing and advertising testing will be highlighted. In addition, there will be a great deal of emphasis on the methodology and application of syndicated data such as panel data, scan data, and other information products, such as geodemographic segmentation data.

Prerequisites: DSS 220

Attributes: Undergraduate

FMK 302 Understndg Food Cust & Consumrs (3 credits)

This course will combine traditional consumer and buyer behavior theory and methods with a focus on the food industry to help students understand and predict how both household and food supply chain buyers will react to marketing and other stimuli. Concepts such as perceptions, attitudes, and individual and group behavior will be covered, with a specific focus on issues related to the marketing of products to consumers via the global food industry.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 303 Food Marketing Communication (3 credits)

Discussion of the strategy and tactical tools and techniques required to create and execute an integrated marketing communications program in the food industry. We will cover the issues and elements of advertising, sales promotion, and personal selling strategies, with primary emphasis on the advertising function. Targeting, the creative process, media options, budgeting, and evaluation of advertising will be highlighted.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 310 Brand Strategy (3 credits)

This course addresses the brand management challenge of designing and implementing the best combination of marketing variables to carry out a food company's strategy in its target markets. This course presents an integrative, dynamic view of competitive brand strategy applicable to supplier, manufacturer, distributor and retailer levels in the supply chain. It focuses on understanding, developing and evaluating brand strategies that yield a distinctive competitive advantage based on customer, and competitor analysis will be presented and applied in various situations throughout the course. Topics include strategies for pioneering brands, strategies for late entry, growth strategies, strategies for mature and declining markets, and defensive marketing strategies.

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 311 Food Retailing (3 credits)

Today's food retailer faces a series of unique challenges that may be different than any other challenges that she/he have faced. This course looks at the fundamentals of food retailing together with their application(s) to the structural changes taking place in the food retailing landscape. A critical part of this course will be student teams working on a "Challenge" project with TARGET STORES on a problem/situation that TARGET STORES is facing. Cash prizes will be awarded to teams presenting the most unique and actionable solution to TARGET STORES problem/situation

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 312 New Product Development (3 credits)

This course covers the processes and issues involved in conceiving, developing and launching new food and allied products into the retail market for both consumer and foodservice products. Topics covered include new product strategies and approaches, organizational structures, steps in the process, new product research, and creating programs to support product introduction. The course includes a semester-long project whereby student teams will research a product category, create a new product concept, and develop and present a launch program.

Prerequisites: MKT 201 or FMK 202

Restrictions: Enrollment is limited to students with a major, minor, or concentration in Food Marketing Co-Op or Food Marketing.

Attributes: Undergraduate

FMK 313 Food Distribution & Logistics (3 credits)

This course emphasizes the efficient movement of food products from the farm to the table. This course will include discussion of the characteristics of supply chains, the concepts of efficiency in logistics, demand and inventory management and flow, transportation system management, network design and control, and performance measures and pricing decisions. All of these topics will be covered from both global and domestic and retail and food service perspectives.

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 314 International Food Marketing (3 credits)

The concepts, methods and challenges of firms doing business in international markets are discussed. Specific economic, political, legal, cultural and competitive risks are examined. The focus will be on the operation of food suppliers, manufacturers, distributors, and retailers and foodservice operators in the international marketplace. Attention focuses on the need to adapt to diverse business conditions and geographic markets.

Prerequisites: FMK 202 or MKT 201

Attributes: Irish Studies Course, Undergraduate

FMK 315 Globalization and Food Policy (3 credits)

An examination of the global trade environment for agriculture and foodstuffs and an introduction to the numerous policy agencies overseeing food trade and food policy, such as the WTO, UN, FAO, WHO, Codex Alimentaries, EU and other governmental bodies. Attention will focus on global issues impacting the economics of the food industry including biotech crops, health claims, obesity, food bioterrorism, novel ingredients, environmental policies, corporate consolidation, food advertising, hunger, and infectious diseases such as Mad Cow and Hoof and Mouth. The course will qualify towards Faith/Justice certificate/minor fulfillment.

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 316 Selling Skills & Decisn Making (3 credits)

This course focuses on providing students with the comprehensive knowledge and skill base necessary for making and executing data-based decisions and plans. Methods of critical evaluation of data needed to support marketing and customer event planning, implementation, and evaluation will be stressed. Students will use syndicated sources and commercial software to analyze and evaluate data, assemble strategies and assess outcomes for CPG and foodservice.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 317 Sales Mgt for CPG & Foodserv (3 credits)

This course studies the complex and demanding responsibilities of sales management, for both consumer packaged goods and foodservice. The course will include creation of the sales strategic plan, managing the sales force, coordination of the interface with marketing, establishing sales force objectives, forecasting, understanding customer relationships, motivating and training the sales force and the role of fact-based decision making. Topics will also include the relationship of the sales force to the chief executive officer and social, ethical and legal responsibilities of sales management.

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 318 Retail Food Market Management (3 credits)

Most management decisions and strategies in food marketing today are driven by the analysis of shopper, competitive, and business data; often based on very large data sets. To prepare students to be successful in this new environment, this course will use Excel, IRI/Nielsen data sets, and other quantitative tools to work through analysis and planning at the interface between food manufacturers and food distribution channels (e.g. Grocery and Foodservice). Common food industry business practices such as category management and promotion and media optimization will be examined. There will be opportunities to add realism through the use of case studies and in-class competitions based on actual companies

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 320 Foodservice Marketing (3 credits)

This course provides the food marketing student with an overview of the foodservice industry. It is an introduction into the supply chain members- suppliers, manufacturers, brokers, distributors, logistics providers, foodservice operator customers and finally the foodservice consumer in the food-away-from-home market (FAFH) market. The drivers of FAFH will be studied including consumer, demographic, organizational, culinary, and technological and their roles in foodservice marketing. In addition, the structure of the industry will be studied to understand the wide variety of operations across the commercial and non-commercial (on-site) foodservice venues and their unique marketing issues.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 330 Interntl Food Mktg Study Tour (3 credits)

Specially designed on-site tour to varying international locations which offer students a unique opportunity to experience and study the global food industry. The tour may include visits to food industry suppliers, growers, manufacturers, distributors, regulators, and retailers. Students will be introduced to the marketing and business issues of the global food industry and experience the culture and pace of the world's major cities. The course will involve pre- and post-meetings and assignments.

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 331 On Site Food Service (3 credits)

This course provides an introduction into the roles and factors that affect the product selection, menus, operations, marketing, merchandising and promotions of on-site (non-commercial) foodservice operations. Students will develop an understanding of the decision making factors that shape the marketing strategies and tactics in each segment of the on-site foodservice. Segments reviewed in this course include schools, colleges and universities, businesses, healthcare, sports and entertainment venues, parks and recreation facilities, military, transportation, vending and corrections. In addition to class learning, students will participate in local tours of facilities to analyze and critique the similarities and differences in the operator customer strategies and marketing techniques.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 332 Commercial Food Service (3 credits)

The bloomin' onion, a "Happy Meal", "take it up a notch". How do all these tactics help create the marketing strategies and positions of these successful restaurants? This course will provide students in depth look at the restaurant industry-how the roles of chefs, menus, marketing strategy, positioning, themes, signature items and economics make a success or failure of a restaurant or chain. Students will review the structure, and functions of this industry and how it compares to the supermarket industry. In addition to class learning, students will participate in local tours of facilities to analyze and critique the similarities and differences in the operator customer strategies and marketing techniques.

Prerequisites: MKT 201 or FMK 202

Attributes: Undergraduate

FMK 333 Foodserv Manufactg & Distribtn (3 credits)

This course examines the dynamics of the ever changing distribution network between a manufacturer and the food service operator. Manufacturers face the challenges of maintaining or increasing their market share against the competition and selecting the best distribution channels to get their products to the foodservice operator. Distributors' challenges include the increased costs of operations and pressure between balancing manufacturer brands or their own private label brands and how that affects what foodservice operators and customers will buy. Students will learn what roles logistics and ordering technologies, marketing incentives, and direct or brokers sales forces play in the success of a manufacturer product as it travels through the distribution channel.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 355 FMK Industry Case Challenge (3 credits)

This course will be focused on developing and presenting a marketing strategy case to compete in national food industry case competitions such as the National Grocers Association (NGA) case competition. Students will learn and practice how to integrate research, strategy, creativity, and presentation skills and outcomes directly useable in executive business situations. The course will draw material from several sources and disciplines. Graded work will be heavily weighted towards presenting components of a final case as developed during the semester. The first part of the course will be spent setting up and developing skills and then transition to working on a real case problem provided from the NGA and potentially other industry organizations. The team that goes to the NGA competition in Las Vegas will be selected from this course.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 370 Digital & Social Media (3 credits)

Digital and social media represent a significant shift and change in consumer behavior, leaving marketers scrambling to take advantage of the changing environment. Consumers are spreading opinions and information about restaurants, food brands and grocery stores on sites such as Yelp, Facebook and Twitter. This course takes a broad look at digital and social media and investigates social networks, social media platforms and online advertising. A common theme throughout this course is to identify and discuss the differences between traditional and social media while highlighting the interaction and synergy between the two for key factors such as word of mouth, sales promotions and advertising. At the end of the course, students have the knowledge and insights necessary to establish key, clear marketing objectives and strategies, choose the proper social media platforms and measure the effectiveness of the online campaigns.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 401 Food Marketing Strategy (3 credits)

With a focus on food and consumer products marketing, strategic concepts such as leadership, business definition, situation assessment, planning and objectives, and strategy selection and implementation will be covered, along with strategies that work in different competitive and market situations. Both the theory and application of strategic decision making will be highlighted.

Prerequisites: FMK 202 and FMK 301 and FMK 302 and FMK 303 and FMK 318

Attributes: Undergraduate

FMK 402 Future Issues in Food Mktg (3 credits)

This course will be periodically offered to cover a variety of different topics that are timely, significant or contemporary. Each time the course is offered it will focus on a different and specific food marketing topic. Examples of courses that might be offered include Marketing to Hispanic Consumers, Strategies for Marketing Nutrition and Health, and Technology and the Food Supply Chain and others that may evolve. All future issues courses can be used to satisfy a general upper division course requirement or a free elective.

Prerequisites: FMK 202 or MKT 201

Attributes: Undergraduate

FMK 403 Independent Study Food Mktg (3 credits)

This course is designed to accommodate those students who have an interest in a research-worthy topic that can be examined on an independent research basis. The student will work closely with a professor on a research area that will require the identification of a topic, a literature review, appropriate methodology, and analysis. Chair approval required.

Attributes: Undergraduate

FMK 470 Special Topics in FMK (3 credits)

Topics will vary according to the semester in which the class is offered.

Attributes: Undergraduate

FMK 488 FMK Coop I (3 credits)**FMK 489 FMK Coop II (3 credits)****FMK 490 FMK Coop III (3 credits)****FMK 493 Independent Research I in FMK (3 credits)**

Students will study a topic in food marketing with a faculty mentor.

Attributes: Undergraduate

FMK 494 Independent Research II in FMK (3 credits)

Students will study a topic in food marketing with a faculty mentor.

FMK 509 Curricular Practical Training (1 credit)**FMK 570 Special Topics (3 credits)**

Topics will vary according to the semester in which the class is offered.

Restrictions: Enrollment is limited to Graduate level students.

FMK 710 Introduction to Agribusiness (3 credits)

This course examines the agribusiness industry and looks at the production and marketing of agricultural products. This course will use a marketing lens as well as case studies to explore how agricultural products are sourced and moved through the supply chain.

Restrictions: Enrollment is limited to Graduate level students.

FMK 711 Overview & Mgmt: Food & Beverage Ind (3 credits)

The purpose of Overview and Management of the Food & Beverage Industry is to introduce students to concepts and terminology within the food and beverage industry. This will focus on various aspects of the food supply chain from agriculture to retail, as well as the supporting activities that comprise this supply chain. In addition, students will focus on how these key concepts and techniques are useful in appraising and prioritizing marketing activities within the broader context of firm management.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 712 Overview Hospitality Industry (3 credits)

This course examines the hospitality industry at a macro level, along with the environment in which the hospitality industry operates. As an overview course it is designed to introduce students to the fundamentals and trends of the hospitality industry with a focus on lodging, food service and beverage operations. The course will focus on hotel/lodging operations and include dining and catering, culinary development, various restaurant hospitality segments such as FSR, QSR, Fine Dining, and Ghost Kitchens. Additionally, the course is designed to ensure students understand consumer expectations and how management and staff can deliver a great hospitality experience.

Restrictions: Enrollment is limited to Graduate level students.

FMK 713 Food & Beverage Mktg Strategy (3 credits)

Food and Beverage Marketing Strategy is designed to allow the student to integrate and apply the various marketing tools and techniques associated with developing a winning marketing strategy. Topic sequence has been structured around the strategic marketing planning process.

The major learning vehicles will be the analysis of marketing strategy in a competitive context and the identification of the rules of strategy. Time will be spent discussing topics such as defining the business, assessing the business situation, analyzing the environment, analyzing the product portfolio, and identifying competitive market structures.

Restrictions: Enrollment is limited to Graduate level students.

FMK 714 Food & Beverage Mktg Analytics (3 credits)

Food and Beverage Marketing Analytics, Data, Forecasting, and Pricing is designed to help understand the wealth of data available to food and beverage marketers. It will focus on solving food and beverage industry questions using food and beverage industry data. Particular attention will be paid to how to interpret the data as well as how to select relevant data for specific questions. Several different types of questions will be covered including general customer analytics, demand forecasting, and pricing optimization.

FMK 722 Food & Beverage Mktg Research (3 credits)

Food & Beverage Marketing Research will be an introduction to the market research process with applications to either students' own companies or companies in the market place. This course will cover secondary, qualitative and quantitative research, as well as converting management problems to answerable research questions. Each section will have a focus on best practices to collect and interpret the data. One major focus of the course is qualitative research as it is a powerful tool which plays a part in conducting food and beverage marketing research into customer value analysis, branding and naming, new product launch, customer satisfaction, and market segmentation, among other food and beverage marketing areas. Its techniques include all types of focus groups, in depth one-one-one interviews, intercept studies and observational research. Another major focus is quantitative research and survey design. This section of the course will help students understand how to write surveys and interpret surveys that are unbiased and help them develop real, tangible consumer insights. Then, the course will focus on the strategic decisions that market research can help influence, as well as the future of market research. Students will be assessed by completing a full market research report from hypothesis generation to analysis and will involve all three aspects of the research process.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 724 Strategy of Food & Bev Pricing (3 credits)

The purpose of this 3-credit graduate course is to develop decision making skills in the pricing of products and services, one of the 4 P's of marketing, for the food industry. Course materials will focus on the key concepts and techniques that have been found useful in solving pricing problems. Application of skills will be demonstrated through extensive case study analyses and classroom discussions.

FMK 725 Food & Beverage Consumer Insight (3 credits)

Consumer Insight and Food & Beverage Consumer Behavior applies concepts, principles, and theories from the various social sciences (psychology, anthropology and sociology) to the factors that influence the acquisition, consumption, and disposition of consumer packaged products, services, and ideas. Knowledge of consumer behavior principles is becoming increasingly important for the food and beverage marketing manager and the public policy maker. Quite simply, in order to make good decisions the manager must have an understanding of how consumers are likely to respond to the actions of the firm or the government. In addition, an understanding of the factors that influence consumers may assist an individual in understanding his or her own buying patterns.

Restrictions: Enrollment is limited to students with a major, minor, or concentration in Food Marketing. Enrollment limited to students in the BUMBA or BUMS programs. Enrollment is limited to Graduate level students.

FMK 726 Innovation & New Product Dev (3 credits)

Innovation & New Product Development describes the processes and issues involved in conceiving, developing and launching new food and beverage products into both the retail and foodservice markets. Topics covered include new product strategies and approaches, organizational structures, steps in the product development process, new product research, and creating marketing and sales programs to support product introduction. Application of skills will be demonstrated through individual written assignments and a team-based new product development project.

Restrictions: Enrollment is limited to students with a major in Food Marketing. Enrollment is limited to Graduate level students.

FMK 728 Qualitative Techniques (3 credits)

This course will be an introduction to the market research process with applications to either students' own companies or companies in the marketplace. This course will cover qualitative research, as well as converting management problems to answerable research questions. Each section will have a focus on best practices to collect and interpret the data. The focus of the course is qualitative research as it is a powerful tool which plays a part in conducting food and beverage marketing research into customer value analysis, branding and naming, new product launch, customer satisfaction, and market segmentation, among other food and beverage marketing areas. Its techniques include all types of focus groups, in depth one-one-one interviews, intercept studies and observational research. Students will be assessed by completing a full market research report from hypothesis generation to analysis and will involve multiple qualitative methods.

FMK 729 Quantitative Techniques (3 credits)

This course will be an introduction to the market research process with applications to either students' own companies or companies in the market place. This course will cover qualitative research, as well as converting management problems to answerable research questions. Each section will have a focus on best practices to collect and interpret the data. The focus of the course is qualitative research as it is a powerful tool which plays a part in conducting food and beverage marketing research into customer value analysis, branding and naming, new product launch, customer satisfaction, and market segmentation, among other food and beverage marketing areas. Its techniques include all types of focus groups, in depth one-one-one interviews, intercept studies and observational research. Students will be assessed by completing a full market research report from hypothesis generation to analysis and will involve multiple qualitative methods.

FMK 730 Cust Serv Excell Hospitality (3 credits)

This course explores the dynamics of customer experience and need for service excellence as a competitive differentiator in the hospitality industry with a focus on lodging/hotel operations, and accompanying food and beverage operations. The course is designed to explore and evaluate customer service strategies, systems, and approaches that create service excellence resulting in high customer evaluation, retention, and loyalty. Students will examine the best practices to build a service-minded workforce to establish a culture of service excellence that raises the standard of service for an organization, business unit, division, or team.

Restrictions: Enrollment is limited to Graduate level students.

FMK 732 Consumer Advertising & Promo. (3 credits)

Communications in Food & Beverage Marketing is designed to investigate the strategy and tactics required to create and execute an integrated consumer marketing communications program in the food industry. Communication theory and application will be discussed in their relation to advertising. Targeting, the creative process, media options, budgeting and the evaluation of advertising and consumer promotion will be highlighted. Effective creation, communication and implementation of promotional strategies will be evaluated. The role of consumer promotions (coupons, rebates, contests, sampling, etc. within the context of Marketing Strategy will be examined, as well as their advantages and limitations. Creative strategies to maximize impact and program development/evaluation will also be discussed.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 734 Trade Promotion & Optimization (3 credits)

While consumer advertising and promotion is more visible to the consumer, trade promotion is about half of a food companies' budget. One can think of consumer promotion getting product to move off the shelf, trade promotion is how to get products on the shelf. This course will look at the various forms of trade promotion such as off invoice, bill backs, slotting allowances, advertising allowances, sponsorships, end caps etc. Attention will be given to optimization of trade promotions.

FMK 735 Event Planning & Execution (3 credits)

The use of event marketing as a strategy to reach consumers beyond traditional advertising and promotion mediums has become increasingly important as a marketing tool. The course will focus on how to plan and execute events including event program planning and design, marketing and program evaluation to effectively engage prospective consumers, build brand awareness, and market a company's products and services.

Restrictions: Enrollment is limited to Graduate level students.

FMK 742 Multicul&Int Food&Beverage Mkt (3 credits)

Multi-Cultural & International Food & Beverage Marketing will explore the opportunity for food and beverage retailers and manufacturers to increase sales by better understanding the tastes and needs of an ethnic community. As the U.S. consumer demographics are shifting, it is critical to have a better understanding of current customers and potential customers. We will discuss products, advertising, promotional opportunities, community relations and important holidays. The goal will be to show how companies can create an "attitude" that will let people find the foods and beverages that they want in an atmosphere that makes them feel good. While the growth markets are the emerging markets, the bulk of food and beverage trade is still in the developed markets of the world such as the E.U., Canada, and Asia. This course will study exactly what the new rules of trade are and how they affect American food business. This course also explores the expanding market opportunities in the BRIC (Brazil, Russia, India and China) for food and beverage products and retailing formats, focusing on how business models differ between emerging countries and between developing countries.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 743 International Marketing (3 credits)

While the "growth markets" are the emerging global markets, the bulk of food and beverage international trade is still in the developed markets of the world such as the E.U., Canada, and Asia. This course will study exactly what the rules of trade are in global food marketing and how they affect American food business. This course also explores the expanding market opportunities in the BRIC (Brazil, Russia, India and China) for food and beverage products. The course will also focus on how business models differ between emerging countries and between developing countries.

Restrictions: Enrollment is limited to Graduate level students.

FMK 751 Food & Bev Consumer Insight (3 credits)

This course emphasizes the efficient movement of food products from the farm to the table. This course will include discussion of the characteristics of supply chains, the concepts of efficiency in logistics, demand and inventory management and flow, transportation system management, network design and control, and performance measures and pricing decisions. All of these topics will be covered from both global and domestic and retail and food service perspectives.

Restrictions: Enrollment is limited to Graduate level students.

FMK 753 Food & Beverage Retail Mktg (3 credits)

Retailing in the food and beverage industry is constantly changing. From dollar stores to full service supermarkets to online venues, the industry has never been more diverse and competitive. Food & Beverage Retailing Marketing will seek to understand the strategic decisions that retailers make throughout the diversity of retail formats. A variety of perspectives including manufacturer and consumer on the retail landscape will also be covered. Students will be responsible for developing a retailing strategy in this course.

Restrictions: Enrollment is limited to students with a major in Food Marketing. Enrollment is limited to Graduate level students.

FMK 762 Food & Beverage Policy (3 credits)

Sustainability, both operational and environmental, and consumer well-being are driving forces within the food and beverage industry and stimulating key issues in food and beverage policy, especially for food and beverage security, environmental and obesity challenges. Food & Beverage Policy, Sustainability and Consumer Well Being will introduce marketers to fundamentals and current issues in food and beverage policy, sustainability stakeholders, and food and beverage well-being concepts. The course emphasizes a marketing perspective to drive consumer well-being and sustainability for competitive advantage and meaningful differentiation thereby optimizing growth and profitability in the context of a regulated environment.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 770 Special Topics (3 credits)

Future Issues/Special Topics in Hospitality Management is designed to address new and emerging trends, evolving areas that have just appeared on the hospitality front, or issues that merit special examination.

Restrictions: Enrollment is limited to Graduate level students.

FMK 772 Foodservice Mktg Management (3 credits)

Foodservice Marketing Management provides an introduction to the role and function of foodservice marketing and the foodservice marketing channel. Students will develop an understanding of the commercial and non-commercial on-site segments and the underlying factors and processes that shape strategy and tactics for foodservice marketing. This course examines the dynamics of the ever-changing distribution network between a manufacturer and the foodservice operator. Manufacturers face the challenges of maintaining or increasing their market share against the competition and selecting the best distribution channels to get their products to the foodservice operator. Distributors' challenges include the increased costs of operations and pressure between balancing manufacturer brands and their own private label brands, and how that effects what foodservice operators and customers will buy. Students will learn logistics and ordering technologies, marketing incentives, and how direct or brokers sales forces play in the success of a manufacturer product as it travels through the distribution channel.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 781 Indep Study: Food & Bev Mktg (3 credits)

Independent Study in Food and Beverage Marketing is designed to accommodate those students who have an interest in a research-worthy topic that can be examined on an independent research basis. The student will work closely with a professor on a research area that will require the identification of a topic, a literature review, appropriate methodology, and analysis.

Restrictions: Enrollment is limited to students with a major in Food Marketing. Enrollment is limited to Graduate level students.

FMK 783 Food & Beverage Mktg Digi Stra (3 credits)

The food and beverage industry is changing as consumer preferences and technology changes. Digital Strategy for Food & Beverage Marketing investigates current trends in the food and beverage industry focused along technological advances through the internet and social media. Specifically, the rise of online grocery ordering and delivery will be investigated from a consumer and retailer perspective. The best strategies for online ordering will be discussed utilizing consumer behavior and preferences. Additionally, consumers are flocking online and on mobile channels to stay connected with brands through social media sites such as Facebook, Twitter, Snapchat and Instagram. The benefits and strategies for these social networking sites will be analyzed and discussed. The strategies for engaging customers through the mobile platform will also be discussed including loyalty programs, product information and shopping assisting tools.

FMK 784 Food & Beverage Indry Summit (2 credits)

The content for Food & Beverage Industry Summit seminar is based on the annual Department of Food Marketing Food Industry Summit event. Students will attend the one day event and then continue the discussion of the topic during the second day of the course. The actual topics for the course are determined when the Department selects the topic for the Food Industry Summit. These will be contemporary and important issues to the industry.

Restrictions: Enrollment limited to students in the MBAFMKT or MSFMKT programs. Enrollment is limited to Graduate level students.

FMK 785 ST: Food & Beverage Mktg (3 credits)

Future Issues/Special Topics in Food and Beverage Marketing is designed to address areas that will be very contemporary and may have just appeared on the food and beverage horizon or issues that warrant special examination. These may be open to the public for either all or part of the course.

Restrictions: Enrollment is limited to students with a major in Food Marketing. Enrollment is limited to Graduate level students.

FMK 795 Capstone (3 credits)

This integrative course is designed to permit students, near the end of the course of study, to integrate the knowledge from their previous courses. Also, this capstone course is intended to give students the opportunity to demonstrate the application of the concepts learned during their tenure in the program.

Health Administration

HAD 120 Fin Mgt Hlth Care Organization (3 credits)

An advanced application of the current issues and techniques affecting financial management in the health care system. Topics include cost accounting, cost benefit analysis, accountability in not-for-profit/non-profit institutions, prospective and third party payments, management information systems for operational and fiscal control, and cost containment.

Prerequisites: HAD 100 or HAD 101

Restrictions: Enrollment is limited to PLS/HDC level students.

Attributes: Undergraduate

HAD 200 Healthcare Law and Ethics (3 credits)

An overview of the legal and ethical issues central to the health care delivery system and their impact on individual institutions and professionals. The relationships among biomedical and research technology, societal changes, court rulings, and governmental legislation within the context of the health care system will be examined.

Prerequisites: HAD 100 or HAD 101

Restrictions: Enrollment is limited to PLS/HDC level students.

Attributes: Undergraduate

HAD 201 Intro to Healthcare Admin (3 credits)

An introduction to the exciting field of healthcare services leadership, focusing on current components, practices, issues and trends in healthcare delivery. Emphasis will be placed on leadership in this extraordinarily complex, social, political, economic, legal and technological system that impacts our communities and nation's health.

Attributes: Undergraduate

HAD 300 Plan & Market Health Care Orgs (3 credits)

An introduction to general strategic planning and marketing for health care systems with particular emphasis on the evolution from a provider-controlled environment to a consumer market. Review of key factors such as rising costs, increasing competition, legislation/regulation, technological advancements, and increased consumer sophistication.

Prerequisites: HAD 201

Restrictions: Enrollment is limited to PLS/HDC level students.

Attributes: Undergraduate

HAD 301 Health Info Mgmt Systems (3 credits)

A critical skill for health administrators is to be able to gather, organize, analyze and safely store important health information. This course provides an overview of healthcare information management and applications within healthcare organizations.

Attributes: Undergraduate

HAD 302 Financial Mgmt of Health Orgs (3 credits)

An advanced exploration of current issues and techniques affecting financial management and healthcare systems. Topics will include cost accounting, cost benefit, analysis, accountability, and not-for-profit/nonprofit institutions. Also covered will be prospective and third-party payments, management information, system for operational and physical control, and cost containment.

Prerequisites: HAD 201

Attributes: Undergraduate

HAD 303 Healthcare Quality Improvement (3 credits)

This course seeks to provide students with exposure to current approaches to improving quality and outcomes in a healthcare environment. Topics addressed include basic quality improvement methodologies, regulatory requirements, and the role of critical non-profit partners in addressing quality and monitoring patient outcomes. Students will gain exposure to the role of the National Committee for Quality Assurance (NCQA) HEDIS measurement, Magnet status for nursing, the Leapfrog Hospital Safety Grade, and the Joint Commission.

Prerequisites: HAD 201

Attributes: Undergraduate

HAD 310 Seminar in Hlth Administration (3 credits)

Taken with the Practicum, this course is the capstone for integration between theory and practice of health administration. Each student will be responsible for the preparation of a research paper on a topic in health administration. Topics of emphasis will include health services research, administration in health settings, organizational development, human resource development, and current issues relevant to student field practicums. Students must have permission before enrolling.

Prerequisites: (HAD 101 and (HAD 110 and (HAD 200 and (HAD 120 or HAD 210 or HAD 220

Restrictions: Enrollment is limited to PLS/HDC level students.

Attributes: Undergraduate

HAD 320 Healthcare Law and Ethics (3 credits)

An overview of the legal and ethical issues central to healthcare delivery and their impact on individual institutions and professionals. A review of the important cases impacting healthcare, and the relationships between biomedical research, technology, societal changes, and government legislation within the context of healthcare delivery.

Prerequisites: HAD 201

Attributes: Undergraduate

HAD 330 Public Health Epidemiology (3 credits)

The introduction of basic principles and methods in the field of epidemiology. Topics include historical perspectives of epidemiology, measures of disease occur in disease occurrence and association, clinical epidemiology, disease screening, causal, inference, and study designs. Students will apply epidemiological principles to public health practice using critical thinking, and analytical skills.

Prerequisites: HAD 201

Attributes: Undergraduate

HAD 340 Research Methods in HAD (3 credits)

Health Services Research explores the history of health research, basic principles and types of research in order that health administrators will be able to critically evaluate research in healthcare. This course is a combination of lecture, discussion and experiential learning designed to instill a critical understanding of the research process for application to professional practice.

Prerequisites: HAD 201

Attributes: Undergraduate

HAD 370 Special Topics (3 credits)

Topics will vary according to the semester in which the class is offered.

Prerequisites: HAD 201 and HAD 320 and HAD 340

Restrictions: Enrollment is limited to PLS/HDC level students.

Attributes: Undergraduate

HAD 400 Healthcare Policy (3 credits)

A history of healthcare policy in the United States, and how it has evolved over decades. A comparative analysis with other countries, the positives and negatives of the American healthcare delivery system as shaped by policy and discussion about how to enter the debate.

Prerequisites: HAD 201 and HAD 320

Attributes: Undergraduate

HAD 450 Seminar in Health Admin (3 credits)

Taken with the Practicum, this course is the capstone for integration between theory and practice of health administration. Each student will be responsible for the preparation of a research paper on a topic in health administration. Topics of emphasis will include health services research, administration in health settings, organizational development, human resource development, and current issues relevant to student field practicums. Students must have permission before enrolling.

Prerequisites: HAD 201 and HAD 320 and HAD 340

Attributes: Undergraduate

HAD 470 Special Topics (3 credits)

Topics will vary according to the semester in which the class is offered.

Prerequisites: HAD 201 and HAD 320 and HAD 340

Restrictions: Enrollment is limited to PLS/HDC level students.

Attributes: Undergraduate

HAD 552 Health Administration (3 credits)

An introduction to the principles of administration within health and human services organizations and the basic concepts of leadership and organizational theories relevant to effective administration of healthcare institutions. Organizations are viewed as open systems requiring constant interactions with the environment. Considerable emphasis is placed on quality improvement and organizational change.

Restrictions: Enrollment is limited to Graduate level students.

HAD 553 Health Care Organization (3 credits)

An overview of the organization, structure, and financing of the healthcare delivery system in the United States. The various elements comprising the system will be presented, along with an exploration of the basic concepts and measures of health, disease, needs, quality, and utilization. Issues in healthcare resourcing, institutions, and system organization will be examined.

Restrictions: Enrollment is limited to Graduate level students.

HAD 554 Health Care Law (3 credits)

An examination of the major legal issues encountered in the health care field by administrators and practitioners. Among the topics to be included are principles of liability, legal aspects of medical ethics, and legislative and regulatory factors in health care delivery.

Restrictions: Enrollment is limited to Graduate level students.

HAD 555 Acc for Health Care Organiztns (3 credits)

An introduction to basic accounting techniques used in the healthcare industry.

Restrictions: Enrollment is limited to Graduate level students.

HAD 556 Fin Manag of Health Care Org. (3 credits)

An introduction to the basic theories and practices of financial management as they relate to healthcare organizations. Course includes budgeting principles.

Prerequisites: HAD 555

Restrictions: Enrollment is limited to Graduate level students.

HAD 557 Health Care Strat Plan & Mktg (3 credits)

An introductory course that examines the foundations, principles, and basic applications of this field. Internal and external forces that shape marketing policies and planning are explored. Topics include the development of marketing strategies and programs, as well as marketing mix variables and general healthcare planning.

Restrictions: Enrollment is limited to Graduate level students.

HAD 558 Mgt of Healthcare Org (3 credits)

In depth study of hospital operations with emphasis on not-for profit/nonprofit settings; focus on departmental operations, role of administration, the board, and medical staff. Includes legal and reform trends affecting hospitals, financial mechanisms, budgeting, labor relations and corporate restructuring.

Restrictions: Enrollment is limited to Graduate level students.

HAD 559 Health Policy (3 credits)

The formulation and analysis of health policy at federal, state, local, and corporate levels. This course presents an overview of the legislative, regulatory, and political processes and their effect on the health care system. This course will provide a conceptual and analytic framework for bioethical policy analysis regarding policy formulation, adoption, implementation, operation, evaluation, and termination. Pragmatic application of policy analysis tools is included.

Restrictions: Enrollment is limited to Graduate level students.

HAD 600 Ethics of Health Care (3 credits)

A critical examination of the central ethical issues in the healthcare field. Issues to be treated include euthanasia, life-prolonging medical technologies, abortion, screening for genetic defects, experimentation and informed consent, distribution of scarce medical resources, the right to healthcare, and its implications for the healthcare delivery system. Necessary background in moral philosophy will be provided.

Restrictions: Enrollment is limited to Graduate level students.

HAD 601 Fieldwork in Health Admin (3 credits)

Students who have a GPA of 3.5 or higher may pursue experiential learning through fieldwork or internship in an approved healthcare facility or nonprofit organization.

Prerequisites: HAD 552 and HAD 553 and HAD 554 and HAD 555 and HAD 556 and (HAD 560 or MHI 560) and HAD 600 and HSV 550 and HSV 551

Restrictions: Enrollment is limited to Graduate level students.

HAD 602 Directed Resrch in Health Serv (3 credits)

The Health Services Department provides opportunities for selected students to conduct independent research under the supervision of department faculty. Students desiring to participate in Directed Research must identify and meet with a faculty mentor, submit a formal research proposal with proposed timeline for completion, and obtain approval for the project from the faculty mentor, program director, department chair and associate dean.

Restrictions: Enrollment is limited to Graduate level students.

HAD 700 Health Administration Capstone (3 credits)

An integrative capstone course in which the student is expected to integrate and synthesize prior course work and to demonstrate competence in health administration through the analysis of complex cases in health services delivery and management and the development of a case of his/her own based on experience and observation. Integrative Capstone should be taken as the final course in the curriculum.

Prerequisites: HAD 552 and HAD 553 and HAD 555 and HAD 556 and HAD 560 and HAD 600 and HSV 550 and HSV 551

Restrictions: Enrollment is limited to Graduate level students.

Pharmaceutical Marketing

PMK 150 Smart Healthcare Consumer (3 credits)

By virtue of our birth, we are all consumers of healthcare. Becoming a smart healthcare consumer requires us to understand what having healthcare means as a patient as well as how the system of care works (or sometimes fails.) Additionally, it requires insights from the perspectives of various stakeholders, who either provide direct care (doctors, nurses or hospitals), or who indirectly participate by influencing, regulating, and/or paying for healthcare. The course will examine the doctor visit as a transaction and will evaluate the motivation of the various stakeholders. The course will also consider how disruptive technology and medical innovation influence the future of medicine.

Attributes: First-Year Seminar, Undergraduate

PMK 211 Pharmaceutical Mkt Environment (3 credits)

An introduction to the pharmaceutical industry and to the theory of marketing, as well as an overview of the dynamics of the healthcare industry with an emphasis on managed care, cost containment, disease management and accountable care organizations (ACO's). Additionally, students will learn a basic understanding of pharmacology. Prerequisite to all major concentration requirements. Open to all students.

Attributes: Undergraduate

PMK 221 Pharmaceutical Mkt Research (3 credits)

Covers the process that involves systematic gathering of quantitative and qualitative information that will help identify and resolve issues concerning patients, physicians and payers. Areas covered include problem recognition, research design, data collection, data analysis, results, and recommendations.

Prerequisites: PMK 211

Attributes: Undergraduate

PMK 331 Pharm Sales Management (3 credits)

Have you wanted to land your dream job, find your perfect mate, and achieve what you desire out of life? Learn the secrets and basic concepts of selling and persuasion to achieve your sales and life goals. Understand the concepts of applying science (clinical reprints) to communicate important information about your product, service, or your personal brand as it relates to sales, territory management, and pharmaceutical ethics. The course focuses on building relationships through role-play and improv exercises. Students will develop listening skills and learn how to handle objections while thinking on their feet.

Prerequisites: PMK 211

Attributes: Undergraduate

PMK 341 Pharm Channels & Pricing (3 credits)

The first half of the course describes the distribution process of pharmaceuticals, with concepts specific to designing and managing effective strategic channel relationships. The second half examines how firms set prices and the legal and policy ramifications of pricing.

Prerequisites: PMK 211

Restrictions: Enrollment is limited to students with a major, minor, or concentration in Pharm. Healthcare Business.

Attributes: Undergraduate

PMK 351 Pharm Promotions Management (3 credits)

Covers advertising, direct marketing, promotions, e-marketing, ethical, legal and regulatory concerns associated with the promotion of pharmaceutical products.

Prerequisites: PMK 211

Restrictions: Enrollment is limited to students with a major, minor, or concentration in Pharm. Healthcare Business.

Attributes: Undergraduate

PMK 370 Special Topics (3 credits)

Topics will vary according to the semester in which the class is offered.

Attributes: Undergraduate

PMK 430 Brand Management (3 credits)

This course focuses on the essential principles, practices and leading-edge concepts of brand management to prepare students to lead a brand-centered, cross-functional marketing team. The course is designed to introduce the critical analytical, decision making, and planning frameworks and tools effective brand managers need at all stages of the product lifecycle. The emphasis in the course is to explore what every brand manager needs to know to operate successfully in any organization.

Attributes: Undergraduate

PMK 461 Pharm Mkt Strat & Plan I (3 credits)

The course focuses on strategy and planning development for a specific pharmaceutical product. This course focuses on teamwork and expands students' ability to synthesize critical functions in product management.

Prerequisites: PMK 211 and ENG 101 and PMK 221 and PMK 331 and PMK 341 and PMK 351

Attributes: Undergraduate, Writing Intensive Course- GEP

PMK 470 Special Topics (3 credits)

Topics will vary according to the semester in which the class is offered.

Attributes: Undergraduate

PMK 471 Pharm Mkt Strat & Plan II (3 credits)

Drawing on the broad range of content covered in the first six courses, this capstone course integrates and builds on the foundations laid previously. This course addresses pharmaceutical corporate strategies including health policy issues with practical application through a number of formats: cases; exercises; simulations.

Prerequisites: (PMK 211 and PMK 221 and PMK 351 and PMK 341 and PMK 461)

Attributes: Undergraduate

PMK 491 Pharmaceutical Internship (1-3 credits)

The Pharmaceutical Internship/Independent Study enables students who have declared Pharmaceutical Marketing as their major to earn one (1) credit and enhance their knowledge in the sponsoring firm by working in the pharmaceutical or related industries as an intern. Students can earn up to three (3) credits by combining an internship with independent study. Credit is based on a review by the sponsoring faculty member of the student's circumstance, needs of the firm where the student is doing their internship and academic requirements of the sponsoring faculty member. The internship/independent study credits are counted as free electives and can only be applied to the semester during which the internship/independent study was taken. Prerequisite - completed at least 4 courses in the major.

Prerequisites: PMK 331 (may be taken concurrently) and PMK 351 (may be taken concurrently)

Attributes: Undergraduate

PMK 600 Health Care Marketing (3 credits)

This course covers identifying market opportunities and different segments of the health care delivery system. It will also incorporate strategies and the application of the "4Ps": price, product, place, and promotion. The environment for the course will be managed care. MBA students should enroll in MKT 550.

Restrictions: Enrollment limited to students in the MBAPHMK program. Enrollment is limited to Graduate level students.

PMK 610 Business of Healthcare (3 credits)

The course provides an understanding of structure, conduct and performance of the healthcare industry in the U.S. it will provide a working knowledge of federal regulations and examine various strategies and strategic frameworks while discussing details about how the system operates. It will also review management concepts and how to apply them to solve business problems in the dynamic and evolving U.S. healthcare system.

Prerequisites: PMK 600 or MKT 550

Restrictions: Enrollment is limited to Graduate level students.

PMK 620 Supply Chain Mgt in Healthcare (3 credits)

This course describes the distribution process of pharmaceuticals, medical devices, diagnostics and biologics with concepts specific to designing and managing strategic channel relationships.

Prerequisites: MKT 501 and (MKT 550 or PMK 600)

Restrictions: Enrollment is limited to Graduate level students.

PMK 625 Pharmaceutical R&D (3 credits)

Traditionally the scientific and commercialization activities within pharmaceutical companies have existed as separate entities with varying relationships related to information sharing and integration of business strategy into the drug development and approval process. Enhanced linkage/collaboration between these two functions can lead to a competitive advantage as it relates to the attainment of the overall corporate research and commercial strategic objectives necessary for improving the business, marketing planning, and commercialization.

Restrictions: Enrollment is limited to Graduate level students.

PMK 630 Healthcare Marketing Analytics (3 credits)

In this course you will be taught the fundamental steps involved in the healthcare marketing research process. The course will expose you to the healthcare marketing research process using both primary and secondary data sources. Short case studies will be analyzed from the pharmaceutical, medical device, diagnostics and healthcare delivery industries. Special attention will be provided to several syndicate data sources. The course will also cover topics including problem definition, research objectives, research design, data analysis, interpretation of results and report development. Several advanced analytical techniques will be introduced as part of the course. This course can be beneficial to beginners in healthcare marketing research and to the users of marketing research information for decision-making.

PMK 640 Pharmacoeconomics (3 credits)

This course reviews the principal concepts of economics and the history and development of health economics. Additionally, it emphasizes the application and value of health economic studies through the use of examples from the pharmaceutical, biologic, medical device and diagnostic industries.

Prerequisites: MKT 501 and (MKT 550 or PMK 600)

Restrictions: Enrollment is limited to Graduate level students.

PMK 651 Life Sciences Promotion (3 credits)

This course provides students with a comprehensive framework and tools to understand the modern-day promotional process and the ever-changing digital media landscape. The students will learn about current industry trends, the role of brand manager, understanding the agency-client relationships, uncovering insights, utilizing data and technology, brand positioning, creative strategy, developing big ideas, social media, integrated production, and communications planning. Classes will be a combination real-world examples from the life sciences industry (pharma, biotech, MedTech etc.) Coursework involves a comprehensive group project that fosters learning in all functional areas of promotions, while simulating the development of an integrated marketing communication plan.

Restrictions: Enrollment is limited to Graduate level students.

PMK 660 Coding Coverage Reimbursement (3 credits)

The course provides information to help a healthcare professional understand how to run their practice as a business in the U.S. Background of coding systems to include ICD-10 and CPT, will be introduced along with case scenarios that reveal how a coding system links a procedure or product to the different reimbursement systems, such as Medicare and Medicaid, to get payment.

Prerequisites: MKT 550 or PMK 600

Restrictions: Enrollment is limited to Graduate level students.

PMK 665 Sales Management (3 credits)

This course covers the concepts and applies the theories associated with managing a sales force. Specifically, the course is designed to help students learn sales management concepts and how to apply them to solve business problems in the pharmaceutical industry. We will focus on the activities of first-line field sales managers. To function effectively as managers, students must know how salespeople perform their jobs. With this in mind, we will cover personal selling, account relationships, territory management, and sales ethics with special emphasis on current issues of managing strategic account relationships, team development, and diversity in the work force, sales force automation and ethical issues.

Restrictions: Enrollment is limited to Graduate level students.

PMK 670 Pricing in Healthcare Industry (3 credits)

This course examines how manufacturers of pharmaceuticals, medical devices, diagnostic and biologics set prices for their products as well as investigates the legal and policy ramifications of pricing.

Prerequisites: MKT 550 or PMK 600

Restrictions: Enrollment is limited to Graduate level students.

PMK 680 Healthcare Strategic Management (3 credits)

This course focuses on product/service decisions by an organization from the perspective of managers for healthcare services and new and established products and established brands. The course will also provide the framework for conducting strategic planning and execution based on marketing intelligence derived from market research. The strategic choices across different stages of the product of service life cycle will also be reviewed.

Prerequisites: PMK 600 or MKT 550

PMK 700 Managed Market Access (3 credits)

The objectives of this course are to understand the dynamics and trends of the evolving healthcare system, to review managed care's impact on pharmaceutical marketing and to develop strategies for success with the managed care customer. Students will learn to assess managed healthcare market segments, to determine the needs of this customer, and to identify the potential business opportunities for their company's brands.

Restrictions: Enrollment is limited to Graduate level students.

PMK 720 Global Healthcare Markets (3 credits)

This course focuses on the management of multinational corporations (MNCs) with particular emphasis on Pharmaceutical and/or medical device companies operating across different nations. The international environment implies greater opportunities as MNCs have access to a wider variety of markets and resources but this environment also implies greater organizational and managerial challenges. The aim of this course is to investigate whether these challenges are worth it and how they can contribute to a company's "double" bottom line.

Restrictions: Enrollment is limited to Graduate level students.

PMK 770 Independent Study (3 credits)

This course is designed to accommodate those students who have an interest in a research-worthy topic that can be examined on an independent research basis. The student will work closely with a professor on a research area that will require the identification of a topic, a literature review, appropriate methodology, and analysis.

Restrictions: Enrollment is limited to Graduate level students.

PMK 780 Future Issues (3 credits)

This course will be periodically offered to cover a variety of different topics that are timely, significant or contemporary. Each time the course is offered it will focus on a different topic specific to healthcare, biotechnology or pharmaceutical marketing. Examples of course topics include Obesity, New Product Launch, and the impact of Healthcare Reform on industry stakeholders.

Restrictions: Enrollment is limited to Graduate level students.

PMK 795 Capstone (3 credits)

This integrative course is designed to permit students, near the end of the course of study, to integrate the knowledge from their previous courses. Also, this capstone course is intended to give students the opportunity to demonstrate the application of the concepts learned during their tenure in the program.

Restrictions: Enrollment is limited to Graduate level students.