**MARKETING (MKT)**

**MKT 150 People, Planet and Profit (3 credits)**
This freshman seminar helps students understand the responsibility they have to live a more sustainable lifestyle, persuading others to live a sustainable lifestyle, and acting as key influencers in persuading businesses and other organizations in becoming more sustainable. Students learn how individuals, the environment, and organizations can exist in harmony with one another.  
*Restrictions:* Enrollment limited to students with a class of freshman.  
*Attributes:* First-Year Seminar, Undergraduate

**MKT 201 Principles of Marketing (3 credits)**
Brands, sports teams, charities, politicians and entertainers all depend on Marketing to stand out from the crowd. An introduction to the theory and practice of Marketing—the process of building strong relationships with customers by meeting or exceeding their needs. In this course, you will review the core Marketing concepts from "STP" (Segmenting, Targeting & Positioning) to the "4 Ps" (Product, Promotion, Price & Place). The broad social, cultural, political and economic issues that impact Marketing are also examined.  
*Attributes:* Undergraduate

**MKT 202 Marketing Research (3 credits)**
In today’s Marketing environment, information is power. An in-depth study of the various steps of the market research process from problem definition to data analysis. Focus on the use of market research techniques and technology as applied to marketing planning, product development, performance monitoring and marketing communications.  
*Prerequisites:* MKT 201  
*Attributes:* Undergraduate

**MKT 211 Honors Principles of Marketing (3 credits)**
Brands, sports teams, charities, politicians and entertainers all depend on Marketing to stand out from the crowd. An introduction to the theory and practice of Marketing—the process of building strong relationships with customers by meeting or exceeding their needs. In this course, you will review the core Marketing concepts from "STP" (Segmenting, Targeting & Positioning) to the "4 Ps" (Product, Promotion, Price & Place). The broad social, cultural, political and economic issues that impact Marketing are also examined. Limited to students in the Honors Program.  
*Prerequisites:* MKT 201  
*Attributes:* Undergraduate

**MKT 295 Independent Study Marketing (3 credits)**
Breaking through the "clutter" to gain the customer's attention is a never-ending challenge. An inclusive review of the various elements of Integrated Marketing Communications and how they are used to successfully engage the target audience. Topics such as advertising, digital/alternative media, public relations and sales promotion are addressed from creative development to media selection to execution with the goal of communicating to constituents with one clear voice.  
*Prerequisites:* MKT 201  
*Attributes:* Undergraduate

**MKT 302 Consumer & Buyer Behavior (3 credits)**
Understanding what makes customers "tick" is the foundation of successful Marketing. A study of how consumer and business needs and wants are converted into satisfactions, with primary emphasis on the core processes that underlie customer decision making. The course highlights major consumer behavior models, current research on consumer behavior, and the socio-cultural issues that influence consumers.  
*Prerequisites:* MKT 201  
*Attributes:* Undergraduate

**MKT 303 MKT Communications (non-Bus) (3 credits)**
This course is for Communications Studies students who will not take Principles of Marketing (MKT 201). Topics such as advertising, digital/alternative media, public relations and sales promotion are addressed from creative development to media selection to execution with the goal of communicating to constituents with one clear voice. Not available to Marketing majors or minors.  
*Attributes:* Undergraduate

**MKT 312 Selling and Sales Management (3 credits)**
Behavioral and systems approaches to selling will be covered, along with the role of selling in the Marketing mix and the importance of selling in customer service. Discussion of sales force management including the tools and techniques of effective sales presentations, the role of technology, sales training and motivation.  
*Prerequisites:* MKT 201  
*Attributes:* Undergraduate

**MKT 313 Ethics in Marketing (3 credits)**
Discussion and analysis of the behavior and interaction of companies, consumers and customers across various topics such as personal privacy, sales responsibility, intellectual property, pricing, image and issue presentation, and Marketing channels. Students will develop multiple methods for evaluating ethical issues in terms of actions and consequences from the perspective of shareholders, employees, consumers, society-at-large and the environment.  
*Prerequisites:* MKT 201  
*Attributes:* Ethics Intensive (New GEP), Undergraduate

**MKT 314 Social Media Marketing (3 credits)**
With almost lightning speed, technology has changed the way we learn, communicate, forge relationships and shop. Explore the growing popularity of using digital technologies to reach consumers and further your working knowledge of the four zones of social media (community, publishing, entertainment and commerce).  
*Prerequisites:* MKT 201  
*Attributes:* Undergraduate

**MKT 315 Mkt in a Multicultural World (3 credits)**
The American demographic landscape is shifting dramatically and marketing must strive to keep up. Discussion of the challenges and opportunities for marketers wishing to target various diverse groups in the United States. Topics include how to develop Marketing strategies and refine the Marketing mix to best serve and research these different and changing groups.  
*Prerequisites:* MKT 201 and (MKT 301 or MKT 303 or FMK 303 or PMK 351)  
*Attributes:* Diversity Course (New GEP), Undergraduate
MKT 316 Digital Marketing & Web Analytics (3 credits)
In this course, students will learn how to use various online tools to develop successful campaigns. Topics covered include search engine marketing (SEM), search engine optimization (SEO), internet and mobile advertising, social media and web analytics.
Prerequisites: MKT 201 and (MKT 301 or MKT 303 or FMK 303 or PMK 351)
Attributes: Undergraduate

MKT 321 Advertising (3 credits)
Advertising has come a long way from the days of "Mad Men", yet it is still the most prominent and glamorous component of the communications mix. An effective ad should inspire us to buy, click, donate or even vote. This course will examine the elements of successful Advertising from strategy and development to execution and evaluation.
Prerequisites: MKT 201 and (MKT 301 or MKT 303 or FMK 303 or PMK 351)
Attributes: Undergraduate

MKT 324 Public Relations and Publicity (3 credits)
Is all PR really good PR? The concepts, history, theory, social responsibility and management of Public Relations and its role in the communications mix. This course will survey PR problems and practices in corporations, government agencies, associations and not-for-profit organizations.
Prerequisites: MKT 201 and (MKT 301 or MKT 303 or FMK 303 or PMK 351)
Attributes: Undergraduate

MKT 325 Fundamentals of Design (3 credits)
A "hands on" course where you will learn graphic skills that are the technical foundation for transforming advertising concepts into effective visual communications. Extensive use of current online graphics programs.
Prerequisites: MKT 201 and (MKT 301 or MKT 303 or FMK 303 or PMK 351)

MKT 327 Global Marketing Communications (3 credits)
This course uses writing to help students understand the various problems and opportunities of globalization as applied to marketing communications. The fundamental principle is that knowledge of cultural specifics or value paradoxes is the basis of effective global marketing communications strategies.
Prerequisites: MKT 201 and (MKT 301 or MKT 303 or FMK 303 or PMK 351)
Attributes: Diversity Course (New GEP), Undergraduate, Writing Intensive Course- GEP

MKT 331 International Marketing (3 credits)
Marketing is going global at a rapid pace. A multi-faceted study of the concepts, methods and challenges of conducting business in international markets. The economic, political, cultural and geographical factors affecting multinational marketers are addressed from the perspective of various stakeholders including customers, exporters and local businesses. Prerequisite: MKT 201.
Prerequisites: (MKT 1011 or MKT 1015) or MKT 201
Attributes: Globalization Course (New GEP), Undergraduate

MKT 341 Music Marketing (3 credits)
A course for individuals considering a career in Music Marketing or the Music Industry minor. Examines the use of music in marketing often called audio branding. Using popular press and case studies, this course looks at the integration of music in advertising, television, sports, film and other media.
Attributes: Music Industry Course, Undergraduate

MKT 342 Music and Entertainment Law (3 credits)
A discussion of the legal issues in the entertainment industry from the perspective of various stakeholders including artists, writers, agents, producers and distributors. Using a legal framework, students will examine a variety of entertainment scenarios including concerts, shows, radio and TV.
Prerequisites: MKT 201 and (MKT 341 or MKT 343)
Attributes: Music Industry Course, Undergraduate

MKT 343 Entertainment Marketing (3 credits)
Entertainment can be viewed as both a ‘product’ and as a promotional tool. Learn about entertainment industry Marketing practices as well as the organizations and people who conceive of, create and distribute entertainment properties including television, film, music, gaming and theater.
Prerequisites: MKT 201

MKT 344 Business of Recorded Music (3 credits)
This course focuses on the structure and function of the recording industry and the role of various participants. It examines past, present and future business models employed by recording companies as they relate to recorded music’s value chain.
Attributes: Music Industry Course, Undergraduate

MKT 350 Event Marketing (3 credits)
The use of Event Marketing as a strategy to reach consumers beyond traditional, cluttered advertising mediums. You will learn how to plan and execute events, and use events to effectively engage prospective consumers, build brand awareness, and market a company’s products and services.
Prerequisites: MKT 201
Attributes: Undergraduate

MKT 351 Business of Sports (3 credits)
A look at professional and college sports as big business including league structure; ownership and franchise values; sources of revenue; sports media; labor issues; competitive balance; and the economic and financial aspects of college athletic departments.
Prerequisites: MKT 201
Attributes: Undergraduate

MKT 352 Sports Law (3 credits)
Many of today’s sports headlines have little to do with wins and losses. A discussion of the legal issues related to sports, from managing sports-related businesses to working as a sports agent or a university athletic director. Students will delve into existing sports business lawsuits and collective bargaining agreements to stimulate discussion and formulate answers to practical sports business problems.
Restrictions: Students with a class of Freshman may not enroll.
Attributes: Undergraduate

MKT 353 Sports Marketing (3 credits)
Sports Marketing has become increasingly sophisticated over the last decade as teams compete for the entertainment dollar. A study of marketing, promotion, sales and sponsorship strategies utilized in the sports industry by both sports properties and brand partners.
Prerequisites: MKT 201
Attributes: Undergraduate
MKT 354 The Business of Baseball (3 credits)
An examination of how MLB and its franchises operate as business entities, starting with baseball’s antitrust exemption and reserve clause. The course covers league operations, labor relations, financial issues, marketing, baseball and the media, and ballparks. Must be Sophomore or above.
Restrictions: Students with a class of Freshman may not enroll.
Attributes: Undergraduate

MKT 355 Sports, Selling, & Sales (3 credits)
Learn how to develop the skills essential to effectively building sales and revenue within a sports business and leverage the various revenue producing opportunities within a sports franchise or organization. The course will explore critical factors in successfully renewing and growing sales with both consumers and corporate partners.
Prerequisites: MKT 201 and MKT 351 and MKT 353 (may be taken concurrently)

MKT 362 Digital Media in Sports (3 credits)
This course will review the sports digital landscape including current issues, best practices, branding, mobile sports, ticketing, fantasy sports and e-commerce.
Prerequisites: MKT 351 and MKT 201 and MKT 353 (may be taken concurrently)

MKT 363 Sports Analytics (3 credits)
The use of data and quantitative methods to measure performance and make decisions in the competitive sports arena. The analytical skills learned in this course can be applied to various industries beyond sports.
Prerequisites: MKT 201 and MKT 351
Attributes: Undergraduate

MKT 370 Spec Topics: Sports Marketing (3 credits)
This course will be offered periodically on a topic of interest in the field of Marketing as chosen by the instructor.
Prerequisites: MKT 201
Attributes: Undergraduate

MKT 401 Marketing Strategy (3 credits)
In this capstone course, students apply the Marketing knowledge acquired from previous courses to the development of a comprehensive strategy that addresses all aspects of the Marketing mix. Students will conduct in-depth analysis of consumer, industrial and not-for-profit Marketing issues. Cases dealing with product innovation and development, demand, pricing, distribution, and promotion will also be explored, giving students an opportunity to address real-world business problems. Can only be taken during the senior year.
Prerequisites: MKT 201 and MKT 202 and MKT 302 and (MKT 301 or MKT 303)
Restrictions: Enrollment limited to students with a class of Junior or Senior.
Attributes: Undergraduate

MKT 450 Marketing Study Tour (3 credits)
A specially designed international tour to varying countries which offers students a unique opportunity to study international business and develop a better understanding of the global marketing environment—its dimensions, participants, trends and opportunities. Students will also experience the heritage, ambiance, and excitement of the world’s great countries and cities.
Prerequisites: MKT 201
Attributes: Undergraduate

MKT 490 Internship in Marketing I (3 credits)
An on-the-job experience whereby students spend a minimum of fifteen hours a week applying Marketing principles for an approved employer. All students must take MKT 201 as a prerequisite to any internship. A minimum GPA of 2.5 and completion of upper-level Marketing courses are required. Course requires approval of Marketing Department Internship Coordinator prior to registration.
Prerequisites: MKT 201
Attributes: Undergraduate

MKT 491 Internship in Marketing II (1,3 credits)
This course is meant for students with an internship opportunity, for which the prospective employer requires university credits, and who have already completed a three-credit internship. The course is limited to General and Sports Marketing majors who have completed a three-credit internship. Course requires approval of Marketing Department Internship Coordinator prior to registration. This practicum does not satisfy any major or minor requirements. Grade will be Pass/Fail.
Prerequisites: MKT 201
Attributes: Undergraduate

MKT 492 Marketing Internship (1 credit)

MKT 493 Indep Study in Marketing I (3 credits)

MKT 494 Indep Study in Marketing II (3 credits)

MKT 497 Sports Mktg Internship Summer (3 credits)

MKT 499 Research Practicum (3 credits)
Take your research skills to the next level while developing the insights needed to make effective marketing decisions.
Prerequisites: MKT 201 and MKT 202
Attributes: Undergraduate

MKT 501 Marketing Concepts (3 credits)
An introduction to the theory and practice of Marketing—the process of building strong relationships with customers by meeting or exceeding their needs. The concepts of positioning, segmentation and targeting will be highlighted, along with discussion of product planning and development, and the other elements of the marketing mix. After developing foundational knowledge of key Marketing principles, you will apply what you learned to developing effective Marketing strategies.
Restrictions: Enrollment is limited to Graduate level students.

MKT 509 Curricular Practical Training (1 credit)

MKT 521 Marketing Concepts (2 credits)
This course is intended to provide an overview of the philosophy and organization of marketing, the concepts of marketing planning and strategy, the impact of the macro and task environments on the marketing function, the marketing research function and the process of managing marketing information flows, and the major elements of marketing programs. The concepts of positioning, segmentation and targeting will be highlighted, along with discussion of product planning and development, and the elements of the marketing mix.

MKT 530 Marketing Foundation (2 credits)
An introduction to customer-driven marketing strategy by taking students through the marketing fundamentals beginning with strategy, target marketing and opportunity analysis, then developing the product, price, distribution and promotion marketing mix.
MKT 531 Integrated Mkting Communications (1 credit)
This course is designed to introduce the student to the important elements of effective and integrated Marketing Communications (IMC) including advertising, sales promotion, personal selling, publicity, public relations, interactive marketing, and direct marketing. The roles of traditional, digital and social channels are reviewed.

MKT 545 Graduate Marketing Gateway (3 credits)
The issue of environmental sustainability is no longer a “fringe” issue. Instead, the issue of environmental sustainability requires a paradigm shift in the way managers think about their own role within the broader scope of the global community. Businesses that are more sustainable are more competitive, more innovative, have lower costs, and attract better talent.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.
Attributes: Gateway Course (Grad HSB)

MKT 550 Marketing Strategy (3 credits)
This course will prepare students to guide the development, application, and assessment of business strategy from a customer-focused, market-sensing, and competitor-driven perspective. Learn how the fundamentals of strategic thought – such as the resource-based view and market orientation – can inform decisions to enter new markets, be market driven, drive markets, position brands, and create and measure customer value. Lessons will be delivered through a combination of texts, case studies, marketing metrics exercises, videos, and applied projects.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 602 Promotional Strategy (3 credits)
Breaking through the “clutter” to gain the customer’s attention is a never-ending challenge. An inclusive review of the various elements of Integrated Marketing Communications and how they are used to successfully engage the target audience. Special emphasis is placed on media selection, the creative process, promotion planning and the allocation of resources as promotional tools.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 604 International Marketing (3 credits)
A multi-faceted study of the concepts, methods and challenges of conducting business in international markets. The economic, political, cultural and geographical factors affecting multinational marketers are addressed from the perspective of various stakeholders including customers, exporters and local businesses.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 605 Research in Marketing (3 credits)
Today’s marketers need to expand beyond conceptual marketing and embrace new sources of information and technology using marketing research, data mining and computer decision models to make marketing decisions. In this course, we integrate concepts, analytic marketing techniques and a software toolkit to train the new generation of marketers to become successful marketing managers.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 606 Consumer Behavior (3 credits)
Marketing begins and ends with the customer, from determining customers’ needs and wants to providing customer satisfaction and maintaining customer relationships. This course highlights major consumer behavior models, current research on consumer behavior, and the socio-cultural issues that influence consumers and how they can be used to improve marketing decision-making.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 607 The Business of Sports (3 credits)
A look at professional and college sports as big business including league structure; ownership and franchise values; sources of revenue; sports media; labor issues; competitive balance; and the economic and financial aspects of college athletic departments.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 608 Marketing and Social Media (3 credits)
Technology has changed the way we learn, communicate, forge relationships and shop. In this class, you will learn how to build a great brand using digital tools such as social networking, blogging virtual worlds, podcasting and mobile applications.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 609 Marketing Analytics (3 credits)
This application-oriented course introduces quantitative analytic concepts that can inform marketing decisions, assess marketing performance, and detail return on marketing investment. Using spreadsheets, data mining and computer-based models, students will learn how to determine market size and share, identify segments and positioning characteristics, interpret surveys, understand cost and pricing, and optimize distribution.
Prerequisites: MKT 550
Restrictions: Graduate level students may not enroll.

MKT 610 DigitalMarketing& WebAnalytics (3 credits)
In this course students will learn how to use various online tools to develop successful digital campaigns. Topics covered include search engine marketing (SEM), search engine optimization (SEO), internet and mobile advertising, social media and web analytics.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 612 Global Cultures and Consumers (3 credits)
This course examines the basic concepts and principles in consumer behavior with the goal of understanding how they can be used in marketing decision making. It approaches these phenomena within a global framework that emphasizes the importance of the cultural dynamics that influence the meaning of consumption and of consumer behavior around the world.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 613 International Channel Mgmt (3 credits)
An introduction to cycle of goods (the Channels) from the starting point of sourcing through to payment by the end-user, with a strong focus on the international aspects of moving goods. These core processes encompass information management; inventory flow scheduling and control; logistics-production coordination; international transportation systems operation and infrastructure; and customer service, order fulfillment, and distribution facilities management.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.
MKT 614 International Mktg Research (3 credits)
This course exposes the student to research methodology, and qualitative and quantitative data analytic methods that can be applied to marketing decisions. It addresses general and contemporary issues in consumer behavior; product development, pricing, promotion, and channels in the international marketing context.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 616 Global Mktg Communications (3 credits)
An inclusive review of the various elements of Integrated Marketing Communications and how they are used to successfully engage customers including advertising, public relations, sales promotion, direct marketing, e-commerce, event planning, and sponsorship.
Students will also explore the role of cultural differences, social-political issues, and global communications institutions in helping multinational organizations communicate with target audiences.
Prerequisites: MKT 501 or HSB Waiver with a score of MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 618 Int'l Prod Develop & Brand Mgt (3 credits)
Students will be exposed to a variety of planning concepts and tools that are available to managers to assist with the creation and management of products and services for the international market. In addition, this course examines brand equity and brand management from a global perspective.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 620 Customer Analytics (3 credits)
This course will focus on the capture, analysis, and utilization of data related to consumer/customer behavior, preferences, and other characteristics. Students will learn how to produce effective data capture methods such as surveys, online intercepts (e.g., cookies, social media), retail panel data, and so on. Students will also develop skills in using software applications for understanding market segmentation, consumer preferences, product positioning, consumer sentiment, and general data visualization.
Prerequisites: MKT 550
Restrictions: Graduate level students may not enroll.

MKT 621 Qualitative Marketing Research (3 credits)
This course helps develop knowledge and skills in the application and use of qualitative research techniques to develop customer insights. A survey of qualitative research methods are paired with relevant examples in various marketing domains. Students will learn best practices for data collection and analysis as well as presentation and application of findings.
Prerequisites: MKT 550
Restrictions: Graduate level students may not enroll.

MKT 622 Advert & Consumer Insight (3 credits)
This course introduces students to advertising theory and techniques related to the strategic engagement of consumers via print, electronic, and other media. Students will be exposed to a variety of advertising metrics, key performance indicators, data sources, and analytical tools utilized in the advertising field.
Prerequisites: MKT 550
Restrictions: Graduate level students may not enroll.

MKT 623 Predict Analytics for MKT (3 credits)
This course covers predictive analytics with an emphasis on applications for business, marketing and consumer behavior. The course focuses on the choice of a predictive method, the procedure of predictive analysis, the validation of a predictive analysis, the important issues involved in evaluating the quality of a predictive data analysis and interpretation of the results.
Prerequisites: MKT 550
Restrictions: Graduate level students may not enroll.

MKT 650 Marketing Study Tour (3 credits)
A specially designed international tour to varying countries which offers students a unique opportunity to study international business and develop a better understanding of the global marketing environment—its dimensions, participants, trends and opportunities. Students will also experience the heritage, ambiance, and excitement of the world’s great countries and cities.
Prerequisites: MKT 550
Restrictions: Enrollment is limited to Graduate level students.

MKT 770 International Mktg Study Tour (3 credits)
This is a specially designed tour to varying locations which offered students a unique opportunity to study international marketing and develop a better understanding of the global marketing environment: its dimensions, participants, trends, and opportunities. Students will also experience the cultural heritage, ambiance, and excitement of the world’s great countries and cities.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 771 Research in International MKTG (3 credits)

MKT 772 ST: Advanced Research & Stats (3 credits)
This course covers basic multivariate data analysis with an emphasis on applications for business, marketing research and consumer behavior. Emphasis on applications of multivariate analysis from a conceptual viewpoint as well as research design.
Prerequisites: MKT 550 and (MKT 614 or MKT 605)

MKT 792 Marketing Internship (1,3 credits)

MKT 795 Seminar in International Mktg (3 credits)
This capstone course builds upon the lessons and skills acquired in previous international marketing courses to prepare students to actively lead and/or support decision-making processes for international marketing operations. Bringing together marketing strategy and policy, the course reviews topics such as branding, product and market development, channels of distribution, intellectual property, ethics, and other contemporary issues.
Prerequisites: MKT 501
Restrictions: Enrollment is limited to Graduate level students.

MKT 3015 Marketing Concepts (3 credits)

MKT 4015 Marketing Management (3 credits)