

MKT - MARKETING

MKT 2300 Marketing Management Cr. 3

Planning the marketing program within social, economic and legal environments, market segmentation and behavior, market systems and strategy, international marketing. Offered Every Term.

Prerequisites: ((ECO 2010 with a minimum grade of D-))

MKT 3300 Marketing Mgt for Engineers Cr. 3

Offered Every Term.

Restriction(s): Enrollment limited to students in the UGC in Engg Entrepreneurship program; enrollment is limited to Undergraduate level students.

MKT 4500 Business Co-op Assignment Cr. 0

Must be elected by Professional Development Co-operative Program students during work semester. Opportunity to put theory into practice on the job. Students will normally be assigned to cooperating business organizations for internship periods of one semester. No credit toward degree. Offered Every Term.

Equivalent: ACC 4500, FIN 4500, MGT 4500

MKT 4990 Directed Study in Marketing Cr. 1-3

Advanced readings and research or tutorial under the supervision of a faculty member in areas of special interest to student and faculty member. Offered Every Term.

Prerequisites: ((MKT 5410 with a minimum grade of D-)) AND ((MKT 5450 with a minimum grade of D-))

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

Repeatable for 6 Credits

MKT 4991 Study Abroad in Marketing Cr. 3

Study abroad programs in various countries. Programs run 10-15 days in length. Recent country programs have been in China, Poland, and Italy. Travel within a given country with visits to various companies and cultural attractions. Traveling costs are over and above tuition and vary by country. Various reading and assignments required. Offered Winter, Spring/Summer.

MKT 5410 Marketing Research and Analysis Cr. 3

Methods of gathering and analyzing data which will facilitate the identification and solution of marketing problems. Planning the project, data sources for exploratory and conclusive research. Questionnaire construction, sample design, and design of marketing experiments. Offered for undergraduate credit only. Offered Fall, Winter.

Prerequisites: ((MKT 2300 with a minimum grade of D-)) OR [MKT 4300 with a minimum grade of D-]) AND ((ISM 3400 with a minimum grade of D-)) OR [BA 3400 with a minimum grade of D-]) OR [ISM 4400 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5450 Consumer Behavior Cr. 3

Concepts and theories to explain consumer and organizational buyer behavior. Application of this understanding to marketing management and public policy decision making. Offered for undergraduate credit only. Offered Fall, Winter.

Prerequisites: ((MKT 2300 with a minimum grade of D-)) OR [MKT 4300 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5460 Sales Management Cr. 3

Organization and direction of a sales organization including selection, training, compensation, supervision, motivation, budgets, quotas, territories, and sales analysis. Offered for undergraduate credit only. Offered Every Term.

Prerequisites: ((MKT 2300 with a minimum grade of D-)) OR [MKT 4300 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5490 Principles of Advertising Cr. 3

Basic elements of advertising research, media, and creative strategies, including integrated marketing communications. Applications include development of advertising for local business organizations. Offered for undergraduate credit only. Offered Fall, Winter.

Prerequisites: ((MKT 2300 with a minimum grade of D-)) OR [MKT 4300 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5500 Advertising Copy Cr. 3

Principles of effective advertising copy and application in consumer and industrial advertisements. Exercises in writing, criticizing, testing, and revising magazine, newspaper, radio, television, outdoor and direct mail advertisements. Offered for undergraduate credit only. Offered Winter.

Prerequisites: ((MKT 5490 with a minimum grade of D-))

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5510 Advertising Media Planning Cr. 3

Influence of marketing, creative and media objectives upon media planning. Information systems, budgeting approaches, media characteristics, media models, schedule construction, execution, and auditing. Offered for undergraduate credit only. Offered Yearly.

Prerequisites: ((MKT 5490 with a minimum grade of D-))

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5520 Public Relations of Business Cr. 3

Philosophy of public relations of business, history of public relations, study of public opinion, the public relations process, tools of communication, uses of mass media in public relations work, and analysis of methods employed in establishing sound public relations programs. Offered for undergraduate credit only. Offered Fall.

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5700 Retail Management Cr. 3

Retailing concepts and problems. Competitive structure, store location, organization, buying, inventory control, sales promotion, pricing, credit policy, customer services, research and franchising. Offered for undergraduate credit only. Offered Fall, Winter.

Prerequisites: ((MKT 2300 with a minimum grade of D-)) OR [MKT 4300 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5750 International Marketing Management Cr. 3

Offered for undergraduate credit only. Offered Winter.

Prerequisites: ((MKT 2300 with a minimum grade of D-)) OR [MKT 4300 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5840 Special Topics in Marketing Cr. 3

Offered for undergraduate credit only. Offered Every Term.

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5850 Integrated Marketing Communications Strategy Cr. 3

Application of basic advertising skills to development of a fully-integrated marketing communications program for a major national or international business; research, media, creative, and promotion strategies. Offered for undergraduate credit only. Offered Winter.

Prerequisites: ([MKT 5490 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 5890 Internship in Marketing Cr. 3

Consult School of Business Administration website for further guidelines and application form for the internship. Offered for undergraduate credit only. Offered Every Term.

Prerequisites: ([MKT 2300 with a minimum grade of C])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 6996 Strategic Marketing Cr. 3

Capstone course in the marketing sequence; includes four components designed to develop skills in planning and development of strategies to solve marketing problems. Offered for undergraduate credit only. Offered Every Term.

Prerequisites: ([MKT 2300 with a minimum grade of D-]) AND ([MKT 5410 with a minimum grade of D-]) AND ([MKT 5450 with a minimum grade of D-])

Restriction(s): Enrollment is limited to Undergraduate level students; enrollment limited to students in the School of Business.

MKT 7150 Global Automotive Marketing Strategy Cr. 3

Marketing concepts, strategies, and tactics in global automotive industry. Marketing principles, role of marketing, target market selection, segmentation, brand management, distribution systems. Offered Yearly.

Prerequisites: ([BA 6015 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7430 Advertising Management Cr. 3

Planning, implementing, and controlling advertising and sales promotion. Internal and external relationships of the advertising department, determining advertising objectives and copy platform, setting the budget, selecting media and measuring advertising effectiveness. Offered Fall, Winter.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7450 Business Research and Methodology Cr. 3

An intensive study of the objectives and methodologies of research for business decisions. Course topics include: the scientific method, primary and secondary data sources, research design, reliability and validity, sampling, and applied statistics. Focus on the development of decision-oriented research information for all aspects of a business organization. Offered Every Term.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7460 International Business Cr. 3

Globalization, the multinational firm, and emerging economies. Evolution of the international monetary environment and monetary systems. Theory of the multinational firm and foreign direct investment. Cultural and market opportunity analyses. Internationalization patterns and modes of foreign market entry. Strategic and organizational choice in international business. International alliances and emerging market economies. Fundamentals of international financial management. Offered Every Term.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7470 Consumer and Industrial Buying Behavior Cr. 3

Behavioral theory as it relates to consumer and industrial decision processes. Relevant concepts, theories, and recent research findings are drawn from the fields of marketing, psychology, social psychology, and communications. Examination of consumer and industrial buying practices. Offered Every Term.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7500 International Marketing Strategy Cr. 3

Globalization and marketing in the current decade. Marketing and research in the international environment. Cross-national consumer behavior and cross-national segmentation, targeting, and positioning. Product policy and branding in the international environment. International pricing, supply chain management, and communication strategy. Global branding. Marketing problems and opportunities in emerging markets. Organizational and strategic issues in global marketing. Offered Winter.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7700 Management of Retail Enterprises Cr. 3

In-depth study of the retail mix variables as they relate to products and services, pricing, promotion, place, and operating policies. Merchandising, inventory controls, store operations, and research approaches in monitoring current trends in retail management. Offered Irregularly.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7870 Seminar in Marketing Cr. 3

In-depth exploration of new and important subjects or techniques in marketing. Topics vary by semester; consult instructor. Offered Irregularly.

Prerequisite: BA 7050 with a minimum grade of C

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7890 Internship in Marketing Cr. 3

Students work a minimum of 160 hours for fifteen weeks in an entry-level management position in marketing. Offered Every Term.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

MKT 7950 Business and Sustainability Cr. 3

How organizations can be good to the environment while being profitable. Sustainability concerns such as climate change, rising energy prices, natural resource depletions, and air pollution. Evaluation of aspects of business operations including marketing and communications, stakeholder engagement, product development, operations, supply chain management, and reporting concerns. Offered Yearly.

Prerequisites: ([BA 7040 with a minimum grade of C] OR [BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

Equivalent: MGT 7950

MKT 7995 Directed Study in Marketing Cr. 1-3

Advanced independent readings and research under supervision of a graduate faculty member in areas of special interest to student and faculty member. Offered Every Term.

Prerequisites: ([BA 7050 with a minimum grade of C])

Restriction(s): Enrollment is limited to Graduate level students.

Repeatable for 5 Credits

MKT 7996 Principles for Customer Relationship Management Cr. 3

Investigation of the antecedents and consequences of implementing a customer-relationship management strategy. The course will provide students with insight on: What CRM and its conceptual foundations are; How CRM forces the interaction between corporate strategy, organizational structure, supply chain, and customer facing front end; The role of measuring and managing customer satisfaction, customer loyalty and customer profitability; Hands-on application with salesforce.com. Offered Fall.

Restriction(s): Enrollment is limited to Graduate level students.

Course Material Fees: \$75

Equivalent: ISM 7996