Marketing Courses (MKTG)

This is a list of all marketing courses. For more information, see Marketing.

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG:1300</td>
<td>First-Year Seminar</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MKTG:3000</td>
<td>Introduction to Marketing Strategy</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3050</td>
<td>Professional Preparation in Marketing</td>
<td>2 s.h.</td>
</tr>
<tr>
<td>MKTG:3061</td>
<td>Career Preparation for Marketing Management</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MKTG:3062</td>
<td>Career Preparation for Retailing</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MKTG:3063</td>
<td>Career Preparation for Professional Sales</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MKTG:3064</td>
<td>Career Preparation for Market Analytics</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MKTG:3065</td>
<td>Career Preparation for Marketing</td>
<td>1 s.h.</td>
</tr>
<tr>
<td>MKTG:3001</td>
<td>Consumer Behavior</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3002</td>
<td>Marketing Strategy</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3003</td>
<td>Marketing Research</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3004</td>
<td>Marketing Metrics</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3005</td>
<td>Marketing Analytics</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3006</td>
<td>Advanced Marketing Research</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3007</td>
<td>Consumer Behavior</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3008</td>
<td>Web Business Strategy</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3009</td>
<td>Retail Strategies</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3010</td>
<td>Merchandise Management</td>
<td>3 s.h.</td>
</tr>
<tr>
<td>MKTG:3011</td>
<td>Marketing Institute Seminar I</td>
<td>2 s.h.</td>
</tr>
</tbody>
</table>

**MKTG:1300 First-Year Seminar**  
Small discussion class taught by a faculty member; topics chosen by instructor; may include outside activities (e.g., films, lectures, performances, readings, visits to research facilities).

**MKTG:3000 Introduction to Marketing Strategy**  
Philosophy and activities of marketing; marketing environment of an organization; strategies with respect to marketing decisions, buyer behavior; spreadsheet analysis of marketing problems.

**MKTG:3050 Professional Preparation in Marketing**  
Overview of alternative marketing careers; required skills and personal characteristics that drives success in these fields; hard and soft skills required in major types of marketing careers; development of a professional brand identity and strategy to find marketing internships and permanent employment opportunities; marketing's relationship to other business and organizational functions and to external environment. Corequisites: MKTG:3000 and MKTG:3050.

**MKTG:3061 Career Preparation for Marketing Management**  
Finding and successfully competing for career opportunities in marketing management; includes online exercises, interactions with marketing executives, and participation in one of the national organizations representing marketing management professionals. Prerequisites: MKTG:3000 and MKTG:3050.

**MKTG:3062 Career Preparation for Retailing**  
Finding and successfully competing for career opportunities in retailing; online exercises, interactions with retailing executives, and participation in one of the national organizations representing retailing professionals. Prerequisites: MKTG:3000 and MKTG:3050.

**MKTG:3063 Career Preparation for Professional Sales**  
Finding and successfully competing for career opportunities in professional sales; online exercises, interactions with sales executives, and participation in one of the national organizations representing sales professionals. Prerequisites: MKTG:3000 and MKTG:3050.

**MKTG:3064 Career Preparation for Market Analytics**  
Finding and successfully competing for career opportunities in market analytics; online exercises, interactions with market research executives, and participation in one of the national organizations representing market research professionals. Prerequisites: MKTG:3000 and MKTG:3050.

**MKTG:3065 Career Preparation for Marketing**  
Finding and successfully competing for career opportunities in marketing; online exercises, interactions with executives, and participation in a national organization representing professionals. Prerequisites: MKTG:3000 and MKTG:3050 and (MKTG:3100 or MKTG:3200). Requirements: 90 s.h. completed.

**MKTG:3001 Consumer Behavior**  
Philosophy and activities of marketing; role of marketing research information as a tool in management decision making. Prerequisites: MKTG:3000 and (MSCI:2800 or BAIS:2800 or STAT:2200 with a minimum grade of B or ECON:4800 or STAT:4101).

**MKTG:3002 Marketing Strategy**  
Identifying and measuring key metrics that are the focus for marketing plans and the backbone for evaluating marketing performance (e.g., penetration, share of requirements, customer satisfaction, churn rates, click-through rates, and customer lifetime value); relationship between conceptual models of business-to-business and business-to-consumer behaviors and the selection of appropriate metrics; emphasis on use of metrics as basic inputs for goal setting, marketing decision making, and evaluation. Prerequisites: MKTG:3000 and MKTG:3100.

**MKTG:3003 Marketing Research**  
Marketing science models used in strategic and tactical marketing decisions; application of consumer behavior in the development of quantitative models that inform marketing mix decisions (advertising, pricing, and salesforce effort), new product development, product line management, and category management; topics may include product mapping, latent class (segmentation) analysis, conjoint analysis, choice modeling (binary and multinomial logic), diffusion models (word-of-mouth), decision-calculus (‘models and manager’ technology), churn analysis and web analytics. Prerequisites: MKTG:3000 and MKTG:3100.

**MKTG:3004 Marketing Metrics**  
Traditional and nontraditional research techniques to address business problems that have a relationship to basic research; primary focus on hands-on experience and peer-based learning. Prerequisites: MKTG:3000.

**MKTG:3005 Marketing Analytics**  
Behavioral and social aspects of marketing; research methods and findings from behavioral sciences, their relation to production, consumption, and marketing of products, services. Prerequisites: MKTG:3000.

**MKTG:3006 Web Business Strategy**  
Introduction to World Wide Web business and marketing; concepts, methods, and applications associated with doing business on the web; web page construction and design; case studies and/or entrepreneurial projects. Prerequisites: MKTG:3000.

**MKTG:3007 Retail Strategies**  
Strategies for retail site selection, store design, supply chain management, customer relationship management/ customer service; merchandising management strategies for planning merchandise assortments, buying systems, buying merchandise, pricing, promotion. Prerequisites: MKTG:3000.

**MKTG:3008 Merchandise Management**  
Merchandise and service mix strategies for alternative retail concepts, including various store and online formats; topics include national brands versus private label, multi-channel distribution, logistics, replenishment strategies, pricing, promotion, product assortment, store layout, and point-of-sale and in-store merchandising. Prerequisites: MKTG:3000.

**MKTG:3009 Marketing Institute Seminar I**  
Soft skills and professional expertise to succeed in marketing and consulting careers; résumé and interview training, industry presentations, business case assignments, lectures. Prerequisites: MKTG:3000. Requirements: admission to the Marketing Institute.
MKTG:3701 Marketing Institute Field Studies 2 s.h.
Plan, design, carry out, and report on a marketing research project for a profit or nonprofit client organization; communicate with managers, apply knowledge of marketing research, meet deadlines, and convert research findings into actionable recommendations for management. Prerequisites: MKTG:3000 and MKTG:3700. Requirements: admission to the Marketing Institute.

MKTG:3702 Marketing Institute Seminar II 2 s.h.
Development of soft skills and professional expertise to succeed in marketing and consulting careers; résumé and interview training, industry presentations, business case assignments, lectures; mentor students in marketing institute seminar. Prerequisites: MKTG:3000 and MKTG:3700 and MKTG:3701. Requirements: admission to the Marketing Institute.

MKTG:4000 Contemporary Topics in Marketing 3 s.h.
Topics not regularly offered in other courses. Prerequisites: MKTG:3000.

MKTG:4050 Directed Readings in Marketing arr.

MKTG:4101 Integrated Marketing Communications 3 s.h.
Making marketing communication decisions and understanding how marketing communications work; planning and evaluation of marketing communications; theories, models, and tools to make better marketing communication decisions; course uses an Integrated Marketing Communications perspective, which involves understanding the role of the different promotional mix elements and coordinating them to develop effective marketing communication programs. Prerequisites: MKTG:3000.

MKTG:4200 Sales Management 3 s.h.
Personal selling, management of sales force; emphasis on recruitment, selection, training of sales representatives; problems in allocation of sales effort, supervision, control. Prerequisites: MKTG:3000.

MKTG:4201 Professional Selling 3 s.h.
Personal selling function in overall business strategy and professional selling process that underlies successful sales careers; emphasis on hands-on experiences in developing practical skills in sales strategy, analytics, and communications skills; students develop and make sales presentations, engage in role-playing exercises, and complete applied selling exercises as individuals or in sales teams; focus is on professional selling in a business environment, but students will also apply course concepts in other interpersonal business communications settings. Prerequisites: MKTG:3000.

MKTG:4250 Marketing and Sustainability 3 s.h.
Concepts for developing and implementing sustainable marketing strategies; developing more environmentally friendly products, more sustainable logistical systems, socially responsible pricing, and promoting sustainable products in a socially responsible way. Prerequisites: MKTG:3000.

MKTG:4275 Social Media Marketing 3 s.h.
Fundamentals of social media in a marketing context; establishing clear organizational goals, developing appropriate marketing strategies, and determining key campaign logistics (who, when, where); guest speakers and hands-on projects involving social media. Prerequisites: MKTG:3000.

MKTG:4300 International Marketing 3 s.h.
Differences in global environment: how cultural considerations, political, legal, and economic conditions affect market entry strategies and marketing mix decisions; development of marketing plan for non-U.S. environments. Prerequisites: MKTG:3000.

MKTG:4400 Digital Marketing 3 s.h.
Fundamental understanding of digital marketing and how successful (and unsuccessful) marketing campaigns use online and mobile platforms; fundamentals of digital marketing including internet marketing strategies, user-generated content, search engine optimization, website design and management, inbound marketing, email marketing, social media marketing, and data analytics. Prerequisites: MKTG:3000.

MKTG:4405 Marketing Sales and Promotion 3 s.h.
While there will always be some need for selling, the aim of marketing is to know the customer so well that a product or service sells itself—marketing done well should result in customers ready to buy; starting with the customer and working backwards, students gain insight into common customer pain points, and how companies improve customer experience and produce what customers will purchase; use of case studies to analyze real-world marketing problems; discussion of strategies and tactics to increase sales and compete successfully in today’s challenging business environment. Prerequisites: MKTG:3000.

MKTG:4410 Customer Relationship Management 3 s.h.
Analytical approaches to customer relationship management; issues, techniques, and terminology associated with database marketing and data mining; analysis of customer databases; assessing lifetime valuation (LTV) of customers, identifying ‘high potential’ customers, estimating return on marketing investment, and building predictive models to estimate the probability of response to a marketing campaign. Prerequisites: MKTG:3000.

MKTG:4500 Marketing Capstone 3 s.h.
Marketing problems of organizations; emphasis on marketing manager’s role in developing, presenting goal-oriented marketing strategies; application of marketing concepts to real business situations. Prerequisites: MKTG:3000 and MKTG:3050 and MKTG:3100 and MKTG:3200 and (MKTG:3101 or MKTG:3102 or MKTG:3103 or MKTG:3300 or MKTG:3400 or MKTG:3401 or MKTG:3701 or MKTG:4000 or MKTG:4101 or MKTG:4200 or MKTG:4201 or MKTG:4250 or MKTG:4275 or MKTG:4300 or MKTG:4410 or MKTG:4800). Requirements: completion of 90 s.h.

MKTG:4800 Marketing Consulting Project 3 s.h.
Experience in planning, designing, carrying out, reporting on a marketing research project for a profit or nonprofit client organization; communication with managers, application of marketing research, meeting deadlines, converting research findings into action recommendations for management. Prerequisites: MKTG:3000 and MKTG:3100.

MKTG:4999 Honors Thesis in Marketing arr.
Independent student project directed by faculty or staff advisor; culminates in thesis that conforms to University Honors Program guidelines; may include empirical research, library research, applied projects.

MKTG:7800 Seminar in Consumer Behavior - Ph.D. 3 s.h.
Key facets of consumer behavior—information processing, perception, memory, learning, attitude formation, attitude change, decision making, emotion; behavioral research methods.
MKTG:7825 Problems and Solutions in Behavioral Research 3 s.h.
Cultivation of Ph.D. students' ability to be independent scholars with regard to theory building, testing, and assessing contributions; heavy focus on theory development and construction of nomological nets with an emphasis on behavioral research.

MKTG:7850 Seminar in Marketing Models - Ph.D. 3 s.h.
Theoretical, operational models in marketing, with emphasis on recent advances; in-depth criticism of models, participation in model development project.

MKTG:7900 Seminar in Research Topics - Ph.D.  arr.
Individual research topics.

MKTG:7950 Directed Readings in Marketing - Ph.D.  arr.
MKTG:7975 Thesis in Marketing  arr.
MKTG:9000 Directed Readings in Marketing  arr.
MKTG:9010 Contemporary Topics in Marketing 1-3 s.h.
Topics not regularly offered in other courses. Prerequisites: MBA:8110.

MKTG:9015 Social Media Marketing for Business 3 s.h.
Fundamentals of social media marketing; establishing clear organizational goals for engaging in social media to market a product or service, developing solid strategies for implementation, and determining other key campaign logistics. Prerequisites: MBA:8110.

MKTG:9110 Category Management 3 s.h.
Marketing strategy related to manufacturing product line interactions, retailer product assortment, consumer response; category definition, product line pricing and branding, cross-category promotions, channel coordination, efficient consumer response, loyalty programs, database marketing. Prerequisites: MBA:8110.

MKTG:9120 Customer Relationship Management 3 s.h.
Analytical approaches to customer relationship management; issues, techniques and terminology associated with database marketing and data mining; analysis of customer databases; assessing lifetime valuation (LTV) of customers, identifying 'high potential' customers, estimating return on marketing investment, building predictive models to estimate the probability of response to a marketing campaign. Prerequisites: MBA:8110.

MKTG:9150 Brand Management 3 s.h.
Strategies for building, leveraging, and defending brands; principles of consumer behavior, how they relate to building brand identity and equity; branding of consumer goods and services. Prerequisites: MBA:8110.

MKTG:9155 Digital Marketing Insights, Strategies, and Applications 3 s.h.
Introduction and examination of foundational, strategic and operational concepts of digital marketing through a combination of interactive lectures, case discussion, and project work; materials taught from a business-to-business (B2B) and business-to-consumer (B2C) perspective and considers marketplace dynamics, emerging technology, consumer insights, and data driven digital channels that inform a corporate vision for digital, a go-to-market strategy, and executional roadmap; introduction and knowledge advancement of tools and levers of digital marketing, followed by application to real world scenarios. Prerequisites: MBA:8110.

MKTG:9165 Digital Marketing Analytics 3 s.h.
Comprehensive introduction to current analytic tools and technologies used in digital marketing; hands-on analyses with JMP, a state-of-the-art visually stunning data analysis software; strategic applications of marketing analytics to data from B2C and B2B cases. Prerequisites: (MBA:8150 or MSCI:9100 or BAIS:9100) and MBA:8110.

MKTG:9170 Business to Business Marketing 3 s.h.
Industrial buyer behavior, buyer-seller relationships, interactive product policy and market segmentation, distribution and selling systems; skill development in market strategy formulation for industrial products and services, and in solving problems and making decisions about industrial marketing. Prerequisites: MBA:8110.

MKTG:9190 International Marketing 3 s.h.
Domestic versus international perspective; identification and evaluation of opportunities and risks in non-U.S. markets; research problems in global markets; effects of international organizations, foreign exchange, macroeconomic policies, local law, and cultural differences on consumer behavior and marketing decisions; multinational versus global marketing strategies (entry, product adaptation, channel logistics, pricing, promotion); emphasis on practical applications. Prerequisites: MBA:8110.

MKTG:9200 Field Studies in Marketing 3 s.h.
Experience in planning, designing, carrying out, reporting on a marketing research project for a profit or nonprofit client organization; communication with managers, application of marketing research, meeting deadlines, converting research findings into action recommendations for management. Prerequisites: MBA:8110 and MBA:8150.

MKTG:9300 Applied Marketing Research 2-3 s.h.
Research design, survey design, sampling, data analysis, qualitative research methods, research project management. Prerequisites: MBA:8110 and MBA:8150.

MKTG:9310 Marketing Analytics 2-3 s.h.
Quantitative tools to support marketing planning decisions, including forecasting, elasticity analysis, conjoint analysis, and customer LTV; analysis of syndicated data. Prerequisites: MSCI:9100 or BAIS:9100 or MBA:8150.

MKTG:9320 Strategic Brand Positioning 2-3 s.h.
Define market boundaries; use customer and competitor analyses to create sustainable market positions; create and manage brand identities; brand architecture, brand equity measurement. Prerequisites: MBA:8110.

MKTG:9330 Product and Pricing Management 2-3 s.h.
Create and capture value through product and service design, including stage-gate evaluation models; implement pricing strategy for new products and existing product lines. Prerequisites: MBA:8110.

MKTG:9340 Customer Analysis 2-3 s.h.
Use customer insights to support successful marketing programs; organizational, individual, and joint decision making; post sale satisfaction behaviors. Prerequisites: MBA:8110.

MKTG:9350 Marketing Communication and Promotions 2-3 s.h.
Develop effective communication programs for business and consumer markets; manage agency relationships; integrate media/vehicle platforms; track and evaluate investments in communications and promotions. Prerequisites: MBA:8110.
MKTG:9360 Category Management  2-3 s.h.
Manufacturer-retailer relationships, product line planning, efficient consumer response, cross-category marketing strategies, competition between national brands and store labels, retailer positioning, customer loyalty.