MARKETING AND SALES TECHNOLOGY (2520)

2520:101. Essentials of Marketing Technology. (3 Credits)
Survey of marketing including its environment, buyer behavior, target market selection, product decision, distribution decisions, promotion decisions, pricing decisions and marketing management.

2520:202. Retailing Fundamentals. (3 Credits)
Presents basic principles and practices of retailing operations, including site selection, buying, pricing and promotion practices. Use is made of extensive projects and investigations and actual retail operations.

2520:203. Principles of Advertising. (3 Credits)
Prerequisite: 2520:101 or 6600:205. Focuses on principles and functions of advertising, creation and evaluation of advertisements, research of target market, message selection strategy, and media placement options.

2520:204. Services Marketing. (3 Credits)

2520:206. Retail Promotion & Advertising. (3 Credits)
Prerequisite: 2520:202. Studio course in retail display and promotion techniques. Window, interior and point of purchase categories; principles of design as applied to commercial art; function in visual design, elements of design, color theory, lettering, printing process, layout to camera-ready art.

2520:212. Principles of Sales. (3 Credits)
Prerequisite: 2520:101. Study of basic principles of selling, emphasizing individual demonstrations and sales projects. Includes review of sales function as integral part of marketing process.

2520:221. Marketing Projects. (3 Credits)
Prerequisite: 2520:203. Students will prepare marketing projects by applying knowledge and skills learned in previous marketing courses.

2520:240. Marketing Internship. (3 Credits)
Prerequisites: 2520:101, 2520:203, 2520:202, and 2520:212. On-the-job work experience in a marketing environment in which students apply learned skills and concepts to practical business situations. Periodic reports and projects required as appropriate.

2520:254. Sales Management Technology. (3 Credits)
Prerequisite: 2520:212. Process relating to the formulation, implementation, and control of a strategic sales program. Students will learn how to select, evaluate, and motivate a sales force.

2520:290. Special Topics: Marketing & Sales. (1-3 Credits)
Prerequisite: Permission. Selected topics or subject areas of interest in sales and merchandising. (May be repeated for a total of four credits)