**MARKETING (MKTG)**

**MKTG:205 Marketing Principles (3 Credits)**
Prerequisite: 24 hours of college credit. Pre/Corequisite: ECON 200 or ECON 244. A general survey of marketing activities including analysis of markets, competition, consumer behavior, information systems, and the assessment of product, price, distribution, and promotion strategies. (Formerly 6600:205)

**MKTG:335 Marketing Research (3 Credits)**
Prerequisites: MGMT 304 and [MKTG 205 with a grade of C or better]. Corequisite: MKTG 336. Student will gain hands-on experience in the understanding and use of appropriate tools and techniques for analyzing and presenting information derived from marketing databases. Includes problem definition and solution approach to marketing research decisions. (Formerly 6600:335)

**MKTG:336 Marketing Research Lab (1 Credit)**
Prerequisites: MGMT 304 and MKTG 205. Corequisite: MKTG 335. Students will gain hands-on experience in the understanding and use of appropriate tools and techniques for analyzing and presenting information derived from marketing databases. Includes problem definition and solution approach to marketing research decisions. (Formerly 6600:336)

**MKTG:355 Consumer Behavior (3 Credits)**
Prerequisite: MKTG 205 with a grade of C or better. Interdisciplinary approach to the analysis of the nature of consumer buying behavior. Economical, social, and psychological influences on consumers’ decision-making processes are examined. (Formerly 6600:355)

**MKTG:375 Marketing & Sales Analytics (3 Credits)**
Prerequisite: MKTG 335. Develop the skills to provide clients with actionable marketing intelligence gleaned from the customer, sales force, channel, promotion and competitor databases that are now pervasive in the business world. (Formerly 6600:375)

**MKTG:432 Integrated Marketing Communications (3 Credits)**
Prerequisites: Must be admitted to a 4 year major, MKTG 205 with a grade of C or better, and MKTG 355. This course stresses the need for marketers to create consistent coordinated communication programs using all elements of the promotion mix including advertising, public relations, sales promotion, social media and personal selling. (Formerly 6600:432)

**MKTG:434 Digital Marketing (3 Credits)**
Prerequisites: Must be admitted to a major in a four-year degree granting college, MKTG 205, and MKTG 432. Focuses on the planning and execution of the promotion mix in the digital environment through online and mobile advertising, sales promotion, social media, blogging, website design and SEO. (Formerly 6600:434)

**MKTG:440 Brand Management (3 Credits)**
Prerequisites: Must be admitted to a major in a four-year degree granting college, MKTG 205, and MKTG 355. This course studies the process of building and evolving successful brands. It focuses on brand equity development by creating a distinct brand identity, impeccable brand integrity and emotional resonance. It also emphasizes brand evolution through incremental and radical innovation. (Formerly 6600:440)

**MKTG:446 Social Media Marketing (3 Credits)**
Prerequisites: Must be admitted to a four-years degree granting college, MKTG 205, MKTG 355, and MKTG 432. Examines strategies used for marketing within social media. Topics include analytics and tactics to design, manage and optimize consumer engagement and commerce. (Formerly 6600:446)

**MKTG:460 B2B Marketing (3 Credits)**
Prerequisites: Must be admitted to a four year degree granting program and MKTG 205 with a grade of C or better. This course provides a thorough grounding in industrial and business-to-business marketing. While many of the concepts are similar to those used in consumer marketing, there are major differences. This course will explore both the similarities and the differences. (Formerly 6600:460)

**MKTG:486 Internship in Marketing (3 Credits)**
Prerequisites: Must be admitted to a 4-year degree granting major and permission of department chair. On-the-job experience with public or private sector organizations in the field of marketing. On-the-job learning objectives are established by the sponsoring organization and approved by the department chair. Field experiences are augmented by a weekly diary, two reflection papers, and an oral presentation of their experiences, which are supervised and evaluated by the department chair. (Formerly 6600:486)

**MKTG:488 Internship in Integrated Marketing Communications (3 Credits)**
Prerequisite: Permission of department chair. On the job experience with public or private sector organizations in the field of marketing. On the job learning objectives are established by the sponsoring organization and approved by the department chair. Field experiences are augmented by the weekly diary and term paper, which are supervised and evaluated by the department chair. (Formerly 6600:488)

**MKTG:491 Professional Workshops in Marketing (1-3 Credits)**
Prerequisites: Sophomore status and be admitted to a 4 year degree granting college. Special topics in marketing taught primarily by professionals with the objective of adding depth and an applied perspective to marketing concepts, issues, software & databases, problem solving and career planning. Special emphasis is given to timely issues and new technologies required by the rapidly changing marketplace. (May be repeated for up to six credits.) (Formerly 6600:491)

**MKTG:494 Professional Insights: Marketing Management (1 Credit)**
Prerequisites: Junior status and be admitted into a four year degree granting college. Marketing Management is designed to link marketing management majors’ academic learning to professional practice. Guest speakers, recognized experts in their field, share important lessons in marketing management and challenge students to address key issues in their profession. (Formerly 6600:494)

**MKTG:495 Professional Insights: IMC (1 Credit)**
Prerequisites: Junior status and be admitted into a four year degree granting college. Special topics in marketing taught primarily by professionals with the objective of adding depth and an applied perspective to marketing concepts, issues, software & databases, problem solving and career planning. Special emphasis is given to timely issues and new technologies required by the rapidly changing marketplace. (May be repeated for up to six credits.) (Formerly 6600:495)

**MKTG:496 Special Topics: Marketing (1-3 Credits)**
Prerequisites: Must be admitted to a major in a four-year degree granting college and MKTG 205. (May be repeated for a total of three credits) Provides an opportunity to examine special topics and/or current issues in the fields of marketing, sales retailing or advertising. (Formerly 6600:496)
MKTG:499 Marketing Capstone Project (3 Credits)
Prerequisites: Must be admitted to a major in a four-year, degree granting college and for all Marketing majors: SALES 275, MKTG 335, MKTG 355, MKTG 375. PLUS for Sales Management majors: SALES 475, SALES 480; For IMC majors: MKTG 432, 6600:438; For Marketing Management majors: MKTG 440, MKTG 460. Student teams comprised of members from each marketing major will refine a live Client marketing strategy (product, price, distribution and promotion) and develop complementary integrated marketing communication and sales force plans. (Formerly 6600:499)