MARKETING

Courses

MKT 300. Survey of Marketing. 3 Hours
Survey of marketing for non-marketing majors. Course introduces students to market and environmental analysis, marketing strategy and links with corporate strategy, market segmentation, organizational and consumer markets, and marketing mix (product, price, promotion, distribution). Prerequisite(s): (MKT 300 or MKT 301); MKT 310. Non-business majors only; sophomore standing.

MKT 301. Principles of Marketing. 3 Hours
The general principles and practices underlying the processes of marketing. Analysis of the environmental conditions of manufacturers, wholesalers, retailers, and other marketing agencies. Prerequisite(s): (BIZ 100 or BIZ 102 or BAI 151); Business majors only; sophomore standing.

MKT 310. Principles of Selling. 3 Hours
The nature of selling, explored through the practical application of buying motives and selling techniques. Projects and role-playing to experience the preparation, closing, and post-purchase phases of selling. Prerequisite(s): MKT 300 or MKT 301.

MKT 315. Retail Marketing. 3 Hours
Survey of the development of retailing and the impact of consumer behavior, fashion, computers, and other innovations. Structural organization, location, and layout. Merchandising operations including planning of sales, purchases, stock control, markup, and expense control. Prerequisite(s): MKT 300 or MKT 301.

MKT 340. Multicultural Marketing Analysis. 3 Hours
Study of basic concepts and theories of multicultural marketing. Students acquire basic understanding of culture, awareness of cultural differences, and appreciation of importance of cultural adaptation for marketing program, especially as related to development of marketing systems. Prerequisite(s): MKT 300 or MKT 301.

MKT 341. Business-to-Business Marketing. 3 Hours
Concepts and analytical procedures associated with marketing to business. Business consumer and competitor analysis, marketing information systems, marketing research, and demand forecasting. Strategy development in product, promotion, distribution, and pricing with focus on manufacturers of business products. Prerequisite(s): MKT 300 or MKT 301.

MKT 350. Digital Marketing. 3 Hours
Comprehensive study of the internet as a marketing channel and as an economic and social phenomenon. Emphasis is on role of internet in firm’s overall marketing efforts, especially marketing mix, target markets, and external environment; principles of e-commerce; and application of course knowledge in a managerial and decision-making context. Prerequisite(s): MKT 300 or MKT 301.

MKT 361. Christian Ethics and Meaningful Marketing. 3 Hours
Interdisciplinary survey of basic marketing principles alongside Catholic social teaching and major ideas in Christian ethics. Students reflect on historical and contemporary questions about marketing and Christian ethics, and analyze marketing strategies with respect to diversity (i.e. gender, class, race,) and social justice. Prerequisite(s): REL 103 or ASI 110 or equivalent; sophomore level.

MKT 411. Sales Management. 3 Hours
The structure of the sales organization; determination of sales policies; selection, training, and motivation of salespersons; establishing sales territories and quotas. Prerequisite(s): (MKT 300 or MKT 301); MKT 310.

MKT 412. Advanced Selling Skills in High Technology Industries. 3 Hours
This course is focused on expanding the depth and breadth of the students’ knowledge of the professional selling process, so that they can develop a much deeper understanding of Business-to-Business (B2B), Consultative Selling in High Technology Industries, with a significant emphasis placed on the Complex or Major Sale. Prerequisite(s): MKT 310.

MKT 413. Value Analysis in Major Sales Engagements. 3 Hours
According to Neil Rackham, author of “SPIN Selling”: “Today, sales forces that simply communicate value to the customer are doomed to fail. Sales must begin to create value for the customer, in order to survive.” In this course you will learn how to define and begin the process of investigating and determining three types of value for the customer: Financial Value, Business Value and Personal Value. We will then learn how to further develop and quantify each type of value for the customer. Once we have created the value for the customer, we will focus on how to articulate and present this value to the customer by “selling with impact”, to close the sale, win the business and enhance the long-term Customer Partnering Relationship. Prerequisite(s): MKT 310.

MKT 420. Entrepreneurial Marketing. 3 Hours
Study of the techniques used to profitably identify and fill customers’ needs when operating within a limited budget during the early stages of a start-up or in a small to medium sized firm. Course strives to develop skills in applying basic marketing principles and high impact sales and promotion techniques in an integrated manner to produce a practical, cost-effective action plan for start-ups and smaller companies. Prerequisite(s): MKT 300 or MKT 301.

MKT 421. Advertising. 3 Hours
Nature and scope of advertising, social and economic aspects, role of research, creative strategy, media planning and selection, coordination with other marketing efforts. Prerequisite(s): MKT 300 or MKT 301.

MKT 428. Promotion Management. 3 Hours
Integration course to familiarize marketing students interested in promotion and marketing communication with tools necessary for the development, implementation, and management of promotional programs. Focus on management and coordination of advertising, personal selling, publicity and public relations, sales promotion, and collateral materials. Prerequisite(s): MKT 300 or MKT 301.

MKT 430. Brand Management. 3 Hours
This course is focused on expanding the depth and breadth of the students’ knowledge of the professional selling process, so that they can develop a much deeper understanding of Business-to-Business (B2B), Consultative Selling in High Technology Industries, with a significant emphasis placed on the Complex or Major Sale. Prerequisite(s): MKT 310.

MKT 435. New Product Development. 3 Hours
Investigation and analysis of the new product development process, the mapping and long term brand management. Prerequisite(s): MKT 300 or MKT 301.

MKT 441. Sales Management. 3 Hours
The structure of the sales organization; determination of sales policies; selection, training, and motivation of salespersons; establishing sales territories and quotas. Prerequisite(s): (MKT 300 or MKT 301); MKT 310.
MKT 437. Advanced New Product Development. 3 Hours
Study of the role of new product development in driving marketing success for firms. This course is designed to help students develop an understanding and appreciation of the difficulties and challenges of designing, developing, and launching new products. Prerequisite(s): MKT 435.

MKT 440. Global Marketing. 3 Hours
Emphasis on understanding global marketing environments, developing skills of global market analysis, designing and developing appropriate marketing strategies for global markets, decision making in global marketing. Prerequisite(s): MKT 300 or MKT 301.

MKT 450. Buyer Behavior & Market Analysis. 6 Hours
Integration of theoretical components of buyer behavior and marketing research. Emphasis placed on how marketing managers use concepts from these bodies of knowledge to make better decisions. Topics include common processes and methods of contemporary market research, analysis of purchase decisions, market research techniques used to gather information about purchase decisions, and use of information to formulate and implement a marketing strategy. Prerequisite(s): DSC 211; MKT 301; Marketing major; junior standing.

MKT 455. Marketing Analytics and Strategy. 3 Hours
This course, which is the CAP major capstone, focuses on the analytical methods used to interpret market and customer data and to inform strategic decisions. Emphasis is placed on applying the empirical results from data analyses to issues of market identification and segmentation, product and brand positioning, pricing, distribution, and promotional strategies. Topics include hypothesis testing through statistical analyses, development of data-driven marketing strategy recommendations, and clarity in reporting of results. These topics are covered through analysis of marketing project data from class clients, preparation of a comprehensive marketing research strategy report, and presentation of results and recommendations to clients. Prerequisite(s): ACC 207, ACC 208; MKT 450; Marketing major.

MKT 494. Special Topics in Marketing. 3 Hours
Subject varies from time to time. May be taken more than once if topic changes. Prerequisite(s): Vary by topic.

MKT 497. Internship for General Elective Credit. 1-3 Hours
Practical work experience associated with career development and career exploration. See internship coordinator for details. Permission of department chair or designee required. Prerequisite(s): MKT major; junior standing; overall gpa of 2.7 or higher; permission of internship coordinator.

MKT 498. Cooperative Education. 1-3 Hours
Optional full-time work period off campus alternating with study period on campus. (See Chapter X; consult Cooperative Education Office for details.) Permission of chairperson or designee required. For general elective credit only. Prerequisite(s): MKT major; overall gpa of 2.7 or higher.

MKT 499. Independent Study in Marketing. 1-3 Hours
Study of one or more specific aspects of the marketing process with emphasis on individual reading and research. Subject matter to be determined by the instructor on the basis of interest and need of the student. Enrollment limited. Permission of chairperson or designee required. Prerequisite(s): MKT 301; MKT major; senior standing; permission of department chairperson.