Marketing (MKTG)

Courses

MKTG 2101. Marketing Management. 3 Credit Hours.
Introduction to the role of marketing in the U.S. economy and within the firm. The interaction of marketing with other business functions and with society.
Components of marketing strategy including analyzing what markets and needs the firm will serve; deciding when, where, and how the firm will meet these needs; and understanding why (i.e., a compelling business reason) the firm should do this. Study of marketing mix development issues, including product development and management; pricing; integrated communications and promotion; distribution, logistics, and supply-chain management; as well as other decisions involved in this process. NOTE: Students who intend to take Marketing 3511, 3553, or 3596 are required to earn a grade of C in this course.

Repeatability: This course may not be repeated for additional credits
Pre-requisites:
ECON 1101|Minimum Grade of C-|May not be taken concurrently
OR ECON 1901|Minimum Grade of C-|May not be taken concurrently.

MKTG 2511. Marketing for the Sustainable Enterprise. 3 Credit Hours.
Sustainable marketing is a paradigm which extends the boundaries of traditional marketing. This course focuses on how both for-profit and not-for-profit organizations learn to innovate, develop, produce, promote, distribute, and reclaim products and services in new ways that reduce waste and pollution and benefit all stakeholders. In addition to modifications of marketing activities to reduce environmental impact, the course considers marketing’s role in corporate social responsibility (including ethical considerations) and social marketing agendas (such as health and community issues).
Repeatability: This course may not be repeated for additional credits.

MKTG 2901. Honors Marketing Management. 3 Credit Hours.
Introduction to the discipline of marketing. The nature of marketing activities in contemporary society and the firm. Study of marketing mix variables and decision processes involved in corporations and public agencies. Concepts from economics, behavioral sciences, and modern systems theory are incorporated. NOTE: Open only to business designated honors students or with special permission. May be used to meet the marketing requirement of the Fox School of Business and Management. Students who intend to take Marketing 3511, 3553, or 3596 are required to earn a grade of C in this course.
Cohort Restrictions: Must be enrolled in one of the following Cohorts: SCHONORS, UHONORS, UHONORSTR
Course Attributes: HO
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
ECON 1101|Minimum Grade of C-|May not be taken concurrently
OR ECON 1901|Minimum Grade of C-|May not be taken concurrently.
MKTG 3501. Integrated Marketing Communications. 3 Credit Hours.
Marketing 3501 is an intermediate level undergraduate marketing course using a lecture format supplemented by class discussions. The course introduces students to the field of advertising by taking an integrated marketing communications (IMC) perspective. While advertising is the major focus of the course, IMC will also play a critical role as the course develops perspectives on the process of advertising, promotions, and media working together as a part of the overall marketing strategy. Topics will include setting advertising objectives and budgets, client-agency-media relations, demand stimulation, media selection and evaluation, and the social responsibilities and regulation of advertising at the level of the firm and of the industry. NOTE: Prior to Spring 2009, this course was titled “Advertising.”
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 2101|Minimum Grade of C-|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C-|May not be taken concurrently.

MKTG 3502. Information Management for Marketing Strategies. 3 Credit Hours.
Information has become a valuable strategic asset and successful management of market information is essential for a firm's sustained profitability. It tells you not only who your customers are, what they are buying, but also what they want to buy. This course is an introduction to the principles of data management that underlie organizations in the "Information Age." First, the course will analyze the strategic role played by information. Second, the course will develop the skills required to manage information by using databases. Third, the course will consider marketing applications to illustrate the multiple uses of information stored in databases. Particularly, the course will ask how to organize and manage available information assets to address specific strategic objectives and needs. Note: Marketing Majors must earn a grade of C or better for this course to count towards the major requirement.
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK 01 Y|May not be taken concurrently)
AND (STAT 2103|Minimum Grade of C-|May not be taken concurrently
OR STAT 2903|Minimum Grade of C-|May not be taken concurrently
OR STAT 2104|Minimum Grade of C-|May not be taken concurrently
OR (STAT 2101|Minimum Grade of C-|May not be taken concurrently
AND STAT 2102|Minimum Grade of C-|May not be taken concurrently
OR (STAT 2901|Minimum Grade of C-|May not be taken concurrently
AND STAT 2902|Minimum Grade of C-|May not be taken concurrently
OR STAT 2512|Minimum Grade of C-|May not be taken concurrently).

MKTG 3503. Promotion Management. 3 Credit Hours.
Strategic management of the entire promotion blend. Relationship of advertising, personal selling, sales promotion, and publicity to meet the information needs of the pre-selected market segments. The interaction of promotion with the rest of the marketing mix and the transaction process will also be covered. NOTE: Marketing Majors must earn a grade of C or better for this course to count towards the major requirement.
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 3596|Minimum Grade of C|May not be taken concurrently.

MKTG 3504. Sales and Sales Management. 3 Credit Hours.
A brief introduction to the behavioral aspects of personal selling and a discussion of sales management. The course includes recruiting, selection, training, motivation, compensation, control, and the strategy of matching the sales effort to the sales task.
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 2101|Minimum Grade of C-|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C-|May not be taken concurrently.
MKTG 3505. Entrepreneurial Marketing. 3 Credit Hours.
This course provides entrepreneurs and aspiring entrepreneurs with an understanding of marketing for new and small enterprises. It addresses marketing strategies particularly relevant for such enterprises. Students will apply marketing concepts to new and small enterprises, such as creating and nurturing relationships with new customers, suppliers, distributors, employees and investors; and learn about the special challenges and opportunities involved in developing marketing strategies from the ground up. This course blends theory and practice to develop a comprehensive entrepreneurial marketing plan. NOTE: This course satisfies a Marketing Elective for Marketing Majors.


Repeatability: This course may not be repeated for additional credits

Pre-requisites:
MKTG 2101|Minimum Grade of C-|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C-|May not be taken concurrently.

MKTG 3506. Value Delivery Networks in Marketing. 3 Credit Hours.
Critical analysis of Value Delivery Networks in marketing; there is a focus on retailing strategies as well as how firms use the Internet and other digital platforms to expand markets, service customers, and increase sales. The course explores critical supply chain issues involved in commerce including inventory management, transportation, procurement (including outsourcing) and warehousing issues which occur in marketing management. Marketing Majors must earn a grade of C or better for this course to count towards the major requirements.

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

Repeatability: This course may not be repeated for additional credits

Pre-requisites:
(MKTG 3596|Minimum Grade of C|May not be taken concurrently)
AND (MKTG 3511|Minimum Grade of C|May not be taken concurrently).

MKTG 3507. Direct Marketing. 3 Credit Hours.
Students are introduced to the scope of direct marketing including mail order, lead generation, circulation, relationship/loyalty programs, store traffic/site traffic building, fund raising, pre-selling, selling (cross-selling as well as selling-up), post-selling and research. Initially, the course will address how direct marketing varies from other forms of marketing and where its practice is most appropriate. Subsequently, the course covers how firms develop direct marketing programs for purposes of direct sale, lead generation or traffic generation using various direct marketing media such as: direct mail, broadcast, print advertising, catalogs, co-ops, telemarketing, Internet, inserts, videos, e-mail and trade shows. Various approaches for stimulating action and the measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed. NOTE: Prior to Spring 2009, this course was titled "Direct Marketing & E-Commerce Channels." Marketing Majors must earn a grade of C or better for this course to count towards the major requirements.

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

Repeatability: This course may not be repeated for additional credits

Pre-requisites:
MKTG 3596|Minimum Grade of C|May not be taken concurrently.

MKTG 3508. Digital Marketing. 3 Credit Hours.
Digital technologies have become an integral component of daily life for many firms and consumers. Although digital marketing is an important part of business strategy, the dynamic nature of technology and consumer culture raises many strategic and social challenges. This course examines the theories and concepts underlying the use of information and communication technology by firms and consumers, and challenges students to critique and utilize digital tools and social media, including Twitter, Facebook, online reviews, blogs, paid search, digital advertising, and online promotions. The identification of critical success factors and best practices are central to the course, as are methods for analyzing marketing effectiveness. The course examines the theory and realities of digital marketing in both business-to-consumer (B2C) and business-to-business (B2B) markets.


Repeatability: This course may not be repeated for additional credits

Pre-requisites:
MKTG 2101|Minimum Grade of C-|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C-|May not be taken concurrently.
MKTG 3509. Customer Data Analytics. 3 Credit Hours.
This course will teach students how to make use of Marketing Metrics: the collection, analysis, and utilization of data for the development of marketing strategies. The course includes the study of data collection, warehousing technologies, marketing information systems, data mining, and customer relationship management. Particular attention is paid to interpretation of quantitative data (Marketing dashboards).

**College Restrictions:** Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

**Repeatability:** This course may not be repeated for additional credits

**Pre-requisites:**
(MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK01 Y|May not be taken concurrently)
AND (STAT 2103|Minimum Grade of C|May not be taken concurrently
OR STAT 2903|Minimum Grade of C|May not be taken concurrently
OR STAT 2104|Minimum Grade of C|May not be taken concurrently
OR (STAT 2101|Minimum Grade of C|May not be taken concurrently
AND STAT 2102|Minimum Grade of C|May not be taken concurrently)
OR (STAT 2901|Minimum Grade of C|May not be taken concurrently
AND STAT 2902|Minimum Grade of C|May not be taken concurrently)
OR STAT 2512|Minimum Grade of C|May not be taken concurrently).

MKTG 3511. Marketing Research. 3 Credit Hours.
Methods for collecting, analyzing, and interpreting data relevant to the marketing decision-making process. The course will focus on structuring marketing problems in terms of specific research questions, understanding primary and secondary sources of marketing research data (including issues in data collection), using specific techniques for analyzing marketing research data, and using these analyses to make better marketing management decisions. NOTE: Marketing Majors must earn a grade of C or better in this course to be eligible to take the capstone Marketing course 4596 (4501 for freshmen admitted fall 2008).

**College Restrictions:** Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

**Repeatability:** This course may not be repeated for additional credits

**Pre-requisites:**
(MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK01 Y|May not be taken concurrently)
AND (STAT 2103|Minimum Grade of C|May not be taken concurrently
OR STAT 2903|Minimum Grade of C|May not be taken concurrently
OR STAT 2104|Minimum Grade of C|May not be taken concurrently
OR (STAT 2101|Minimum Grade of C|May not be taken concurrently
AND STAT 2102|Minimum Grade of C|May not be taken concurrently)
OR (STAT 2901|Minimum Grade of C|May not be taken concurrently
AND STAT 2902|Minimum Grade of C|May not be taken concurrently)
OR STAT 2512|Minimum Grade of C|May not be taken concurrently).

MKTG 3515. Principles of Supply Chain Management. 3 Credit Hours.
Supply Chain Management is the art and science of integrating the flow of products, information and money through the pipeline from the sources to the end customers. The goal of the course is to provide an understanding of the fundamental principles and activities occurring in the Supply Chain and to prepare students with a basic knowledge of activities within the Supply Chain.

**College Restrictions:** Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School

**Repeatability:** This course may not be repeated for additional credits

**Pre-requisites:**
(MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
AND (MSOM 3101|Minimum Grade of D|May not be taken concurrently
OR MSOM 3901|Minimum Grade of D|May not be taken concurrently).
MKTG 3516. Transportation and Logistics Management. 3 Credit Hours.
Transportation, distribution, logistics, or supply chain management - all refer to the process by which companies move material, parts, and products to its customers. Proper planning and scheduling are crucial to efficient operations and customer satisfaction. Transportation management encompasses planning goods movements across its different modes - truck, rail, water, air and pipeline. This course provides students with a basic familiarity to the important issues, concepts and models for analyzing different transportation functions. The focus will be on presenting information about, and providing access to, available tools and techniques that ensure a smooth flow and distribution of goods in the industry today. The course uses both quantitative and spatial techniques for proper decision making - specifying how, when and where to transport goods; selection of appropriate location of warehouses and distribution points; selection of route and carriers; and understanding of logistics and distribution costs.

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 2101|Minimum Grade of C-|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C-|May not be taken concurrently
AND (MSOM 3101|Minimum Grade of C-|May not be taken concurrently
OR MSOM 3901|Minimum Grade of C-|May not be taken concurrently).

MKTG 3553. International Marketing. 3 Credit Hours.
Problems of marketing and analysis of the internal marketing system of countries with various types of political-economic structures. The strategic impact of economic, cultural, political, and legal differences on marketing is emphasized. International product, price, promotion, and distribution issues are also considered. NOTE: Marketing Majors must earn a grade of C or better in this course to be eligible to take the capstone Marketing course 4596 (4501 for freshmen admitted fall 2008).

College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK01 Y|May not be taken concurrently.

MKTG 3580. Special Topics - Marketing. 3 Credit Hours.
Special topics in current developments in the field of marketing.
Repeatability: This course may be repeated for additional credit.
Pre-requisites:
MKTG 2101|Minimum Grade of C-|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C-|May not be taken concurrently

MKTG 3581. Marketing Internship/Co-Operative Experience. 3 Credit Hours.
The course is designed for students who have a Marketing Internship or Co-op Experience. NOTE: Arrangements are made through the Marketing Department. This course is for Marketing majors only. Students must have completed the Marketing Core (MKTG 3511, 3596) prior to this course. Students must earn a grade of C or better for this course to count towards the major requirements.

Field of Study Restrictions: Must be enrolled in one of the following Majors: Marketing
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.
Pre-requisites:
(MKTG 3596|Minimum Grade of C|May not be taken concurrently
AND (MKTG 3511|Minimum Grade of C|May be taken concurrently).

MKTG 3582. Independent Study. 1 to 6 Credit Hour.
Readings and/or papers under supervision of a faculty member.
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.
Pre-requisites:
MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK01 Y|May not be taken concurrently.
MKTG 3596. Consumer and Buyer Behavior. 3 Credit Hours.
A survey and integration of concepts, theories, and frameworks that help explain the behavior of consumers. Topics include perception, product knowledge and involvement, decision making, learning, conditioning, and social influences such as culture, micro-culture, and social class. The course emphasizes the use of these concepts in developing marketing strategies. NOTE: Marketing Majors must earn a grade of C or better in this course to be eligible to take the capstone Marketing course 4596 (4501 for freshmen admitted fall 2008). Students must also earn a grade of C in this course if they are using it to fill the writing intensive course requirement for their degree.
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Course Attributes: WI
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK01 Y|May not be taken concurrently.

MKTG 3682. Independent Study. 1 to 6 Credit Hour.
Readings and/or papers under supervision of a faculty member.
Repeatability: This course may be repeated for additional credit.
Pre-requisites:
MKTG 2101|Minimum Grade of C|May not be taken concurrently
OR MKTG 2901|Minimum Grade of C|May not be taken concurrently
OR MK01 Y|May not be taken concurrently.

MKTG 3999. Honors Thesis I. 1 to 3 Credit Hour.
The first of a two-part sequence of courses in which independent research is conducted under the supervision of a thesis advisor from the Marketing department resulting in a substantial piece of original research, roughly 30 to 50 pages in length upon completion of Marketing 4999. The student must publicly present his/her findings at a Temple University Research Forum session or the equivalent during one of the two semesters during which these courses are undertaken.
Field of Study Restrictions: Must be enrolled in one of the following Majors: Marketing
Cohort Restrictions: Must be enrolled in one of the following Cohorts: SCHONORS, UHONORS, UHONORSTR
Course Attributes: HO
Repeatability: This course may be repeated for additional credit.

MKTG 4501. Marketing Strategy. 3 Credit Hours.
This course is designed to provide you with an opportunity to integrate the material that you have been exposed to in your Marketing and other business courses. In this course we will explore how firms develop and implement marketing strategies to ensure their long-term survival and growth. In essence, this is an applications course. Therefore, your active participation is required as you demonstrate your ability to understand and solve marketing problems. NOTE: This is the capstone course for Marketing majors who were admitted as freshmen in fall 2008 or after and transfer students admitted fall 2010 or after. It is strongly recommended for students in their senior year. This course MAY NOT be taken in the same semester as any Marketing CORE (3511, 3596, 3553) course.
Field of Study Restrictions: Must be enrolled in one of the following Majors: Marketing
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 3596|Minimum Grade of C|May not be taken concurrently)
AND (MKTG 3511|Minimum Grade of C|May not be taken concurrently)
AND (MKTG 3553|Minimum Grade of C|May not be taken concurrently)
OR IB 3553|Minimum Grade of C|May not be taken concurrently.

MKTG 4999. Honors Senior Thesis II. 1 to 3 Credit Hour.
Independent research conducted under the supervision of a thesis advisor from the Marketing Department resulting in a substantial piece of original research, roughly 30 to 50 pages in length. Student must publicly present his/her findings at a Temple University Research Forum session or the equivalent if this was not done in Marketing 3999.
Field of Study Restrictions: Must be enrolled in one of the following Majors: Marketing
Cohort Restrictions: Must be enrolled in one of the following Cohorts: SCHONORS, UHONORS, UHONORSTR
Course Attributes: HO
Repeatability: This course may be repeated for additional credit.
Pre-requisites:
MKTG 3999|Minimum Grade of C-|May not be taken concurrently.
MKTG 5001. Marketing Management/Strategy. 3 Credit Hours.
This course is designed to provide students with an understanding of how firms develop marketing strategies to create and manage the creation of meaningful offers that are valued by consumers for the purpose of developing and maintaining customer relationships. Initially, we will address the evolution of market systems at the macroeconomic level and the role that marketing plays in bridging the gap between the production and consumption sectors of the economy. Subsequently, we will explore how firms develop strategies to create customer value through product management, pricing, marketing channels, supply chain management, customer relationship management and communications directed to buyers and also develop an understanding of how buyers acquire, consume and dispose of these goods and services.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 5101. Consumer and Buyer Behavior. 3 Credit Hours.
Use of concepts from the behavioral sciences for identifying market segments, predicting customer response to alternative marketing strategies.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently).

MKTG 5102. Marketing Communications. 3 Credit Hours.
Marketing communications as part of a firm’s marketing mix. Dissemination of information is considered through advertising and other forms of communicating demand-influencing ideas.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently).

MKTG 5103. Marketing Research: Techniques and Application. 3 Credit Hours.
Basic approaches to planning, collecting, analyzing, and communicating information from the marketplace. Techniques and applications for specific marketing areas.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently)
AND (STAT 5001|Minimum Grade of B-|May not be taken concurrently
OR (MIS 5401|Minimum Grade of B-|May not be taken concurrently
AND STAT 5401|Minimum Grade of B-|May not be taken concurrently)
OR (MIS 5301|Minimum Grade of B-|May not be taken concurrently
AND STAT 5301|Minimum Grade of B-|May not be taken concurrently).

MKTG 5104. Managerial Decision Strategies in Marketing. 3 Credit Hours.
Capstone course in marketing emphasizing strategic aspects of decision making in a marketing environment. Decision theory and quantitative methods illustrated in considering alternatives when formulating strategic plans. Case studies used.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently).
MKTG 5105. Electronic Commerce. 3 Credit Hours.
The principal focus of this course will be on understanding the marketing implications of E-Commerce. In other words, this course is not so much about learning HTML or JavaScript but looking at E-Commerce from a manager's viewpoint. Students enrolled in this course will learn about how Internet marketing is different from traditional marketing, as well as what this means for traditional concepts like marketing mix, gaining customer loyalty, and making profits. Issues such as E-business models, Internet advertising and pricing, and current state of affairs with respect to B2B auctions and Internet law will also be touched upon in the sessions.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently).

MKTG 5106. Electronic Channels, Supply Chain, Logistics & Procurement. 3 Credit Hours.
Understanding new models of supply chain logistics and electronic channels as contrasted with traditional channels for creating value for ultimate consumers and end users. Topics include: back-end fulfillment strategies, productivity, customer service, Internet warehousing and transportation systems, order processing, transactions costs efficiency, the role of infomediaries and interorganizational relationships, the use of the internet in customer service, and the role of the internet in the development of procurement strategies, customer oriented shipping tracing and tracking, claims processing and settlements, the management of reverse logistics channels, and in materials handling.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5001|Minimum Grade of B-|May not be taken concurrently
OR MIS 5402|Minimum Grade of B-|May not be taken concurrently
OR MIS 5302|Minimum Grade of B-|May not be taken concurrently).

MKTG 5107. Product Management. 3 Credit Hours.
This course examines the analytical, decision making, and planning concepts and tools available to market, product, and brand managers. Specific decisions to be addressed include: product policy, policy formulation, the selection of product market strategies, new product development, product-line modification, and organizational implications. Emphasis is placed on discussion of cases and relevant readings. Because of the heavy emphasis on interaction, regular and frequent participation will be expected.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
MKTG 5001|Minimum Grade of B-|May not be taken concurrently
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5301|Minimum Grade of B-|May not be taken concurrently
AND MKTG 5302|Minimum Grade of B-|May not be taken concurrently).

MKTG 5108. Data-Driven Marketing. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 5115. International Marketing. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 5155. Elec Supply Chain Mgt. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 5156. Mktg Mgt-Digital Mktplac. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.
MKTG 5170. Special Topics in Marketing. 1 to 6 Credit Hour.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate

Repeatability: This course may be repeated for additional credit.

Prerequisites:
MKTG 5001 | Minimum Grade of B- | May not be taken concurrently
OR (MKTG 5401 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5402 | Minimum Grade of B- | May not be taken concurrently)
OR (MKTG 5301 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5302 | Minimum Grade of B- | May not be taken concurrently).

MKTG 5180. Special Topics in Marketing. 1 to 6 Credit Hour.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate

Repeatability: This course may be repeated for additional credit.

Prerequisites:
MKTG 5001 | Minimum Grade of B- | May not be taken concurrently
OR (MKTG 5401 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5402 | Minimum Grade of B- | May not be taken concurrently)
OR (MKTG 5301 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5302 | Minimum Grade of B- | May not be taken concurrently).

MKTG 5182. Independent Study. 1 to 6 Credit Hour.

Supervised individual reading and research projects.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate

Repeatability: This course may be repeated for additional credit.

Prerequisites:
MKTG 5001 | Minimum Grade of B- | May not be taken concurrently
OR (MKTG 5401 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5402 | Minimum Grade of B- | May not be taken concurrently)
OR (MKTG 5301 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5302 | Minimum Grade of B- | May not be taken concurrently).

MKTG 5190. Special Topics in Marketing. 1 to 6 Credit Hour.

Special topics courses analyze emerging issues or specialized content that are not covered in regular semester courses.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate

Repeatability: This course may be repeated for additional credit.

Prerequisites:
MKTG 5001 | Minimum Grade of B- | May not be taken concurrently
OR (MKTG 5401 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5402 | Minimum Grade of B- | May not be taken concurrently)
OR (MKTG 5301 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5302 | Minimum Grade of B- | May not be taken concurrently).

MKTG 5282. Independent Study. 1 to 3 Credit Hour.

Special study is undertaken in a particular aspect of marketing, under the direct supervision of an appropriate graduate faculty member. No more than six semester hours of independent study may be counted toward degree requirements.

Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate

Repeatability: This course may be repeated for additional credit.

Prerequisites:
MKTG 5001 | Minimum Grade of B- | May not be taken concurrently
OR (MKTG 5401 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5402 | Minimum Grade of B- | May not be taken concurrently)
OR (MKTG 5301 | Minimum Grade of B- | May not be taken concurrently
AND MKTG 5302 | Minimum Grade of B- | May not be taken concurrently).
MKTG 5301. Market Analysis & Management. 1.5 Credit Hour.
This course is designed to provide students with an introduction to marketing theory, strategies and practice. Through this course students will learn to conduct market research, analyze research data, assess market opportunities, and generate effective conclusions. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5302
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(STAT 5301|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5301|Minimum Grade of B-|May not be taken concurrently).

MKTG 5302. Marketing Strategy & Planning. 1.5 Credit Hour.
Through this course, students will set clear marketing objectives; integrate marketing strategy components to achieve those objectives; develop a branding, messaging, and promotional plan; set a marketing strategy budget; and establish metrics to monitor the performance of a marketing strategy – all within the context of a rapidly evolving interactive, digital landscape. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5301
Repeatability: This course may not be repeated for additional credits.

MKTG 5401. Market Analysis & Management. 1.5 Credit Hour.
This course is designed to provide students with an introduction to marketing theory, strategies and practice. Through this course students will learn to conduct market research, analyze research data, assess market opportunities, and generate effective conclusions. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5402
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(STAT 5301|Minimum Grade of B-|May not be taken concurrently)
OR STAT 5401|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5301|Minimum Grade of B-|May not be taken concurrently)
OR MIS 5401|Minimum Grade of B-|May not be taken concurrently).

MKTG 5402. Marketing Strategy & Planning. 1.5 Credit Hour.
Through this course, students will set clear marketing objectives; integrate marketing strategy components to achieve those objectives; develop a branding, messaging, and promotional plan; set a marketing strategy budget; and establish metrics to monitor the performance of a marketing strategy – all within the context of a rapidly evolving interactive, digital landscape. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5401
Repeatability: This course may not be repeated for additional credits.

MKTG 5502. International Marketing Management. 3 Credit Hours.
Identifying and analyzing worldwide marketing opportunities, and generating strategies for capitalizing on them. Impact of environmental differences on marketing strategies and customer response.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 5001|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently)
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR MKTG 5301|Minimum Grade of B-|May not be taken concurrently)
OR MKTG 5302|Minimum Grade of B-|May not be taken concurrently.

MKTG 5501. International Marketing Management. 3 Credit Hours.
Identifying and analyzing worldwide marketing opportunities, and generating strategies for capitalizing on them. Impact of environmental differences on marketing strategies and customer response.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 5001|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently)
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR MKTG 5301|Minimum Grade of B-|May not be taken concurrently)
OR MKTG 5302|Minimum Grade of B-|May not be taken concurrently.

MKTG 5401. Market Analysis & Management. 1.5 Credit Hour.
This course is designed to provide students with an introduction to marketing theory, strategies and practice. Through this course students will learn to conduct market research, analyze research data, assess market opportunities, and generate effective conclusions. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5302
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(STAT 5301|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5301|Minimum Grade of B-|May not be taken concurrently).

MKTG 5302. Marketing Strategy & Planning. 1.5 Credit Hour.
Through this course, students will set clear marketing objectives; integrate marketing strategy components to achieve those objectives; develop a branding, messaging, and promotional plan; set a marketing strategy budget; and establish metrics to monitor the performance of a marketing strategy – all within the context of a rapidly evolving interactive, digital landscape. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5301
Repeatability: This course may not be repeated for additional credits.

MKTG 5401. Market Analysis & Management. 1.5 Credit Hour.
This course is designed to provide students with an introduction to marketing theory, strategies and practice. Through this course students will learn to conduct market research, analyze research data, assess market opportunities, and generate effective conclusions. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5402
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(STAT 5301|Minimum Grade of B-|May not be taken concurrently)
OR STAT 5401|Minimum Grade of B-|May not be taken concurrently)
AND (MIS 5301|Minimum Grade of B-|May not be taken concurrently)
OR MIS 5401|Minimum Grade of B-|May not be taken concurrently).

MKTG 5402. Marketing Strategy & Planning. 1.5 Credit Hour.
Through this course, students will set clear marketing objectives; integrate marketing strategy components to achieve those objectives; develop a branding, messaging, and promotional plan; set a marketing strategy budget; and establish metrics to monitor the performance of a marketing strategy – all within the context of a rapidly evolving interactive, digital landscape. These objectives are accomplished by combining readings, lectures, workshops, business analysis, coaching from industry advisors and professors, and commercial grade work on a consulting project for an external client.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Co-requisites: MKTG 5401
Repeatability: This course may not be repeated for additional credits.

MKTG 5502. International Marketing Management. 3 Credit Hours.
Identifying and analyzing worldwide marketing opportunities, and generating strategies for capitalizing on them. Impact of environmental differences on marketing strategies and customer response.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits
Pre-requisites:
(MKTG 5001|Minimum Grade of B-|May not be taken concurrently)
OR (MKTG 5401|Minimum Grade of B-|May not be taken concurrently)
AND MKTG 5402|Minimum Grade of B-|May not be taken concurrently)
OR MKTG 5301|Minimum Grade of B-|May not be taken concurrently)
OR MKTG 5302|Minimum Grade of B-|May not be taken concurrently.
MKTG 5601. Database Marketing. 1.5 to 3 Credit Hour.
Information has become a valuable strategic asset and successful management of market information is essential for a firm's sustained profitability. This course provides the basics for data management that underlie organizations in the "Information Age." The course analyzes the strategic role played by information and develops the skills required to manage information by using databases. The course will emphasize marketing applications that illustrate how to organize and manage available information assets to address specific strategic objectives and needs.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.

MKTG 5602. Quantitative Methods in Marketing. 1.5 to 3 Credit Hour.
This course will emphasize the use and practice of Marketing Metrics: the collection, analysis, and utilization of data for the development of marketing strategies. The course includes the study of data collection, warehousing technologies, marketing information systems, data mining, and customer relationship management. Particular attention is paid to interpretation of quantitative data (marketing dashboards).
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.

MKTG 5603. Direct Marketing. 1.5 Credit Hour.
Students are introduced to the scope of direct marketing including mail order, lead generation, circulation, relationship/loyalty programs, store traffic/site traffic building, fund raising, pre-selling, selling (cross-selling as well as selling-up), post-selling and research. Initially, the course will address how direct marketing varies from other forms of marketing and where its practice is most appropriate. Subsequently, the course covers how firms develop direct marketing programs for purposes of direct sale, lead generation or traffic generation using various direct marketing media such as: direct mail, broadcast, print advertising, catalogs, co-ops, telemarketing, Internet, inserts, videos, e-mail and trade shows. Various approaches for stimulating action and the measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.

MKTG 5604. Digital Marketing. 1.5 to 3 Credit Hour.
This course emphasizes the use and practice of direct marketing including mail order, lead generation, circulation, relationship/loyalty programs, store traffic/site traffic building, fund raising, pre-selling, selling (cross-selling as well as selling-up), post-selling and research. The course covers how firms develop direct marketing programs for purposes of direct sale, lead generation or traffic generation using various direct marketing media such as: direct mail, broadcast, print advertising, catalogs, co-ops, telemarketing, Internet, inserts, videos, e-mail and trade shows. Various approaches for stimulating action and the measurability and accountability of direct marketing and its relationship to the total marketing mix are stressed.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may be repeated for additional credit.

MKTG 5605. Digital Innovation in Product Management and Branding. 1.5 to 3 Credit Hour.
In this course we review concepts and principles related to building and maintaining a brand in the digital environment. Topics include developing a strategy for your brand, the content to support that strategy and then how to communicate that content. How do you manage your products and brand over time and what analytics are used to keep your strategy on-track. Finally, global and legal implications are considered.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits.

MKTG 5606. Digital Innovation in Mobile Marketing and Communication. 1.5 to 3 Credit Hour.
In this course students will learn how to develop a mobile marketing strategy with the target audience in mind as well as how to effectively integrate that mobile marketing as a part of their overall brand and business strategy. They will then learn to convert that strategy into an effective campaign using the appropriate mobile tools. Lastly, they will learn how to track and measure the effectiveness of that campaign.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mngmnt, Fox School
Repeatability: This course may not be repeated for additional credits.

MKTG 5801. Marketing Management in the Enterprise, 3 Credit Hours.
Limited to students matriculated in the Executive M.B.A. program. In this course, you'll develop a firmer grasp on the strategic aspects of marketing decisions within the context of the total enterprise. You'll also analyze marketing management practices, organization and decision processes through traditional and internet-based business case studies involving product development, segmentation, pricing, promotion, distribution and implementation.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 5882. Independent Study. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.
MKTG 5890. Special Topics in Marketing. 1 to 6 Credit Hour.
Special topics courses analyze emerging issues or specialized content that are not covered in regular semester courses.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

MKTG 9001. Sem-Marketing Theory Dev. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 9002. Sem-Behavior Res-Mktg. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 9003. Sem-Quant Research-Mktg. 3 Credit Hours.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may not be repeated for additional credits.

MKTG 9011. Proseminar in Marketing. 1 to 3 Credit Hour.
The Marketing PhD Pro-seminar provides doctoral students with an opportunity to learn about the range of academic research in marketing, and about marketing academic careers. Through critiques of academic research articles and discussions with other students and multiple faculty members, students will gain insights into research process, and the expectations of the marketing academic community. The course assignments and discussions help to build student research capability, and support student development of a research paper proposal on a topic of the student's choice.
Field of Study Restrictions: Must be enrolled in one of the following Majors: Business Administration
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Degree Restrictions: Must be enrolled in one of the following Degrees: Doctor of Philosophy
College Restrictions: Must be enrolled in one of the following Colleges: Business & Mgmt, Fox School, Tourism & Hospitality Mgmt
Repeatability: This course may be repeated for additional credit.

MKTG 9090. Sem-Sel Topics in Mktg. 1 to 6 Credit Hour.
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.

MKTG 9183. Directed Study in Marketing. 1 to 6 Credit Hour.
Directed Study in Marketing
Level Registration Restrictions: Must be enrolled in one of the following Levels: Graduate
Repeatability: This course may be repeated for additional credit.