## Marketing (MRKTNG)

### MRKTNG 3000: Principles of Marketing
Institutions, processes, and problems involved in producing and transferring goods and services from producer to consumers; emphasis on economics and social aspects.

**Credit Hours:** 3  
**Prerequisites or Corequisites:** ECONOM 1014, ECONOM 1024, ECONOM 1000, or ECONOM 1051 or ABM 1041  
**Prerequisites:** 45 semester hours

### MRKTNG 3000H: Principles of Marketing - Honors
Institutions, processes, and problems involved in producing and transferring goods and services from producer to consumers; emphasis on economics and social aspects.

**Credit Hours:** 3  
**Prerequisites or Corequisites:** ECONOM 1014, ECONOM 1024, ECONOM 1000 or ECONOM 1051, or ABM 1041  
**Prerequisites:** 45 semester hours; Honors eligibility required

### MRKTNG 3410: Personal Selling
Modern selling methods that focus on solving customer problems rather than using manipulative techniques. Principles underlying the sale process. Practical methods for building long-term customer relationships in business-to-business contexts are emphasized. Graded on A-F basis only.

**Credit Hours:** 3  
**Prerequisites or Corequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with an emphasis in Marketing

### MRKTNG 3510: Procurement Processes and Analytics
Overview of the procurement process used by retailers; execution of pricing strategies, negotiations, retail planning at the category and item level; use of software to analyze data and make procurement decisions. Graded on A-F basis only.

**Credit Hours:** 3  
**Prerequisites or Corequisites:** MRKTNG 3000. During Early Registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with an emphasis in Marketing

### MRKTNG 3901: Special Topics in Marketing
Study of a selected topic in Marketing in a course taken for credit as part of an organized study abroad program. May be repeated for credit. Graded on S/U basis only.

**Credit Hour:** 1-3

### MRKTNG 3975: Current Issues in International Marketing
Study of current issues and practices in international marketing in a course taken for credit as part of an organized study abroad program. May be repeated for credit. Graded on S/U basis only.

**Credit Hour:** 1-3

### MRKTNG 4000: Marketing Management
Further examination of marketing issues: market analysis, market research, positioning, products, pricing, promotion, distribution, relationship management, other topics.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000 and ACCTCY 2010 or ACCTCY 2026, or ACCTCY 2036 or ACCTCY 2136H. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing

### MRKTNG 4000H: Marketing Management - Honors
Further examination of marketing issues: market analysis, market research, positioning, products, pricing, promotion, distribution, relationship management, other topics.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000; ACCTCY 2010 or ACCTCY 2026 or ACCTCY 2036 or ACCTCY 2136H; Honors eligibility required

### MRKTNG 4050: Marketing Research
Procedures for defining marketing research problems; specifying information requirements; collecting, analyzing, interpreting, and presenting data for use in marketing decision making. Utilizes student projects and research-related computer assignments.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000 and STAT 2500. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing

### MRKTNG 4185: Problems in Marketing
In-depth independent study of marketing topic(s). Student must have course plan (assignments, evaluation criteria, etc.) approved by faculty sponsor. Contact Marketing Department office for details and enrollment permission. Selected sections of this course may be graded either on A-F or S/U basis only.

**Credit Hour:** 1-3  
**Prerequisites:** Departmental consent, MRKTNG 3000

### MRKTNG 4201: Topics in Marketing
Selected marketing-related topics. Subjects may vary across semesters. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000

### MRKTNG 4220: Consumer Behavior
Dimensions of the consumer market and decision-making process of consumers; analyzing economic, psychological and socio-psychological influences on consumer market and buying behavior.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing
MRKTNG 4200H: Consumer Behavior - Honors
Dimensions of the consumer market and decision-making process of consumers; analyzing economic, psychological and socio-psychological influences on consumer market and buying behavior.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000 and Honors eligibility required

MRKTNG 4250: Retail Marketing
Strategies, policies, tactics, and procedures of marketing in a retailing environment.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing

MRKTNG 4250H: Retail Marketing - Honors
Strategies, policies, tactics, and procedures of marketing in a retailing environment.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000 and Honors eligibility required

MRKTNG 4240: Sales Management
Methods and tools employed by salespeople and field sales managers; emphasis on underlying behavioral and quantitative theory.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with an emphasis in Marketing

MRKTNG 4420: Advanced Professional Selling
Emphasis on the analytics approach to sales. This reflects the overall trends in business practice, and specifically in the world of sales with increasing reliance on Sales Force Automation (SFA) and Customer Relationship Management (CRM) tools. Students will need to come to class with laptops or tablets. Graded on A-F basis only.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3410

MRKTNG 4440: Services Marketing
Challenges, problems, and strategies specific to marketing in service industries. Topics include the unique characteristics of services and managing service-oriented businesses; service design and service recovery; service quality and customer satisfaction; service pricing issues and demand management; and management of service customers and employees. Graded on A-F basis only.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with an emphasis in Marketing

MRKTNG 4510: Artificial Intelligence and Machine Learning  
Applications in Sales and Marketing
This course is intended to introduce students to cutting-edge Artificial Intelligence and Machine Learning (AI&ML) applications in the domain of sales and marketing. Students will use a proprietary, cloud-based software tool to learn about underlying models, but prior knowledge of programming languages is not required. The course will take an analytics approach and will require students to work with data sets. Graded on A-F basis only.

**Credit Hours:** 3  
**Prerequisites or Corequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with an emphasis in Marketing

MRKTNG 4550: Integrated Marketing Communications
Design, coordination, and management of marketing communications. Focus on the role of integrated marketing communications in the overall marketing process, with emphasis on advertising and sales promotion strategies and tactics.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing

MRKTNG 4550H: Integrated Marketing Communications - Honors
Design, coordination, and management of marketing communications. Focus on the role of integrated marketing communications in the overall marketing process, with emphasis on advertising and sales promotion strategies and tactics. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000 and Honors eligibility required

MRKTNG 4650: e-Marketing
Strategic and managerial challenges and issues related to use of the Internet and other electronic channels as marketing tools.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing

MRKTNG 4720: Global Marketing
Strategic and managerial issues associated with international trade and international marketing.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some section may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis in Marketing

MRKTNG 4880: Contemporary Issues in Marketing
Selected topical issues, their impact on marketing and marketers, and implications for firms and industries. Emphasis on scanning the external environment, projection of trends, and analysis; strategy development based on environmental analysis.

**Credit Hours:** 3  
**Prerequisites:** MRKTNG 3000. During early registration, some sections may be restricted to College of Business students with emphasis in Marketing, or International Business with emphasis on marketing
MRKTNG 4890: Marketing Supply Chain Analytics
This course focuses on applying data analytic tools and techniques at various supply chain stages, specifically focusing on retailers. At the end of the course, the students will develop supply chain analytical skills for solving several marketing supply chain problems such as demand forecasting, inventory management, and sales and operations planning. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: STAT 3500 or equivalent

MRKTNG 4900: Analyzing and Communicating Business Data
This course focuses on the analysis of marketing and other business data with basic statistical techniques. Students will learn when and how to use statistical techniques to solve marketing and other business problems and how to effectively communicate the results of statistical tests to managers. The course covers univariate procedures and regression. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: ACCTCY 2258, MRKTNG 3000, STAT 2500

MRKTNG 4910: Data Analytics and Machine Learning for Business
Introduction and overview of Artificial Intelligence and Machine Learning applications in the domain of marketing and other business areas. Students will work with analytical tools and models, learn to derive actionable insight from using these tools, and gain knowledge of contemporary issues involving collecting, analyzing, and sharing consumer data. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: ACCTCY 2258, MRKTNG 3000, STAT 2500

MRKTNG 4920: Data Visualization
An introduction to data visualization. Students will learn the principles for effective visual representation of data and learn how to prepare data visualizations using the Tableau platform. Graded on A-F basis only.
Credit Hours: 1
Prerequisites: ACCTCY 2258

MRKTNG 4930: Databases for Marketing Decisions
This is an applied course on marketing databases. The course helps students harness database management techniques to solve complex problems in the domain of marketing. In addition to learning the principles of relational database management systems (DBMS), students will learn how to apply database management skills (combined with other statistical packages) to make data-driven decisions that address important marketing problems. Specifically, they will learn how to do market segmentation analysis, cluster analysis, market share analysis, customer relationship management, brand and store positioning, and market and product sales forecasting. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: ACCTCY 2258, MRKTNG 3000, STAT 2500

MRKTNG 4950: Data-Based Decision-Making in Marketing
A systematic, analytical approach to marketing decision-making. Students will build their analytical skills through a combination of lectures, cloud-based software tools, and business case studies. Emphasis is on a hands-on approach to solve real-world marketing problems in domains such as segmentation, targeting, positioning, pricing, and resource allocation. Students will be able to assess the financial impact of marketing expenditures including bottom-line metrics and will draw on data visualization basics to effectively present their analysis to their peers. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: ACCTCY 2258, MRKTNG 3000, STAT 2500

MRKTNG 4970: Managerial Marketing
Introduces concepts and theories for marketing decision making. Provides an overview of principles and tools to analyze and understand marketing situations in order to develop and execute appropriate marketing initiatives.
Credit Hours: 1-3
Prerequisites: MBA Program consent required

MRKTNG 4980: Marketing Supply Chain Analytics
This course focuses on applying data analytic tools and techniques at various supply chain stages, specifically focusing on retailers. At the end of the course, the students will develop supply chain analytical skills for solving several marketing supply chain problems such as demand forecasting, inventory management, and sales and operations planning. Graded on A-F basis only.
Credit Hours: 3
Prerequisites: ACCTCY 2258, MRKTNG 3000, STAT 2500

MRKTNG 4990: MBA Topics in Marketing
Advanced study of selected marketing-related topics. Subjects vary across semesters.
Credit Hour: 1-3
**Prerequisites:** MBA Program consent required and completion of MRKTNG 7460 and MRKTNG 7470

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**MRKTNG 8060: Competitive Marketing Strategy**
Builds on the foundations of MRKTNG 7460 and MRKTNG 7470. Focuses on quantitative market intelligence-based design, execution, and adaptation of a market-drive business strategy to improve a firm's financial performance over time in a competitive environment. Uses a competitive, multi-period, marketing simulation game in which students are assigned to manage one of several firms competing in an industry.

Prerequisites: MBA Program consent required: MRKTNG 7460 and MRKTNG 7470. Cannot receive credit for both MRKTNG 8050 and MRKTNG 8060.

**Credit Hour:** 1-3

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**MRKTNG 8070: Marketing Business Models**
Builds on the foundations of Marketing 4760 and 7470. Focuses on the formulation and analysis of marketing strategy and contemporary business models for creating and capturing value in different industries such as consumer goods, services, retailing, media, sports, entertainment, and online businesses. Business revenue and profit models will be evaluated in conjunction with marketing performance.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required, MRKTNG 7460 and MRKTNG 7470. Cannot receive credit for both MRKTNG 8050 and MRKTNG 8070

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**MRKTNG 8085: MBA Independent Study in Marketing**
Advanced independent study of marketing topics(s). Student must have a course plan (assignments, evaluation criteria, etc.) approved by a marketing faculty member. Graded on S/U basis only.

**Credit Hour:** 1-3

**Prerequisites:** departmental and MBA Program consent required; MRKTNG 7460, MRKTNG 7470

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**MRKTNG 8180: Applied Statistics for Marketing Analytics**
This course is designed to increase students' understanding of essential statistical methods, focusing primarily on interpretation and application in marketing contexts. During the course, students will apply statistical concepts and analyses in diverse marketing settings with a variety of data sets. By the end of the course, students will know when and how to apply fundamental statistical techniques in marketing situations, how to interpret the results of statistical analysis, and how to present results in a managerially useful manner. Graded on A-F basis only.

**Credit Hour:** 1-3

**Prerequisites:** MBA program consent, prior statistical coursework

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**MRKTNG 8280: Research for Marketing Decisions**
Methods for generating and using information related to marketing decisions. The course is aimed at the manager who designs, conducts, and/or uses the research. Emphasizes the design of research studies to inform managers' decisions and techniques for gathering and analyzing primary and secondary data.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent, MRKTNG 7460, MRKTNG 7470, MRKTNG 8180

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**MRKTNG 8350: Business-to-Business Marketing**
Advanced study of the marketing of goods and services to business customers; customer relationship management, and functionally integrated approaches to solving business problems.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required and completion of MRKTNG 7460 and MRKTNG 7470

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**MRKTNG 8420: Sales Force Management**
Basic tasks of sales management as well as the application of theories and concepts to effectively manage that function. Topics covered include salesperson effectiveness, deployment, motivation, organizational design, compensation and evaluation.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required and completion of MRKTNG 7460 and MRKTNG 7470

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**MRKTNG 8460: Database Marketing**
A quantitatively-oriented, hands-on course regarding the use of customer data for making decisions about marketing campaigns and targeting of individual customers. Concepts and applications in this course emphasize statistical analysis of large datasets involving customer records. The analytical and statistical programming skills learned in the course should be useful in any data-oriented business environment. Graded on A-F basis only.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required, MRKTNG 7460, MRKTNG 7470, MRKTNG 8180, MRKTNG 8280

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**MRKTNG 8650: Digital Marketing**
The use of the Internet and other electronic channels as marketing tools. Emphasis on integration of digital interactions and communication into the overall marketing strategy.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required and completion of MRKTNG 7460 and MRKTNG 7470

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**MRKTNG 8680: Database Marketing**
A quantitatively-oriented, hands-on course regarding the use of customer data for making decisions about marketing campaigns and targeting of individual customers. Concepts and applications in this course emphasize statistical analysis of large datasets involving customer records. The analytical and statistical programming skills learned in the course should be useful in any data-oriented business environment. Graded on A-F basis only.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required, MRKTNG 7460, MRKTNG 7470, MRKTNG 8180, MRKTNG 8280

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**MRKTNG 8720: International Marketing**
Strategic and managerial issues associated with international trade and international marketing. The course focuses on managerial decision making in the differing and complex environments across foreign markets, alternative methods by which firms enter foreign markets and the development and implementation of international marketing strategies.

**Credit Hour:** 1-3

**Prerequisites:** MBA Program consent required, MRKTNG 7460, MRKTNG 7470

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**MRKTNG 8750: Brand Management**
Focuses on the creation and execution of profitable brand strategies. Examines the practice of branding, the key components of brand equity, and how firms can build and sustain successful brands in competitive markets.

**Credit Hour:** 1-3
Prerequisites: MBA Program consent required, MRKTNG 7460 and MRKTNG 7470

MRKTNG 8760: Marketing Analytics for Business Decisions
A systematic, analytical approach to marketing decision-making. Students will be able to build their analytical skills through a combination of lectures, Excel-based software tools, and business case studies. Emphasis is on hands-on approaches for solving real-world marketing problems in domains such as segmentation, targeting, positioning, and resource allocation. The course will help students understand the financial impact of marketing expenditures including ROI assessment. Graded on A-F basis only.
Credit Hour: 1-3
Prerequisites or Corequisites: MRKTNG 8180
Prerequisites: GPO consent required

MRKTNG 8770: Marketing Databases and SQL
A user/analyst perspective to relational databases used in marketing applications. Fundamentals of relational databases, including database concepts, table design, views, normalization, and security. Hands-on training in SQL (Structured Query Language) on database tables and views to retrieve, change, join, filter, sort, group, and summarize data. Data analysis with SQL and Excel combined. Presentation of SQL results sets. Course graded on A-F basis only.
Credit Hour: 1-3
Prerequisites or Corequisites: MRKTNG 8180
Prerequisites: GPO consent required

MRKTNG 8780: Advanced Marketing Analytics
Analytical methods for solving marketing problems. Emphasis on use of multivariate statistical techniques (e.g., regression models, time series models, principal components analysis, cluster analysis, discriminant analysis, ANOVA, survival/duration models, etc.) to aid marketing tasks and decisions in areas such as customer classification, segmentation, profiling, and targeting; prospecting with archival data; customer response to marketing interventions; customer acquisition/retention tactics; customer relationship management (CRM); sales forecasting; media allocation decisions; market basket analysis; etc. Graded on an A-F basis only.
Credit Hour: 1-3
Prerequisites or Corequisites: MRKTNG 8180
Prerequisites: GPO Consent Required

MRKTNG 8800: R for Marketing Analytics
Statistical analysis in R, including various types of regression analysis and other multivariate techniques. Emphasis is also placed on deriving relevant managerial implications from the results returned by R software. Graded on A-F basis only.
Credit Hour: 1-5
Prerequisites or Corequisites: MRKTNG 8180
Prerequisites: Graduate Programs Office consent

MRKTNG 8810: Python for Marketing Analytics
The science of processing data using expert systems for faster and smarter decision-making. The course covers statistical and machine learning methods, their core principles, and real-life applications in marketing. Provides hands-on training in using Python in a variety of applications. Graded on A-F basis only.
Credit Hour: 1-3
Prerequisites or Corequisites: MRKTNG 8180
Prerequisites: MBA Program consent

MRKTNG 8820: Artificial Intelligence and Machine Learning Applications in Marketing
Artificial Intelligence and Machine Learning (AI&ML) applications in the domain of marketing. Topics covered include applications using neural networks, support vector machines, and deep learning, among others. Graded on A-F basis only.
Credit Hour: 1-3
Prerequisites or Corequisites: MRKTNG 8180
Prerequisites: MBA Program consent

MRKTNG 9010: Introduction to Research Methods in Marketing
Introduces students to the research process. Examines philosophy of science, constructs and measurement issues regarding validity, and hypothesis-testing. Provides an overview of experimental and survey research methods, with introduction to qualitative research, model-building, and research using secondary data.
Credit Hour: 1-3
Prerequisites: Ph.D. students only; instructor's consent

MRKTNG 9020: Seminar in Advanced Research Methods in Marketing
Familiarizes students with advanced research methods in marketing, emphasizing problem developmental and conceptualization, operationalization of research questions, measurement, and survey research.
Credit Hour: 1-3
Prerequisites: MRKTNG 9010 or equivalent; Ph.D. students only; instructor's consent

MRKTNG 9030: Seminar in Applied Multivariate Analysis in Marketing
Familiarizes students with multivariate analysis of data used for research in marketing. Emphasizes application of multivariate methods, presentation of set, performing preliminary assessment of data quality and distribution, assessing measurement quality, and conducting a variety of multivariate and structural equation models, regression, logistic regression, discriminate analysis, cluster analysis, multi-way frequency analysis, and ANOVA.
Credit Hour: 1-3
Prerequisites: basic course in multivariate statistical methods; Ph.D. students only; instructor's consent

MRKTNG 9090: Research in Marketing
Thesis research for Ph.D. degree. Graded on a S/U basis only.
Credit Hour: 1-99
Prerequisites: Ph.D. students only
MRKTNG 9101: Current Topics Seminar in Marketing
Reading and critical evaluation of selected current marketing literature and research. Graded on S/U basis only. May be repeated.

Credit Hour: 1-3  
Prerequisites: Ph.D. students only

MRKTNG 9185: Doctoral Independent Study in Marketing
Independent study of a marketing topic or research project. Arranged in consultation with a graduate faculty member. Graded on S/U basis only.

Credit Hour: 1-3  
Prerequisites: Ph.D. students only; instructor's consent

MRKTNG 9210: Seminar in Marketing Strategy
Focuses on research topics that pertain to strategic marketing programs and decisions, such as marketing productivity, services marketing, product innovation management, and pricing, among others. Coverage is also given to defining the domain of research in marketing and to the development and use of related theories.

Credit Hour: 1-3  
Prerequisites: Ph.D. students only; instructor's consent

MRKTNG 9220: Seminar Marketing Models
Familiarizes students with quantitative modeling approaches to address a variety of marketing problems. The focus is on the nature, relevance, and properties of mathematical models and analytical methods that are employed to address various types of marketing decisions. Students will gain an understanding of the process of model-building, testing and implementation.

Credit Hour: 1-3  
Prerequisites: Ph.D. students only; instructor's consent

MRKTNG 9230: Seminar in Consumer Behavior
Exposes doctoral students to perspectives on consumer behavior that draw from a variety of disciplines, including marketing, psychology, decision theory, sociology, and cultural anthropology. Students also learn about the different methods researchers employ to study consumers. Covers both classic and contemporary literature. Students are encouraged to evaluate and synthesize existing literature in the pursuit of new research ideas.

Credit Hour: 1-3  
Prerequisites: Ph.D. students only; instructor's consent

MRKTNG 9600: Seminar in Marketing
Readings, independent investigations and reports. May be repeated.

Credit Hour: 1-3  
Prerequisites: Ph.D. students only