

Marketing

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The department of Marketing offers the following degree programs:

- Marketing, BSBA - Corporate Marketing Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-corporate-marketing-concentration>)
- Marketing, BSBA - Supply Chain Management Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-supply-chain-management-concentration>)
- Marketing, BSBA - Acquisition Management Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-aquisition-management-concentration>)
- Marketing, BSBA - General Marketing Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-general-marketing-concentration>)

Mission

The Department of Management, Marketing and Information Systems provides academically rigorous instruction on the use of analytical tools and theoretical concepts in information systems, management, management science, and marketing to help students understand and apply them to practical business problems in scientific, technological and traditional business environments, non-profits, and government agencies. The departmental faculty also develops and disseminates knowledge on diverse topics related to the information systems and assurance, management, management science, and marketing.

Marketing

A major in marketing allows those students with interests in developing and promoting products and services to gain the knowledge and skills needed to pursue careers in corporate and consumer marketing, supply chain management and acquisition. Since marketing is such a diverse area, the curriculum has been divided into four concentrations.

The Corporate Marketing (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-corporate-marketing-concentration>) concentration focuses on the marketing activities involved in the business-to-business exchange process. In order for businesses to successfully complete this process, they need to consider things such as buyer behavior, channels of distribution, promotional activities, product development and relationship management. Marketing managers also conduct market research to investigate customer needs and determine appropriate marketing strategies. Marketing managers are responsible for the total development process for a firm's products and services. With an emphasis on a high technology environment, this concentration prepares students for careers in a variety of business and public sector organizations.

The Supply Chain Management (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-supply-chain-management-concentration>) concentration involves all areas of the supply chain, from planning to distribution. The supply chain concentration prepares marketing students to manage inter-organizational relationships that are necessary to integrate the transportation, logistics, purchasing, information technology, and operations across the network of firms. This concentration is designed to prepare students for careers in supply chain management with industrial firms and public sector organizations such as the Department of Defense and NASA.

The Acquisition Management (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-aquisition-management-concentration>) concentration focuses on activities and programs designed to obtain from suppliers the services and materials necessary to produce products and services. The program focuses on the management of government contracts. It includes contract administration, cost and price analysis, contract negotiation, and government contract law. This concentration prepares marketing students for entry level professional positions in acquisition management with the Federal government, government contractors and traditional industries.

The General Marketing (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-general-marketing-concentration>) concentration is designed for students in Marketing who are interested in business-to-consumer marketing. This concentration helps students develop research skills to identify market opportunities and prepares students with the managerial acumen to be successful in consumer product marketing or in retail management. This concentration gives students the flexibility to customize their major field coursework to fit their particular career ambitions.

Majors in Marketing

Students who major in Marketing may choose to concentrate their programs in corporate marketing (business-to-business), supply chain management, acquisitions management, or general marketing (business-to-consumer). The details about each of these concentration options is described at the link below.

- Marketing, BSBA - Corporate Marketing Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-corporate-marketing-concentration>)
- Marketing, BSBA - Supply Chain Management Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-supply-chain-management-concentration>)
- Marketing, BSBA - Acquisition Management Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-aquisition-management-concentration>)
- Marketing, BSBA - General Marketing Concentration (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-bsba-general-marketing-concentration>)

Minor in Marketing

The minor in Marketing is a common choice for students majoring in communications in the College of Arts, Humanities, and Social Science. The Marketing minor is not available for students pursuing the B.S. in Business Administration (any major).

- Marketing (<http://catalog.uah.edu/undergrad/colleges-departments/business/marketing/marketing-minor>)

MKT 301 - PRINCIPLES OF MARKETING

Semester Hours: 3

Integration of professional selling techniques and concepts with sales management problems. Addresses objectives and policies for managing a sales force; market analysis methods used for sales forecasts and budgeting; and problems faced by sales management in competition, pricing, and promotions.

MKT 315 - SALES MGT/PROF SELLING

Semester Hours: 3

Integration of techniques and concepts of professional selling with problems of sales management. Objectives and policies for sales managers concerning managing sales force and methods of marketing analysis in terms of sales forecasts and budgeting. Problems faced by sales management in competition, pricing, and promotion. Prerequisite: MKT 301.

MKT 316 - RETAILING POLICY/MGT

Semester Hours: 3

Policies, practices, and problem solutions in efficient operation of chain and independent retail stores. Store location, organizational layout, merchandise planning and control, buying, pricing, and promotion.

MKT 332 - BUYER BEHAVIOR

Semester Hours: 3

Interdisciplinary and organizational approach to analyze and interpret consumer buying habits and motives and the resultant purchases of goods and services. Purchaser's psychological, economic, and sociocultural actions and reactions as they relate to better understanding of consumption. Prerequisite: MKT 301.

MKT 342 - PROMOTIONAL STRATEGY

Semester Hours: 3

Promotional techniques available to marketing management. Consumer behavior and communication process by which products can be effectively promoted. Specific tools of personal selling, advertising, sales promotion, and publicity as components of overall promotional strategy. Prerequisite: MKT 301.

MKT 343 - MARKET RESEARCH DESIGN

Semester Hours: 3

Introduction to the principles and purposes of marketing research; relationship to other marketing functions and marketing information systems, data sources, review of research methodologies and ethical considerations. Prerequisite: MKT 301 and either MSC 287&288 or CM 370 or PY 300 or SOC 303.

MKT 344 - MKT RESEARCH APPLICATION

Semester Hours: 3

Application of the principles and purposes of marketing research; laboratory, field and historical research methodologies, experimental design, sampling procedures, questionnaire design, and data analysis.

MKT 345 - MARKET CHANNELS & STRAT

Semester Hours: 3

Marketing channels as a functional are and the alternative choices available to marketing management in developing overall marketing strategy. Institutional structures and dynamic interrelationships in distribution logistics.

MKT 405 - NEW VENTURE STRATEGIES

Semester Hours: 3

Theory and application of both marketing and management strategies for start up, operation and control of new ventures. The course also discusses the role of entrepreneurship in the economy. Prerequisite: MKT 301 and MGT 301.

MKT 414 - MARKETING EMERGING TECH

Semester Hours: 3

Comprehensive review of the new product development and marketing process. Emphasizes actual case examples showing how companies develop and market radically new products. Prerequisite: MKT 301.

MKT 415 - INTERNATIONAL MARKETING

Semester Hours: 3

Procedures and problems associated with establishing and carrying out marketing operations in or with foreign companies. Institutions, principles, and methods involved in solving these business problems. Effect of national differences in business practices and regulation. Prerequisite: MKT 301.

MKT 420 - SERVICES MARKETING

Semester Hours: 3

Addresses the challenge of delivering quality service to customers. Focuses on organizations whose core products are services (e.g., banks, hospitals, non-profit organizations) or which depend on service excellence for competitive advantage. Prerequisite: MKT 301.

MKT 465 - NEW VENTURES CHALLENGE

Semester Hours: 3

Students will develop a plan for starting a new business. Relevant business concepts from finance, accounting, marketing, and management useful for business start-ups will be covered in a manner accessible to both non-business and business majors. Prerequisite: MKT 414, MGT 405, and FIN 301.

MKT 470 - MKTG IN AN ELECTRONIC ENVIRON

Semester Hours: 3

Investigation of advanced marketing topics to include marketing in a high technology environment, relationship marketing, channel design and strategy, retailing, transportation, and logistics. Prerequisite: MKT 301 and EH 300.

MKT 475 - ADVANCED MARKETING SEMINAR

Semester Hours: 3

Investigation of advanced marketing topics that are relevant to contemporary marketing practices. The course will focus on current issues related to marketing in a high technology environment, relationship marketing, channel design and strategy, transportation, and logistics. Prerequisite: MKT 301.

MKT 480 - MARKETING MANAGEMENT

Semester Hours: 3

Study of management of marketing function. Addresses setting objectives, organization and control of marketing resources in coordination with other functional areas, identification and selection of market opportunities, competitive strategies, and development of marketing policies and programs. Prerequisite: MKT 301, MKT 332, MKT 343, and MSC 287. And either MGT 301, IS 301 or FIN 301.

MKT 490 - SPECIAL PROJECTS

Semester Hours: 1-3

Independent study in an area of interest to the student in the field of marketing. Approval of Dept. Chair required.

MKT 494 - PRACTICUM IN MARKETING

Semester Hours: 3

MKT 495 - INTERN IN MARKETING

Semester Hours: 1-3

Active involvement in an project in a business enterprise, professional organization or in a government agency that has particular interest and relevance to the student. Course grade will be given on a satisfactory (S)/unsatisfactory (U) basis. Subject to College's guidelines on internships.