# Marketing (MKT)

**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 CHAN STRU & STRAT**  
Semester Hours: 3  
Marketing channels as a functional area 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.