MKT

**MKT 516: Strategic Brand Management**
Highly interactive course. Hands-on, practical exploration of product, service, and enterprise-wide brand building and management. Course is structured along daily responsibilities and challenges faced by working brand/marketing managers and will provide experience with proven strategies for building successful brands in the competitive marketplace, the decisions and options faced by brand managers, and the tools to effectively manage brands.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 518: Principles of Sales Management**
This course prepares students to manage a sales force. Through lectures, discussions, assignments, and case analysis, students will understand principles and best procedures of sales force management as they apply to both small and large organizations.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 519: Social Media Marketing Strategy**
Social Media Marketing Strategy covers theoretical and practical perspectives for developing and implementing social media marketing strategies. The course is designed to expose students to state-of-the-art practices in social media marketing with an emphasis on leveraging insights from social media to inform strategic firm decisions.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 521: Industry Project in Marketing**
The Industry Project course in Marketing is a capstone course that facilitates the transition from University to the workplace through the development of a "real world" semester long client project which is mentored by a faculty supervisor. Students will work in teams to learn how to manage themselves and others when developing solutions to real world business problems. Students will enhance their leadership skills as well as conduct research, analyze information, and present their findings. The format of the course will be a combination of classroom work and independent work in the form of consulting and site visits with the client. The course culminates with a professionally written marketing plan and presentation to the client. Should be taken during the student's final semester.

6 credits, Letter graded (A, A-, B+, etc.)

**MKT 534: Marketing and Society**
This course applies traditional marketing principles and techniques to the challenges and rewards of promoting positive public behavior. We will first examine arguments for marketing being used as a force for bad or as a force for good before exploring concepts and theories from the behavioral sciences including psychological, sociological, economic, and cultural perspectives and analyzing their usefulness for promoting public welfare. By the end of the course, students will propose a comprehensive social marketing plan for enhancing consumer welfare in their domain of interest.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 535: New Product Development**
New products are a very important part of most all modern companies, particularly those having to compete on a global level. This course looks at the specific challenges in both coming up (conceptualization, design, and development) with new products and how to market them to different marketplace segments. Target marketing techniques and quantitative and qualitative approaches to assessing markets and product/market fits will be examined in depth. This course will incorporate a combination of formats - including lectures, computer labs, and team projects. It is recommended that Marketing Research be taken before this course.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 536: Marketing and Society**
Marketing is the business function that deals with customers' needs and wants. Thus, an essential component of marketing is understanding consumers and to develop a deep understanding of customers' needs and wants, you need to conduct marketing research. Psychological and social science research has produced numerous theoretical and technological advances that offer access to the inner workings of the mind, providing marketers with research tools to more effectively discover and fulfill consumer needs. This course provides an overview of the marketing, psychological, and social science knowledge relevant to consumer behavior and also provides an introduction to research methods for marketers to utilize when pursuing organizational goals. In this course, students will learn about qualitative and quantitative marketing techniques such as how to conduct a focus group, how to conduct high-quality survey research, how to conduct conjoint analysis, and how to use the IAT to develop a deeper understanding of consumers' implicit beliefs.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 567: Integrated Marketing Management**
Marketing managers must be able to determine which customers their organization should serve, which products and services it should offer them, and how. This course is intended to develop an analytical framework for these decisions that permits managers to maximize their organization's return on marketing expenditures. Emphasis will be placed on developing a position in the marketplace that provides value to customers that is not readily duplicated by competitors. As a result, the first half of the course will develop models for understanding customers, competitors, and collaborators (e.g., suppliers and intermediaries). The second half of the course will examine tools available to marketers to execute strategic decisions.

3 credits, Letter graded (A, A-, B+, etc.)

**MKT 580: Integrated Marketing Communications**
Integrated Marketing Communications is the practice of developing an overall media and messaging strategy with a consistent message to the marketplace. This course provides students an opportunity to gain an understanding of how to effectively communicate with consumers. Topics may include communication theory, appropriate use of different media (e.g., television, radio, print, online), and media planning.

3 credits, Letter graded (A, A-, B+, etc.)