MARKETING (MARK)

MARK 231 Principles of Marketing 3 Credits
Use and development of marketing strategy and the effects of buyer motivation. Major functions of marketing, buying, selling, distribution, pricing, advertising, and storage are studied. A contrast is made between the two marketing institutions: wholesaling and retailing.

MARK 325 Consumer Behavior 3 Credits
Overview of the processes involved when individuals or groups select, purchase, use or dispose of products and services to satisfy needs and desires.
Prerequisites: MARK 231.

MARK 332 Promotion 3 Credits
Overview of the many ways in which goods, services, and ideas can be promoted to consumers and businesses through advertising, public relations, and publicity.
Prerequisites: MARK 231.

MARK 335 Sales and Sales Management 3 Credits
The salesperson as a counselor whose role is to help buyers make better decisions. Professional salesmanship is recognized as an integral function in modern society, with basic sales techniques studied and practiced in sales presentations. The course is taught from a management perspective.
Prerequisites: MARK 231.

MARK 340 Creating Marketing Materials 3 Credits
Overview and process development for creating marketing materials for all supply chain stakeholders. Development and analysis of multi-faceted levels of business marketing.
Prerequisites: MARK 231.

MARK 350 Marketing Research 3 Credits
Marketing research theory and techniques designed to educate the student in the use of the scientific method, develop analytical ability, present basic marketing research tools, and develop proficiency in the art of writing research reports. Cases and actual research projects will be utilized.
Prerequisites: CISB 241 or STAT 241.

MARK 360 Services Marketing 3 Credits
Application of marketing concepts and strategies for addressing marketing problems and opportunities in the service sector (Finance, Hospitality, and Healthcare).
Prerequisites: MARK 231, MARK 350, or permission of instructor. Course will utilize case problems and an actual research project.

MARK 395 Independent Study 1-3 Credits
Course may be taken multiple times up to maximum of 6 credit hours.

MARK 396 Topics 1-3 Credits
Course may be taken multiple times up to maximum of 15 credit hours.

MARK 402 Sport Marketing 3 Credits
The application of the principles of promotion and marketing to the sport and fitness industry including the areas of professional sports, corporate fitness, college/high school athletics, clubs and resorts, and others.
Prerequisites: MARK 231.

MARK 432 Advanced Marketing 3 Credits
In-depth complex marketing problems confronting modern business. Development of marketing strategy to allow the firm to progress toward its corporate objectives.
Prerequisites: MARK 231 and MARK 350 or CISB 341.