**MARKETING - MKT**

**MKT 201 Principles of Marketing** 3 Credits
Introduction to the concepts, issues and opportunities associated with marketing management. Marketing strategy, buyer behavior, new product development, product management, price, promotion and channel decisions within context of overall environment and the cornerstones of this course.
Offered: every fall & spring.

**MKT 320 Consumer Behavior** 3 Credits
Application of concepts drawn from the behavioral sciences (i.e., anthropology, sociology and psychology) to provide insight into consumer decision-making and buyer behavior.
Prerequisite: MKT 201 or permission of instructor.
Offered: every fall.

**MKT 331 Fundamentals of Marketing Research** 3 Credits
Analyzes various techniques for obtaining marketing intelligence for top-level decision-making. Emphasizes marketing research methodologies and evaluation of data from primary and secondary sources.
Prerequisite: MKT 201, ISB 101, ECO 255. Corequisite: ECO 256.
Offered: every spring.

**MKT 350 Digital Marketing** 3 Credits
This course aims to provide students with insight on how modern industry is adopting new emerging media and technologies as marketing tools. Many innovative and evolutionary technologies/media will be introduced, such as blogs, mobile media, in-game advertising, virtual reality, hologram, touchscreen, social media, information kiosk in retail setting, including evolved formats of traditional media (e.g., 3-D TV, HD radio, and digital outdoor media). Formerly MKT 450.
Prerequisite: MKT 201.

**MKT 370 Social Media Marketing** 3 Credits
Exact topics to be covered depend on recent advances and applications in digital marketing and social media.
Prerequisite: MKT 201.
Offered: occasionally in fall.

**MKT 371 Marketing Data Analytics** 3 Credits
Use of software tools such as Excel, Power BI, Tableau, to analyze marketing data and make informed decisions.
Prerequisite: MKT 201.
Offered: occasionally in fall.

**MKT 375 International Marketing** 3 Credits
Issues involved in marketing products in global markets. The focus is on identifying opportunities in world markets and adapting strategies to fit specific national market needs. Formerly MKT 475.
Prerequisite: MKT 201 or permission of instructor.
Fulfills College Core: Global Awareness
Offered: every spring.

**MKT 397 Search Marketing: SEO & PPC** 3 Credits
Search Engine Marketing (SEM) has become one of the most important marketing strategies for business organizations. SEM involves a variety of techniques designed to increase a company’s visibility on popular search engines like Google, Yahoo and Bing. The course will cover Search Engine Optimization (SEO) strategies involving website development and web analytics as well as Pay-Per-Click (PPC) strategies using advertising programs like Google AdWords. As companies increasingly compete to drive customers to their websites, the skills covered in the course are becoming essential for modern marketing professionals and web designers.
Prerequisite: MKT 201.
Offered: occasionally in spring.