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**MARKETING (MKT)**

**MKT 188 – GS Portal 3 credit hours**
Students analyze critical issues confronting individuals and society in a global context as they pertain to the discipline in which the Portal course is taught. The Portal is intended to help students succeed in their university education by being mentored in process of thinking critically about important ideas and articulating their own conclusions. Students may take the Portal in any discipline, irrespective of their major or minor. Satisfies the General Studies Portal course requirement. Students may take their Portal course in any discipline. Students who transfer 24 or more hours of General Studies credit to UNK are exempt from taking a portal course.

Total Credits Allowed: 6.00
Prerequisite: First year freshman standing or sophomore standing only.

**MKT 280H – Special Topics 1-3 credit hours**
Total Credits Allowed: 3.00

**MKT 300 – Principles of Marketing 3 credit hours**
The course will inform students of the theories, principles, and methods involved in the transaction and organized exchange of goods and services. Discussion of the history and evolution of marketing, its present-day challenges, and strategies connected with developing, pricing, promoting, and distributing goods and/or services. Prerequisite: Sophomore standing

**MKT 331 – Professional Selling 3 credit hours**
An examination of the role of professional selling as a key component of marketing communications. Various techniques of professional selling and methods for developing long-term relationships with customers are explored, including the use of role-playing.

**MKT 336 – Services Marketing 3 credit hours**
This course presents concepts and strategies for addressing the distinctive marketing challenges in service industries, including the tourism, hospitality, banking, healthcare, and professional services.

**MKT 388 – GS Capstone 3 credit hours**
An interdisciplinary experience where students apply the knowledge, cognitive abilities, and communication skills they have gained from General Studies in designing and completing an original project or paper. Students employ methods and interpretive means of two or more disciplines to integrate knowledge and synthesize their results. Satisfies the General Studies capstone course requirement. Students may take their Capstone course in any discipline.
Prerequisite: Junior or senior level standing or within 6 hours of completing general studies requirements.

**MKT 395 – Field Experiences in Practical Marketing 3 credit hours**
The course offers a series of on-site activities designed to allow the student to experience, analyze and develop a marketing plan for an assigned pharmaceutical drug.
Prerequisite: MKT 300 or permission of instructor

**MKT 400 – Retail Management 3 credit hours**
A study of retail institutions and the basic principles and methods of retail merchandising, buying, and selling; store location, layout and operation; store and personnel management.
Prerequisite: MKT 300 or permission of instructor

**MKT 403 – International Marketing 3 credit hours**
A comprehensive overview of existing international marketing systems, history and development.
Prerequisite: MKT 300 or MGT 330

**MKT 420 – Marketing Channels Management 3 credit hours**
How to design, organize and control the alliances among the institutions, agencies, and within a company unit involved with the process of making certain that products and services are available for consumption by industrial, commercial, and household end users.
Prerequisite: MKT 300 or permission of instructor

**MKT 434 – Business-to-Business Marketing 3 credit hours**
Marketing in the business-to-business environment including trade, institutional, service, agribusiness, and governments; study of purchasing and buyer behavior in organizations; determination of business-to-business marketing strategies as well as e-business strategies.
Prerequisite: MKT 300

**MKT 435 – Marketing Research 3 credit hours**
Structuring research procedures to aid managerial decision making. Emphasis is on development and completion of a marketing research project.
Prerequisite: MKT 300 and MGT 233 or STAT 241

**MKT 437 – Sales Management 3 credit hours**
The concepts and practices of an established body of management knowledge used to cope with the dynamic business environment of both direct and telemarketing sales; job descriptions and qualifications, recruiting, training, determining sales potential, establishing workloads, scheduling, allocating quotas, compensating, controlling, and evaluating sales and people.
Prerequisite: MKT 300 or MKT 331 or permission of instructor

**MKT 438 – Consumer Behavior 3 credit hours**
A detailed and in-depth analysis of why and how people buy, based upon an understanding of the nature of consumer behavior on both the micro and macro level; includes the effects of internal and external influences on decision making.
Prerequisite: MKT 300 and junior standing or permission of instructor

**MKT 440 – Advertising Management 3 credit hours**
A study of advertising as a marketing function with emphasis on planning and implementing the advertising campaign, creating copy and layouts, media selection, and scheduling.
Prerequisite: MKT 300 or permission of instructor

**MKT 444 – Person Marketing 3 credit hours**
Students will gain the skills to market individuals, i.e., how to take the unique product--a specific person to the marketplace. Students will learn to create SWOT analysis for the person they are marketing using creative problem-solving skills. Students will develop a marketing plan to market themselves.
Prerequisite: Senior standing or permission of instructor

**MKT 450 – Pharmaceutical Marketing 3 credit hours**
Students will gain the skills to market pharmaceuticals, i.e. how to take product science to the marketplace. Student’s analytical, creative, problem-solving decision skills will be enhanced to improve success of product in the marketplace. Students will work on project conducting a market analysis, including a competitor assessment, and a marketing plan for an assigned pharmaceutical drug.
Prerequisite: Senior standing or permission of instructor

**MKT 456 – Marketing Management 3 credit hours**
A capstone marketing course covering market analysis, marketing plan development, execution and control; integrates and builds upon previous specialized marketing courses.
Prerequisite: MKT 435 and MKT 438
MKT 457 – E-Marketing  3 credit hours
The pragmatic and theoretical aspects of E-marketing, including E-mail orders and direct response advertising, reassurability and accountability, E-mail lists and data, plus the integration of E-marketing programs into total marketing efforts and into overall organization goals and functions.

MKT 460 – Strategic Product Management  3 credit hours
To develop an awareness and understanding of the issues, tools and techniques used from inception to launch of a product.
Prerequisite: MKT 300 or permission of instructor

MKT 474 – International Experiential Learning: Marketing  1-3 credit hours
To learn to work in one or more multi-cultural, international business environment, outside of their native country and the United States, through first-hand experiences outside the classroom that require significant cross-cultural business-related immersion, such as visiting and engaging with businesses abroad or in the multinational organizations within the US.
Department Consent Required
Total Credits Allowed: 3.00
Prerequisite: MKT 430 or MGT 330 or ECON 430 and junior or senior standing and permission of instructor

MKT 475 – Marketing Internship  1-15 credit hours
A work experience program planned for students preparing for employment in business and industry. Internships above three credit hours need marketing advisor approval.
Total Credits Allowed: 15.00
Prerequisite: Minimum GPA 2.5 and MKT 300

MKT 498 – Marketing Topics  3 credit hours
Selected topics and problems of current interest considered in depth. Class discussion and course projects. Topics vary each semester depending upon instructor.
Department Consent Required

MKT 499 – Special Problems in Business  1-3 credit hours
Independent investigations of business problems. Topics to be investigated may be tailored to meet the needs of the student. A case study course designed (1) to integrate the knowledge acquired in other courses in business administration, and 2) to emphasize analysis and decision-making.
Department Consent Required
Total Credits Allowed: 3.00