

# Marketing (MRKT)

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**MRKT 301. Marketing for Non-Business Majors. 3 Credits.**

This course introduces non-business majors and non-degree seeking students to the four basic areas of marketing: product, price, place and promotion. This course will also cover consumer behavior and strategic marketing. Credit awarded only for MRKT 301 or MRKT 320 (formerly BUSN 360), not both.

**MRKT 320. Foundations of Marketing. 3 Credits.**

Survey of the four basic areas of marketing: product, price, place, and promotion. Exposure to consumer behavior and strategic marketing from an international perspective. Restricted to College of Business professional major or minor and a 2.50 minimum NDSU grade point average. Credit awarded only for MRKT 301 or MRKT 320 (formerly BUSN 360), not both.

**MRKT 362. Foundations of Retailing. 3 Credits.**

Analysis of the global retail environment and exposure to issues such as the development of retailing image, location theory, inventory management, and integrated marketing communication. Prereq: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average.

**MRKT 372. Global Retailing. 3 Credits.**

Theoretical approach to management practices and marketing policies for retail soft goods in a complex and changing world market. Prereq: 2.5 cumulative GPA, junior standing and MRKT 320 or ADHM 171. Cross-listed with ADHM 372.

**MRKT 410. Consumer Behavior. 3 Credits.**

Examination of dimensions of consumer buying theories. Aimed at understanding the buying behavior of customers. Prereq: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average. {Also offered for graduate credit - see MRKT 610.}.

**MRKT 420. Advertising and Integrated Marketing Communication. 3 Credits.**

Examination of the use of advertising as part of the worldwide marketing function; prepares the student to analyze and plan integrated marketing communication campaigns. Prereq: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average. {Also offered for graduate credit - see MRKT 620.}.

**MRKT 430. Sales and Personal Selling. 3 Credits.**

Examination of the theoretical frameworks, principles, and the methods related to sales and the personal selling process. Co-req: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average. {Also offered for graduate credit - see MRKT 630.}.

**MRKT 434. Sales Management. 3 Credits.**

This course provides students with a basic understanding of functions, tasks, and decisions involved in sales management. Specific topics include planning, organizing, implementing, and monitoring and controlling the sales effort. Prereq: MRKT 320, 430 and College of Business professional major or minor with a junior or senior classification and a 2.50 minimum NDSU grade point average. {Also offered as a graduate course: MRKT 634.}.

**MRKT 436. Advanced Professional Selling. 1 Credit.**

This course focuses on advanced professional selling frameworks and decisions involved in the sales process. Specific topics include advanced needs inquiry and solution development. Prereq: MRKT 320 and MRKT 430 and at least junior standing with a cumulative 2.50 NDSU GPA. Co-req: MRKT 434.

**MRKT 438. Customer Relationship Management & Sales Technology. 3 Credits.**

Introduction to principles of customer relationship management, sales automation, and use of different technologies in professional sales. Prereq: MRKT 320 and at least junior standing with a cumulative NDSU GPA of 2.50 or higher.

**MRKT 440. International Marketing. 3 Credits.**

Focused on identifying and satisfying global customer needs better than the competition, both domestic and international, and coordinating marketing activities within the context of the global environment. Prereq: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average. {Also offered for graduate credit - see MRKT 640 .}.

**MRKT 450. Marketing Research. 3 Credits.**

Study of marketing research methods with focus on research design, data collection, and analysis techniques. Prereq: MRKT 320, STAT 331 and MATH 144 or MATH 146. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average. {Also offered for graduate credit - see MRKT 650.}.

**MRKT 460. Marketing Strategy. 3 Credits.**

The analysis, planning, implementation, and control of worldwide marketing programs to achieve an organization's objectives including an examination of the progress of the Internet for the marketing of goods and services. Prereq: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average.

**MRKT 470. Services Marketing. 3 Credits.**

This course focuses on management and strategic issues as they relate to the marketing of services. Prereq: MRKT 320. Restricted to College of Business professional major or minor, Jr or Sr classification, and a 2.50 minimum NDSU grade point average. {Also offered for graduate credit - see MRKT 670.}.

**MRKT 494. Individual Study. 1-5 Credits.**

**MRKT 499. Special Topics. 1-5 Credits.**

**MRKT 610. Consumer Behavior. 3 Credits.**

Examination of dimensions of consumer buying theories. Aimed at understanding the buying behavior of customers. {Also offered for undergraduate credit - see MRKT 410.}.

**MRKT 620. Advertising and Integrated Marketing Communication. 3 Credits.**

Examination of the use of advertising as part of the worldwide marketing function; prepares the student to analyze and plan integrated marketing communication campaigns. {Also offered for undergraduate credit - see MRKT 420.}.

**MRKT 634. Sales Management. 3 Credits.**

This course provides students with a basic understanding of functions, tasks, and decisions involved in sales management. Specific topics include planning, organizing, implementing, and monitoring and controlling the sales effort. {Also offered as an undergraduate course: MRKT 434.}.

**MRKT 640. International Marketing. 3 Credits.**

Focused on identifying and satisfying global customer needs better than the competition, both domestic and international, and coordinating marketing activities within the context of the global environment. {Also offered for undergraduate credit - see MRKT 440.}.

**MRKT 650. Marketing Research. 3 Credits.**

Study of marketing research methods with focus on research design, data collection, and analysis techniques. {Also offered for undergraduate credit - see MRKT 450.}.

**MRKT 670. Services Marketing. 3 Credits.**

This course focuses on management and strategic issues as they relate to the marketing of services. {Also offered for undergraduate credit - see MRKT 470.}.

**MRKT 696. Special Topics. 1-5 Credits.**

**MRKT 760. Strategic Marketing Management. 3 Credits.**

Focus on the conceptual framework, managerial approach and analysis of understanding customer value and deploying marketing resources to communicate and deliver value in uncertain and dynamic marketplace environments.

**MRKT 793. Individual Study. 1-5 Credits.**