

Marketing (MRKT) Courses

MRKT1001 Principles of Marketing

This is an introductory course in the study of marketing with an emphasis on marketing theory and basic marketing principles and practices. Topics include introduction of the marketing mix: price, product, promotion and place; knowing your customer; services marketing; socially responsible marketing; and ethics, plus the importance of marketing in the domestic and global economies in both profit and nonprofit organizations. (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT1002 Consumer Behavior

The purpose of this course is to introduce the student to the various facets of consumer behavior, including the decision making process, problems, needs and goals, the consumer's search for information, and the evaluation of the purchase decision.

Prerequisite(s): MRKT1001. (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT2050 Marketing Research

This course provides a broad overview of marketing research methods and the marketing research industry. Covering both qualitative and quantitative research techniques, the course familiarizes students with the appropriate uses and limitations of marketing research. This course increases student understanding of various marketing research techniques, gaining insights into data-driven decision making.

Prerequisite(s): MRKT1002, sophomore status. (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3002 Brand Design

This is an advanced course with an emphasis on corporate brand identity development. The course sequence focuses on the development of research, strategy and design, in particular the areas of organization, culture and identity. Students study how complex organizations are defined by their public identities, and how those identities can be strategized and designed with the goal of applying the concepts to a client-based project. Topics include a five-step brand identity process and a showcase of best practices. Project-based activity includes brand research, logo development, product packaging, marketing and advertising collateral, web branding, and broadcast advertising development as applicable to client need.

Prerequisite(s): ADVC1010 or MRKT2050 or MRKT3005, junior status. (OL)

Offered at Charlotte, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3005 Brand Marketing

This course examines the role of a brand as an asset to an organization and the advantages of creating strong brands. Emphasis is placed on the creation, measurement and strategic applications of brand equity. Topics covered include choosing brand elements, designing supporting marketing programs, leveraging secondary associations, building brand portfolios, and adjusting brand strategy over time and geographic boundaries. Particular emphasis is placed on the role of promotional mix elements in the communication of brand equity.

Prerequisite(s): MRKT1001. (HY) (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3011 Data-Driven Marketing

This course is designed to give students an understanding of the elements of data-driven marketing as an integrated part of a total marketing program. Upon completion of this course, students should have an understanding of databases, data-driven marketing, email marketing, social media advertising, direct mail, catalog marketing and other forms of electronic media as they are used in data-driven marketing programs.

Prerequisite(s): MRKT1001, sophomore status. (HY) (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3020 Product Development

This course examines the role of product development as a function of an integrated marketing system. Students explore the synergy of design and technology to create consumer value. Topics include innovation, concept generation, global sourcing and manufacturing processes.

Prerequisite(s): MRKT1001, MRKT1002. (HY) (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3045 Social Media Marketing

This course focuses on the strategic use of current and future social media platforms. Students develop a social media marketing plan using the major social media platforms and user-generated content tools for business. Students explore the use of social media for creating personal and professional branding goals with measured results. Students are expected to have a basic understanding of various online and offline marketing strategies.

Prerequisite(s): MRKT1001, sophomore status. (HY) (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3050 Techniques in Sales Management

This course introduces students to the selling profession and process from the perspective of the sales manager, a role that relates to marketing communication and marketing strategy. Students explore the client needs assessment, consultative problem solving, and win-win negotiation strategies that enhance internal and external customer relationships. In addition to selling knowledge and skills, students gain an understanding of the roles and responsibilities of the sales manager. Important responsibilities such as territory management, account management, leadership, influence, motivation, recruiting, selection, training, compensation, forecasting and budgeting are addressed.

Prerequisite(s): ENG1030, (MGMT1001 or MGHI1000 or MRKT1001), junior status. (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3085 Marketing Analytics

This course is designed to teach students how to read and analyze marketing dashboards, which provide key insights about consumers that align with organizational objectives. Students compare and contrast different types of marketing metrics categories. Students learn how to understand brand loyalty from the customer's data profile. Students gain experience with dashboard systems, which better prepares them for positions in the world of big data and the marketing analytics field.

Prerequisite(s): MRKT1001, junior status. (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT3150 Special Topics in Marketing

This course is a study of selected current topics in the field of marketing. The course helps students understand how marketing impacts and is part of consumers, business and society. Emphasis is on exploring current literature, advanced problems and research tools applicable to the chosen topic. Focus is on a different area, issue or theme each year, depending on student interest. The topic area may not be usually found in the conventional classroom course. The description for each topic is noted in each of the specific course outlines.

Prerequisite(s): ADVC1010, junior status. (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT4030 International Marketing

This course deals with various differences in cultural, economic and legal factors as they relate to the marketing process. This is a systematic treatment of marketing on a global scale, extending basic principles into foreign marketing requirements.

Prerequisite(s): MRKT1001, junior status. (HY) (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT4055 Strategic Marketing

This capstone course aids students in developing the skills essential to anticipating and responding to the changing needs of customers and markets in the global economy and culture. The course explores marketing strategy using a combination of texts, readings, visiting speakers, websites, cases, a marketing simulation and field assignments. It is recommended that students complete all related professional studies courses before attempting this capstone course.

Prerequisite(s): MRKT1002, MRKT2050, MRKT3005 or ADVC2001, senior status. (HY) (OL)

Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

MRKT5500 Strategic Marketing

This course is designed for students who can apply skills and knowledge gained through previous courses or experience. The course emphasizes issues of setting a viable marketing strategy through segmentation, targeting and positioning in today's competitive global marketplace. Through case studies, course readings, lecture and student presentation opportunities, students address a wide range of marketing problems, many of which involve strategy. Additionally, through the cases and readings, students are exposed to a broad spectrum of marketing environments such as products and services or consumer markets versus business markets. The role of Brand Management in today's competitive environment is presented.

Prerequisite(s): RSCH5700. (HY) (OL)

Offered at Denver, North Miami, Online, Providence
3 Semester Credits

MRKT6543 Social Media & Internet Marketing

This course provides students with a broad view of the evolution of social media and internet marketing. Social media and internet marketing integration into a communication strategy are presented for both for-profit and nonprofit organizations. Students are challenged to execute social media and internet advertising and measure the results. Analyses of research include qualitative and quantitative examination. Students are expected to have a solid understanding of the traditional marketing mix and a working understanding of social media and internet advertising.

Prerequisite(s): MRKT5500. (HY) (OL)

Offered at Denver, North Miami, Online, Providence
3 Semester Credits

MRKT7100 Problems and Methods in Marketing Management

This course provides students the opportunity to evaluate and create marketing strategies within the context of business strategy. Assets, core competencies, the value proposition, product-market investment strategies, and interdependent functional strategies (e.g., HR, operations) create the competitive strategy that informs marketing strategies for products and brands. Students learn the theories of the field including both key seminal literature and current published research. Students explore problem-solving techniques for practical application through cases and modeling techniques, and study current developments in marketing from both academic and practitioner perspectives. (OL)

Offered at Online

3 Semester Credits