Naveen Jindal School of Management

Master of Science in Marketing

36 hours minimum

Degree Requirements

The Master of Science in Marketing program is designed to meet the needs of students in today's data driven marketplace, where the exponential growth in data generated from store scanners and web transactions, navigation, search, and more recently, social media requires new marketing skills and knowledge.

The Master of Science in Marketing program allows students to choose from five different tracks:

- Advertising & Brand Management
- Digital Advertising & Marketing
- Marketing Analytics and Market Research (optional Academic Certificate)
- Marketing Management
- Product Management (optional Academic Certificate)

The Master of Science in Marketing is designed for students with or without previous educational background in this area. Courses are primarily offered in the late afternoon and evenings of weekdays. Several courses are currently offered through the World Wide Web.

At least 36 hours of management coursework is required for the Master of Science degree, including nine (9) hours of business core courses, nine (9) hours of marketing core courses and 18 hours of marketing focused core courses and/or electives depending on the track chosen.

Students can obtain a dual MS and MBA degree by taking a total of 63 semester credit hours (assuming they meet all the degree requirements for both programs). Students must maintain a 3.0 grade point average in both core courses and in aggregate courses to qualify for the MS degree.

Prerequisites

Calculus is NOT a requirement or prerequisite for the MS in Marketing degree program.

Course Requirements

Business Core Courses: 9 hours

MKT 6301 Marketing Management
OPRE 6301  Quantitative Introduction to Risk and Uncertainty in Business
MIS 6326  Data Management
  or  MIS 6320  Database Foundations

Marketing Core Courses: 9 hours
MKT 6309  Marketing Research
MKT 6310  Consumer Behavior
MKT 6339  Capstone Marketing Decision Making
  or  MKT 6350  Competitive Marketing Strategy

Specialized Tracks: 18 hours
Choose from one of the following four specialized tracks OR from the Marketing Management Track

Advertising & Branding Track

Advertising & Branding Core Courses (12 hours)
MKT 6321  Interactive & Digital Marketing
MKT 6330  Brand Management
MKT 6332  Advertising and Promotional Strategy
MKT 6335  Advertising Research

Advertising & Branding Elective Courses (select 6 hours)
MKT 6323  Database Marketing
MIS 6373  Social Media and Business
MKT 6340  Marketing Projects
MKT 6350  Competitive Marketing Strategy
MKT 6365  Marketing Digital Lab
MIS 6344  Web Analytics
MIS 6373  Social Media and Business

Digital Advertising & Marketing Track

Digital Advertising & Marketing Core Courses (9 hours)
MKT 6321  Interactive & Digital Marketing
MKT 6365  Marketing Digital Lab
MKT 6332  Advertising and Promotional Strategy

Elective Options for Digital Advertising & Marketing (select 9 hours)
IMS 6314  Global E-Business Marketing
MIS 6373  Social Media and Business
MKT 6320  New Technology Forecasting
MKT 6323  Database Marketing
MKT 6335  Advertising Research
MKT 6340  Marketing Projects
MIS 6344  Web Analytics

Marketing Analytics & Market Research Track

Marketing Analytics & Market Research Core Courses (12 hours)
MKT 6321  Interactive & Digital Marketing
MKT 6323  Database Marketing
MKT 6337  Marketing Analytics using SAS (or MIS 6334 with consent of Program Director)
MKT 6362  Marketing Models

Elective Options for Marketing Analytics & Market Research (select 6 hours)
MIS 6344  Web Analytics
MKT 6320  New Technology Forecasting
MKT 6335  Advertising Research
MKT 6336  Pricing
MKT 6340  Marketing Projects
OPRE 6332  Spreadsheet Modeling

For optional SAS Graduate certification (all 3 plus OPRE 6301)
MIS 6324  Business Intelligence Software and Techniques
MIS 6309  Business Data Warehousing [with SAP]
MIS 6334  Advanced Business Intelligence [with SAS]
Product Management Track

Product Management Core Courses (12 hours)

MKT 6362 Marketing Models
MKT 6329 New Product Development
MKT 6330 Brand Management
MKT 6336 Pricing

Elective Options for Product Management (select 6 hours)

IMS 6310 International Marketing
MKT 6320 New Technology Forecasting
MKT 6331 Building and Managing Professional Sales Organizations
MKT 6332 Advertising and Promotional Strategy
MKT 6333 Channels of Distribution and Retailing
MKT 6340 Marketing Project
MKT 6350 Competitive Marketing Strategy
MKT 6360 Services Marketing
MKT 6380 Entrepreneurial Marketing
OPRE 6362 Project Management

Marketing Management Track: 18 hours

For this track, there are no track core courses. Students may select any 18 hours from the offerings listed below; however, at least 9 hours must be from the marketing area courses (i.e. have a MKT prefix in the course number).

Marketing Area Courses (at least 9 hours)

MKT 6320 New Technology Forecasting
MKT 6321 Interactive & Digital Marketing
MKT 6323 Database Marketing
MKT 6328 Product Management
MKT 6329 New Product Development
MKT 6330 Brand Management
MKT 6331 Building and Managing Professional Sales Organizations
<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
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<tbody>
<tr>
<td>MKT 6322</td>
<td>Advertising and Promotional Strategy</td>
</tr>
<tr>
<td>MKT 6333</td>
<td>Channels of Distribution and Retailing</td>
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<tr>
<td>MKT 6335</td>
<td>Advertising Research</td>
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<tr>
<td>MKT 6338</td>
<td>Enterprise Systems and CRM</td>
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<td>Marketing Projects</td>
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<td>MKT 6350</td>
<td>Competitive Marketing Strategy</td>
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<tr>
<td>MKT 6360</td>
<td>Services Marketing</td>
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<tr>
<td>MKT 6362</td>
<td>Marketing Models</td>
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<tr>
<td>MKT 6380</td>
<td>Marketing Entry Strategies</td>
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**Non-Marketing Area Courses**

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<tr>
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<tr>
<td>ACCT 6201</td>
<td>Introduction to Financial Accounting (dual MS MKT-MBA only)</td>
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<tr>
<td>ACCT 6305</td>
<td>Accounting for Managers (dual MS MKT-MBA only)</td>
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<tr>
<td>ENTP 6382</td>
<td>Professional Selling</td>
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<tr>
<td>ENTP 6390</td>
<td>Business Model Innovation</td>
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<tr>
<td>FIN 6301</td>
<td>Financial Management (dual MS MKT-MBA only)</td>
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<td>IMS 6310</td>
<td>International Marketing</td>
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