Naveen Jindal School of Management

Master of Science in Marketing

36 semester credit hours minimum

Faculty


**Professor Emeritus:** Dale Osborne


**Visiting Clinical Professor:** Kyle Edgington

**Associate Professors:** Nina Baranchuk, Norris Bruce, Huseyin Cavusoglu, Jianqing Chen, Zhonglan Dai, Rebecca Files, Jianjun Geng, J. Richard Harrison, Dorothée Honhon, Kyle Hyndman, Surya N. Janakiraman, Robert L. Kieschnick Jr., Livia Markóczy, Syam Menon, Toyah Miller, Alp Muharremoglu, Ramachandran (Ram) Natarajan, Valery Polkovnichenko, Orlando C. Richard, Young U. Ryu, Gil Sadka, Jane Salk, Harpreet Singh, David J. Springate, Upender Subramanian, Kelsey D. Wei, Jun Xia, Ying Xie, Yexiao Xu, Alejandro Zentner, Yuan Zhang, Feng Zhao, Yibin Zhou

**Clinical Associate Professors:** Sonia Leach, Carolyn Reichert, Avanti P. Sethi, Kelly Slaughter, James Szot, Mark Thouin, John McClain Watson

**Assistant Professors:** Mehmet Ayvacı, Emily Choi, Bernhard Ganglmair, Atanu Lahiri, Sheen Levine, Bin Li, Jun Li, Meng Li, Ningzhong Li, Xiaolin Li, Naim Bugra Ozel, Arzu Ozoguz, Anyan Qi, Alejandro Rivera Mesias, Alessio Saretto, Serdar Simsek, Gonca P. Soysal, Shaopie Tang, Christian Von-Drathen, Malcolm Wardlaw, Han (Victor) Xia, Steven Xiao, Shengqi Ye, Nir Yehuda, Jieying Zhang, Zhe (James) Zhang, Xiaofei Zhao

**Clinical Assistant Professors:** Shawn Alborz, Athena Alimrizaei, Moran Blueshtein, Judd Bradbury, John
Gamino, Ayfer Gurun, Maria Hasenhuttl, Julie Haworth, Jeffery (Jeff) Hicks, Kristen Lawson, Vance Lewis, Liping Ma, Ravi Narayan, Dawn Owens, Parneet Pahwa, Anastasia V. Shcherbakova, Jeanne Sluder, Nassim Sohaee

Visiting Assistant Professor: Lale Guler

Senior Lecturers: Arthur M. Agulnek, Semiramis Amirpour, Frank Anderson, Anindita Bardhan, Daniel Bochsler, Tiffany A. Bortz, Richard Bowen, Monica E. Brussolo, George DeCourcy, Eugene (Gene) Deluke, Alexander Edsel, Amal El-Ashmawi, Carol Flannery, Mary Beth Goodrich, Thomas (Tom) Henderson, Jennifer G. Johnson, Jackie Kimzey, Chris Linsteadt, Michele Lockhart, Joseph Mauriello, Victoria D. McCrady, Edward Meda, Prithi Narasimhan, Madison Pedigo, Matt Polze, James Richards, Debra Richardson, Margaret Smallwood, Steven Solcher, David Spivey, Luell (Lou) Thompson, Amy L. Troutman, Jeremy Vickers, Robert Wright, Kathy Zolton, Hubert Zydorek

Degree Requirements

The Master of Science in Marketing program (MS MKT) 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. Students may choose any of the tracks below as part of their degree program.

- Advertising and Brand Management
- Business Development and Sales
- Digital Advertising and Marketing
- Marketing Analytics and Customer Insights
- Marketing Management
- Product Management

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 online.

At least 36 semester credit hours of management coursework is required for the Master of Science degree, including six semester credit hours of business core courses, nine semester credit hours of marketing core courses and 21 semester credit 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 (GPA) 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: 6 semester credit hours

- **MKT 6301**  Marketing Management
- **OPRE 6301** Quantitative Introduction to Risk and Uncertainty in Business

Marketing Core Courses: 9 semester credit hours

- **MKT 6309**  Marketing Research
- **MKT 6310**  Consumer Behavior
- **MKT 6339**  Capstone Marketing Decision Making
  
or  **MKT 6350**  Competitive Marketing Strategy

Specialized Tracks: 21 semester credit hours

Choose from one of the following four specialized tracks or from the Marketing Management Track

**Advertising and Branding Track**

**Advertising and Branding Core Courses (12 semester credit hours)**

- **MKT 6321**  Interactive and Digital Marketing
- **MKT 6330**  Brand Management
- **MKT 6332**  Advertising and Promotional Strategy
- **MKT 6335**  Advertising Research

**Advertising and Branding Elective Courses (9 semester credit hours)**

- **MKT 6323**  Database Marketing
- **MKT 6340**  Marketing Projects Lab
- **MKT 6341**  Campaign Management and Digital Analytics Lab
- **MKT 6342**  Marketing Customer Insights Development
- **MKT 6343**  Content and Social Media Marketing
- **MKT 6350**  Competitive Marketing Strategy
- **MKT 6365**  Marketing Digital Lab
- **MKT 6V98**  Marketing Internship
- **MIS 6344**  Web Analytics
MIS 6373 Social Media and Business

Business Development and Sales Track

Business Development and Sales Core Courses (12 semester credit hours)

MKT 6331 Building and Managing Professional Sales Organizations
MKT 6334 Digital Sales Strategy
MKT 6382 Professional Selling I
MKT 6383 Professional Selling II

Business Development and Sales Elective Courses (9 semester credit hours)

MKT 6321 Interactive and Digital Marketing
MKT 6323 Database Marketing
MKT 6331 Building and Managing Professional Sales Organizations
MKT 6333 Channels of Distribution and Retailing
MKT 6338 Enterprise Systems and CRM
MKT 6341 Campaign Management and Digital Analytics Lab
MKT 6342 Marketing Customer Insights Development
MKT 6V98 Marketing Internship
BPS 6360 Management and Organizational Consulting: Theory and Practice
OB 6332 Negotiation and Dispute Resolution

Digital Advertising and Marketing Track

Digital Advertising and Marketing Core Courses (12 semester credit hours)

MKT 6321 Interactive and Digital Marketing
MKT 6334 Digital Sales Strategy
MKT 6341 Campaign Management and Digital Analytics Lab
MKT 6365 Marketing Digital Lab

Digital Advertising and Marketing Elective Courses (9 semester credit hours)

MKT 6323 Database Marketing
MKT 6332 Advertising and Promotional Strategy
MKT 6335 Advertising Research
MKT 6338 Enterprise Systems and CRM
MKT 6340  Marketing Projects Lab
MKT 6342  Marketing and Customer Insights Development
MKT 6343  Content and Social Media Marketing
MKT 6V98  Marketing Internship
IMS 6314  Global E-Business Marketing
MIS 6344  Web Analytics
MIS 6373  Social Media and Business

Marketing Analytics and Customer Insights Track

Marketing Analytics and Customer Insights Core Courses (9 semester credit hours)

MKT 6323  Database Marketing
OPRE 6332  Spreadsheet Modeling and Analytics
MIS 6324  Business Analytics with SAS

Marketing Analytics and Customer Insights Elective Courses (12 semester credit hours from one focus area)

Analytics Focus (12 semester credit hours)

MKT 6337  Marketing Predictive Analytics using SAS
MKT 6340  Marketing Projects Lab
MKT 6362  Marketing Models
MKT 6V98  Marketing Internship (1-3 credit hours)
BUAN 6390  Analytics Practicum
MECO 6312  Applied Econometrics and Time Series Analysis
MIS 6309  Business Data Warehousing
MIS 6320  Database Foundations

or MIS 6326  Data Management

MIS 6334  Advanced Business Analytics with SAS
MIS 6380  Data Visualization
OPRE 6398  Prescriptive Analytics

Or

Customer Insights Focus (12 semester credit areas)
MKT 6321 Interactive and Digital Marketing
MKT 6335 Advertising Research
MKT 6336 Pricing
MKT 6338 Enterprise Systems and CRM
MKT 6341 Campaign Management and Digital Analytics Lab
MKT 6342 Marketing Customer Insights Development
MKT 6343 Content and Social Media Marketing
MKT 6V98 Marketing Internship (1-3 credit hours)
BPS 6360 Management and Organizational Consulting: Theory and Practice
MIS 6344 Web Analytics
MIS 6372 IT Services Management
MIS 6380 Data Visualization

Product Management Track

Product Management Core Courses (12 semester credit hours)

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

Product Management Elective Courses (9 semester credit hours)

MKT 6331 Building and Managing Professional Sales Organizations
MKT 6332 Advertising and Promotional Strategy
MKT 6333 Channels of Distribution and Retailing
MKT 6334 Digital Sales Strategy
MKT 6340 Marketing Projects Lab
MKT 6341 Campaign Management and Digital Analytics Lab
MKT 6342 Marketing Customer Insights Development
MKT 6350 Competitive Marketing Strategy
MKT 6360 Services Marketing
MKT 6380 Market Entry Strategies
MKT 6V98 Marketing Internship
Marketing Management Track: 21 semester credit hours

For this track, there are no track core courses. Students may select any 21 semester credit hours from the offerings listed below. However, at least nine semester credit hours must be from Marketing Area courses (that is have an MKT prefix in the course number).

**Marketing Area Courses (at least 9 semester credit hours)**

- **MKT 6321** Interactive and 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
- **MKT 6332** Advertising and Promotional Strategy
- **MKT 6333** Channels of Distribution and Retailing
- **MKT 6334** Digital Sales Strategy
- **MKT 6335** Advertising Research
- **MKT 6336** Pricing
- **MKT 6337** Marketing Predictive Analytics Using SAS
- **MKT 6338** Enterprise Systems and CRM
- **MKT 6340** Marketing Projects Lab
- **MKT 6341** Campaign Management and Digital Analytics Lab
- **MKT 6342** Marketing Customer Insights Development
- **MKT 6343** Content and Social Media Marketing
- **MKT 6350** Competitive Marketing Strategy
- **MKT 6360** Services Marketing
- **MKT 6362** Marketing Models
- **MKT 6365** Marketing Digital Lab
- **MKT 6380** Market Entry Strategies
**MKT 6383** Professional Selling II

**MKT 6V98** Marketing Internship

**Non-Marketing Area Courses**

- **ACCT 6201** Introduction to Financial Accounting (dual MS MKT/MBA only)
- **ACCT 6305** Accounting for Managers (dual MS MKT/MBA only)
- **BPS 6360** Management and Organizational Consulting: Theory and Practice
- **BUAN 6390** Analytics Practicum
- **ENTP 6370** Innovation and Entrepreneurship
- **ENTP 6375** Technology and New Product Development
- **ENTP 6382** Professional Selling I
- **ENTP 6390** Business Model Innovation
- **FIN 6301** Financial Management (dual MS MKT/MBA only)
- **IMS 6310** International Marketing
- **IMS 6314** Global E-Business Marketing
- **IMS 6360** International Strategic Management
- **MECO 6312** Applied Econometrics and Time Series Analysis
- **MIS 6302** Information Technology Strategy and Management
- **MIS 6309** Business Data Warehousing
- **MIS 6324** Business Analytics with SAS
- **MIS 6326** Database Management
- **MIS 6334** Advanced Business Analytics with SAS
- **MIS 6344** Web Analytics
- **MIS 6360** Agile Project Management
- **MIS 6373** Social Media and Business
- **MIS 6380** Data Visualization
- **OB 6301** Organizational Behavior (dual MS MKT/MBA only)
- **OB 6332** Negotiation and Dispute Resolution
- **OPRE 6302** Operations Management
- **OPRE 6332** Spreadsheet Modeling and Analytics
- **OPRE 6362** Project Management in Engineering and Operations
OPRE 6371 Purchasing, Sourcing and Contract Management
OPRE 6398 Prescriptive Analytics

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