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, Xianjun Geng, J. Richard Harrison, Dorothée Honhon, Kyle Hyndman, Surya N. Janakiraman, Robert L. Kieschnick Jr., Lívia Markóczy, Syam Menon, Toyah Miller, Alp Muharremoglu, Ramachandran (Ram) Natarajan, Valery Polkowitchenko, 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 Ayvaci, 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, Shaojie Tang, Christian Von-Drathen, Malcolm Wardlaw, Han (Victor) Xia, Steven Xiao, Shengqi Ye, Nir Yehuda, Jieying Zhang, Zhe (James) Zhang, Xiaofei Zhao

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**Clinical Assistant Professors:** Shawn Alborz, Athena Alimirzaei, 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

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**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

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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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