Naveen Jindal School of Management

Master of Science in Marketing

36 semester credit hours minimum

Faculty

FACG> jsom-marketing-ms


Clinical Professors: Abhijit Biswas, Howard Dover, William Hefley, Ching-Chung Kuo, Sonia Leach, Daniel Rajaratnam, Kannan Ramanathan, Mark Thouin, Fang Wu, Laurie L. Ziegler

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Clinical Associate Professors: Carolyn Reichert, Avanti P. Sethi

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Senior Lecturers: Semiramis Amirpour, Monica E. Brussolo, Alexander Edsel, Guido Tirone

Degree Requirements

The Master of Science in Marketing (MS MKT) is a minimum 36 semester credit hours degree program that is designed to meet the needs of students in today's data-driven marketplace, in which 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 from any of the tracks listed below as part of their degree program.

- Advertising and Brand Management
- Business Development and Professional Sales
- Digital Advertising and Marketing
- Marketing Analytics and Customer Insights
- Marketing Management
To apply for this degree program, an undergraduate degree is required (all majors are considered). Students must maintain a 3.0 grade-point average (GPA) in both core courses and in all graduate courses taken in the degree program, excluding program prerequisites to qualify for the MS degree. Students can also obtain a double MS and MBA degree by taking a total of 63 semester credit hours (assuming they meet all the degree requirements for both programs).

Prerequisite

Students pursuing the Master of Science in Marketing degree program are required to complete one semester credit hour of MAS 6102 Professional Development course. Degree credit is not earned for program prerequisites, however, the grade achieved in prerequisites will count toward the student's grade-point average (GPA). All program prerequisites must be satisfied within the first semester of graduate study as a degree-seeking student.

Course Requirements

Core Courses: 15 semester credit hours

- **MKT 6301** Marketing Management
- **MKT 6309** Marketing Data Analysis and Research
- **MKT 6310** Consumer Behavior
- **MKT 6339** Capstone Marketing Decision Making
  
or **MKT 6350** Competitive Marketing Strategy
- **OPRE 6301** Statistics and Data Analysis

Specialized Tracks: 21 semester credit hours

Choose from one of the following four specialized tracks or from the Marketing Management Track. Students may substitute only one three-semester credit hour master's-level course from any unrestricted course/prefix offered within JSOM as a free elective in the degree plan.

- **MKT 6009** Marketing Internship (required elective)\(^1\)

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 6343 Social Media Marketing and Insights

Advertising and Branding Elective Courses (9 semester credit hours)

MKT 6335 Advertising Research

MKT 6340 Marketing Projects

MKT 6341 Marketing Automation and Campaign Management

MKT 6342 Marketing Customer Insights Development

MKT 6350 Competitive Marketing Strategy

MKT 6352 Marketing Web Analytics and Insights

MKT 6353 Customer Analytics and Insights

MKT 6365 Marketing Digital Lab

MKT 6V98 Marketing Internship

MKT 6V99 Marketing Special Topics

Choose any one three-semester credit hour MKT prefix elective course from any track or catalog year.

Business Development and Professional Sales Track

Business Development and Professional Sales Core Courses (9 semester credit hours)

MKT 6334 Digital Sales Strategy

MKT 6353 Customer Analytics and Insights

MKT 6382 Professional Selling I

Business Development and Professional Sales Elective Courses (12 semester credit hours)

Tier I Electives (most relevant to this track)

MKT 6321 Interactive and Digital Marketing
MKT 6331 Building and Managing Professional Sales Organizations
MKT 6338 Enterprise Systems and CRM
MKT 6341 Marketing Automation and Campaign Management
BPS 6360 Management and Organizational Consulting: Theory and Practice
OB 6332 Negotiation and Dispute Resolution

Tier II Electives

MKT 6342 Marketing Customer Insights Development
MKT 6V98 Marketing Internship
MKT 6V99 Special Topics in Marketing
BPS 6332 Strategic Leadership

Choose any one three-semester credit hour MKT or ENTP prefix elective course from any degree plan, track or catalog year.

Digital Advertising and Marketing Track

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

MKT 6321 Interactive and Digital Marketing
MKT 6343 Social Media Marketing and Insights
MKT 6352 Marketing Web Analytics and Insights

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

Tier I Electives (most relevant to this track)

MKT 6332 Advertising and Promotional Strategy
MKT 6334 Digital Sales Strategy
MKT 6341 Marketing Automation and Campaign Management
MKT 6353 Customer Analytics and Insights
MKT 6365 Marketing Digital Lab
MKT 6V99 Special Topics in Marketing

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Tier II Electives

- **MKT 6335** Advertising Research
- **MKT 6338** Enterprise Systems and CRM
- **MKT 6340** Marketing Projects
- **MKT 6342** Marketing Customer Insights Development
- **MKT 6350** Competitive Marketing Strategy
- **MKT 6V98** Marketing Internship
- **MIS 6320** Database Foundations

Choose any one three-semester credit hour MKT, BUAN or MIS prefix elective course from any degree plan, track or catalog year.

Marketing Analytics and Customer Insights Track

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

- **MKT 6353** Customer Analytics and Insights
- **BUAN 6320** Database Foundations for Business Analytics
  or **MIS 6320** Database Foundations
- **OPRE 6332** Spreadsheet Modeling and Analytics

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

Analytics Focus (12 semester credit hours)

- **MKT 6337** Predictive Analytics using SAS
- **MKT 6340** Marketing Projects
- **MKT 6V98** Marketing Internship
- **MKT 6V99** Special Topics in Marketing

**BUAN 6340** Programming for Data Science

**BUAN 6341** Applied Machine Learning

**BUAN 6346** Big Data Analytics

**BUAN 6390** Analytics Practicum

**MECO 6312** Applied Econometrics and Time Series Analysis

**MIS 6309** Business Data Warehousing

**MIS 6324** Business Analytics with SAS

or **MIS 6356** Business Analytics with R

**MIS 6334** Advanced Business Analytics with SAS

**MIS 6357** Advanced Business Analytics with R

**MIS 6380** Data Visualization

**OPRE 6398** Prescriptive Analytics

Choose any one three-semester credit hour MKT or BUAN or MECO or MIS or OPRE prefix elective course from any degree plan, track or catalog year.

Or

**Customer Insights Focus (12 semester credit hour)**

**MKT 6321** Interactive and Digital Marketing

**MKT 6334** Digital Sales Strategy

**MKT 6335** Advertising Research

**MKT 6336** Pricing Analytics

**MKT 6338** Enterprise Systems and CRM

**MKT 6340** Marketing Projects

**MKT 6341** Marketing Automation and Campaign Management

**MKT 6342** Marketing Customer Insights Development

**MKT 6343** Social Media Marketing and Insights
Choose any one three-semester credit hour MKT or BUAN or ENTP or MIS prefix elective course from any degree plan, track or catalog year.

Product Management Track

Product Management Core Courses (9 semester credit hours)

- MKT 6329 New Product Development
- MKT 6330 Brand Management
- MKT 6336 Pricing Analytics

Product Management Elective Courses (12 semester credit hours)

Tier I Electives (most relevant to this track)
- ENTP 6375 Technology and New Product Development
- ENTP 6388 Managing Innovation within the Corporation
- MIS 6360 Agile Project Management
- MKT 6331 Building and Managing Professional Sales Organizations
- MKT 6342 Marketing Customer Insights Development
- MKT 6380 Market Entry Strategies
- OPRE 6362 Project Management in Engineering and Operations

Tier II Electives

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ENTP 6360 Management and Organizational Consulting: Theory and Practice
ENTP 6360 Startup Launch I
ENTP 6370 Innovation and Entrepreneurship
ENTP 6390 Business Model Innovation
IMS 6310 International Marketing
MKT 6332 Advertising and Promotional Strategy
MKT 6334 Digital Sales Strategy
MKT 6340 Marketing Projects
MKT 6341 Marketing Automation and Campaign Management
MKT 6350 Competitive Marketing Strategy
MKT 6V98 Marketing Internship
MKT 6V99 Marketing Special Topics

Choose any one three-semester credit hour MKT or BPS or ENTP or OPRE prefix elective course from any degree plan, track or catalog year.

Marketing Management Track: 21 semester credit hours

This track has no core courses. Students may select any 21 semester credit hours from the courses below. However, at least nine semester credit hours must be from courses with the MKT prefix.

Marketing Area Courses (at least 9 semester credit hours)

MKT 6321 Interactive and Digital Marketing
MKT 6329 New Product Development
MKT 6330 Brand Management
MKT 6331 Building and Managing Professional Sales Organizations
MKT 6332 Advertising and Promotional Strategy
MKT 6334 Digital Sales Strategy
MKT 6335 Advertising Research
MKT 6336 Pricing Analytics
MKT 6337 Predictive Analytics Using SAS
MKT 6338 Enterprise Systems and CRM
MKT 6340 Marketing Projects
MKT 6341 Marketing Automation and Campaign Management
MKT 6342 Marketing Customer Insights Development
MKT 6343 Social Media Marketing and Insights
MKT 6350 Competitive Marketing Strategy
MKT 6352 Marketing Web Analytics and Insights
MKT 6353 Customer Analytics and Insights
MKT 6360 Services Marketing
MKT 6365 Marketing Digital Lab
MKT 6380 Market Entry Strategies
MKT 6382 Professional Selling I
MKT 6V98 Marketing Internship
MKT 6V99 Special Topics in Marketing

Choose any MKT prefix course from any track or future catalog years.

Non-Marketing Area Courses

ACCT 6301 Financial Accounting
ACCT 6305 Accounting for Managers
BPS 6332 Strategic Leadership
BPS 6360 Management and Organizational Consulting: Theory and Practice
BUAN 6340 Programming for Data Science
BUAN 6341 Machine Learning
BUAN 6346 Big Data
BUAN 6390 Analytics Practicum

ENTP 6360 Startup Launch I

ENTP 6370 Innovation and Entrepreneurship

ENTP 6375 Technology and New Product Development

ENTP 6380 Market Entry Strategies

ENTP 6388 Managing Innovation within the Corporation

ENTP 6390 Business Model Innovation

ENTP 6392 Entrepreneurship in the Social Sector

FIN 6301 Financial Management

IMS 6310 International Marketing

IMS 6314 Global E-Business Marketing

IMS 6360 International Strategic Management

MECO 6303 Business Economics

MECO 6312 Applied Econometrics and Time Series Analysis

MIS 6302 Managing Digital Strategy

MIS 6309 Business Data Warehousing

MIS 6320 Database Foundation

MIS 6324 Business Analytics with SAS

MIS 6334 Advanced Business Analytics with SAS

MIS 6344 Web Analytics (Tier II)

or MKT 6352 Marketing Web Analytics and Insights (Tier I)

MIS 6356 Business Analytics with R

MIS 6357 Advanced Business Analytics with R

MIS 6360 Agile Project Management

MIS 6373 Social Media Business (Tier II)
or **MKT 6343** Social Media Marketing and Insights (Tier I)

**MIS 6380** Data Visualization

**OB 6301** Organizational Behavior

**OB 6332** Negotiation and Dispute Resolution

**OPRE 6332** Spreadsheet Modeling and Analytics

**OPRE 6362** Project Management in Engineering and Operations

**OPRE 6398** Prescriptive Analytics

Choose any one three-semester credit hour BPS or ENTP or IMS or MECO or MIS or OPRE prefix course from any degree plan, track or catalog year.

1. Students may use MKT 6009 only for their first internship and any additional internship must be completed as MKT 6V98 (3 semester credit hours maximum). Students may also substitute MKT 6009 with MKT 6V98 or MKT 6309 or MKT 6321 or MKT 6340 or MKT 6343 or MKT 6350 to fulfill internship requirement.

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