Naveen Jindal School of Management

Master of Science in Marketing

_36 semester credit hours minimum_

Faculty

**Professors:** Ashiq Ali, Erman E. Haruvy, Sanjay Jain, Dmitri Kuksov, Nanda Kumar, Seung-Hyun Lee, Syam Menon, B. P. S. Murthi, Ram C. Rao, Brian Ratchford

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

**Associate Professors:** Norris Bruce, Orlando C. Richard, Harpreet Singh, Upender Subramanian, Ying Xie

**Clinical Associate Professors:** Carolyn Reichert, Avanti P. Sethi

**Assistant Professors:** Khai Chiong, Joonhwi Joo, Radha Mookerjee, Shervin Tehrani, Zhe (James) Zhang

**Clinical Assistant Professors:** Moran Blueshtein, Judd Bradbury, Jerome Gafford, Maria Hasenhuttl, Julie Haworth, Jeffery (Jeff) Hicks, Parneet Pahwa

**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
- Product 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
- **IMS 6314** Global E-Business Marketing
- **MIS 6302** Managing Digital Strategy

**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
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**

- ENTP 6360 Management and Organizational Consulting: Theory and Practice
- ENTP 6360 Startup Launch I
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.