Mission Statement
The Department of Marketing is dedicated to creating knowledge through cutting-edge research that enhances the understanding of marketing and consumer behavior and provides benefits to consumers, business, and public policy; and to sharing knowledge by providing students with the highest quality marketing education through a nurturing environment of hands-on learning.

The Department of Marketing offers a Bachelor of Business Administration (B.B.A.) degree in Marketing. Within the marketing degree, a track in Sport, Event and Tourism Management may also be pursued.

The marketing degree provides students with the theory and methods used by businesses to develop strategies for designing, pricing, distributing, and promoting the firm's offerings. Courses present practical treatment of such topics as marketing strategy, consumer demand analysis, market segmentation, promotion management, consumer behavior and decision making, and international marketing. Graduates can choose from a wide range of careers including marketing management, advertising, personal selling, retailing, international marketing, and marketing research.

The sport, event, and tourism management track provides the opportunity for a comprehensive business education that can allow students to enter into careers in sport management and marketing, event management, travel and tourism, and destination marketing.

- B.B.A. degree in Marketing (p. 1)
- B.B.A. degree in Marketing - Sport, Event and Tourism Management (SET) Track (p. 2)

Bachelor of Business Administration Degree in Marketing
The minimum number of semester credit hours required for Bachelor of Business Administration (B.B.A.) degree in Marketing is 120, at least 39 of which must be at the upper-division level.

All candidates seeking this degree must fulfill the Core Curriculum requirements, the Common Body of Knowledge (CBK) requirements, and the degree requirements, which are listed below.

Core Curriculum Requirements (42 semester credit hours)
Students seeking the B.B.A. degree in Marketing must fulfill University Core Curriculum requirements in the same manner as other students.

MAT 1053 and MAT 1133 should be used to satisfy the core requirement in Mathematics (020) and the core requirement in the Component Area Option (090). ECO 2023 should be used to satisfy the core requirement in Social and Behavioral Sciences (080).

MAT 1053, MAT 1133 and ECO 2023 may be used to satisfy both Core Curriculum requirements and Common Body of Knowledge (CBK) requirements.

All degrees in the Carlos Alvarez College of Business require 120 hours. If students elect to take a course that satisfies both a Core and CACOB requirement, students may need to take an additional course to meet the 120 hours.

Core Curriculum Component Area Requirements (http://catalog.utsa.edu/undergraduate/bachelorsdegeregulations/degreerequirements/corecurriculumcomponentarearequirements/)

First Year Experience Requirement 3
Communication 6
Mathematics 3
Life and Physical Sciences 6
Language, Philosophy and Culture 3
Creative Arts 3
American History 6
Government-Political Science 6
Social and Behavioral Sciences 3
Component Area Option 3
Total Credit Hours 42

Common Body of Knowledge (CBK)
All students seeking a B.B.A. degree in the Carlos Alvarez College of Business must complete the following Common Body of Knowledge (CBK) courses in addition to the Core Curriculum.

ACC 2013 Principles of Accounting I 3
ACC 2033 Principles of Accounting II 3
ECO 2013 Introductory Macroeconomics 3
ECO 2023 Introductory Microeconomics (satisfies Social and Behavioral Sciences Core Curriculum requirement) 3
FIN 3013 Principles of Business Finance 3
GBA 2013 Legal, Social and Ethical Issues in Business 3
IS 1403 Business Information Systems Fluency or IS 1413 Excel for Business Information Systems 3
IS 3003 Principles of Information Systems for Management 3
MAT 1053 Mathematics for Business (satisfies Mathematics Core Curriculum requirement. This course is not required for Actuarial Science majors) 3
MAT 1133 Calculus for Business (satisfies Mathematics or Component Area Option Core Curriculum requirement, Actuarial Science majors must take MAT 1214 in lieu of MAT 1133) 3
MGT 3003 Business Communication and Professional Development 3
MGT 3013 Introduction to Organization Theory, Behavior, and Management 3
MGT 4893 Management Strategy (taken in semester of graduation) 3
MKT 3013 Principles of Marketing 3
MS 1023 Business Statistics with Computer Applications I (Actuarial Science majors must take STA 3003 in lieu of MS 1023) 3
MS 3043 Business Statistics with Computer Applications II (Actuarial Science majors must take STA 3513 in lieu of MS 3043) 3
The Marketing department recommends MKT 4933 Internship in Marketing

Degree Requirements for Sport, Event and Tourism Management (SET) Track

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Major requirements</td>
<td></td>
<td>27</td>
</tr>
<tr>
<td>MKT 3063</td>
<td>Personal Selling</td>
<td></td>
</tr>
<tr>
<td>MKT 4073</td>
<td>International Marketing</td>
<td></td>
</tr>
<tr>
<td>MKT 3083</td>
<td>Marketing Research</td>
<td></td>
</tr>
<tr>
<td>MKT 4093</td>
<td>Consumer Behavior</td>
<td></td>
</tr>
<tr>
<td>MKT 4893</td>
<td>Marketing Capstone</td>
<td></td>
</tr>
</tbody>
</table>

Select four of the following courses:

- MKT 4143 | Sports Marketing
- SET 3283 | Sport and Event Media Relations
- SET 3233 | Sport Management
- SET 3333 | Event Management
- SET 4543 | Destination Marketing
- SET 4813 | Special Topics in Sport, Event and Tourism Management
- SET 4943 | Internship in Sport, Event and Tourism Management

B. Support work -- SET Track 57

- Business Common Body Knowledge (51 SCH) (9 SCH satisfy core curriculum requirements)
- 6 semester credit hours of upper-division business courses

C. Free Electives 3

3 semester credit hours of free electives

Total Credit Hours 87

Students who choose the SET track may have the designation indicated on their transcripts. The track designation will not appear on the diploma.

Course Sequence Guide for B.B.A. Degree in Marketing

This course sequence guide is designed to assist students in completing their UTSA undergraduate business degree requirements. This is a term-by-term sample course guide. Students must satisfy other requirements in their catalog and meet with their academic advisor for an individualized degree plan. Progress within this guide depends upon such factors as course availability, individual student academic preparation, student time management, work obligations, and individual financial considerations. Students may choose to take courses during Summer terms to reduce course loads during long semesters.

Recommended Four-Year Academic Plan

First Year

<table>
<thead>
<tr>
<th>Term</th>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fall</td>
<td>AIS 1203</td>
<td>Academic Inquiry and Scholarship (core)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>MAT 1053</td>
<td>Mathematics for Business (core)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>WRC 1013</td>
<td>Freshman Composition I (core)</td>
<td>3</td>
</tr>
<tr>
<td></td>
<td>American History (core)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Life &amp; Physical Sciences (core)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Total Credit Hours</td>
<td>15</td>
<td></td>
</tr>
</tbody>
</table>
### Spring
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 2013</td>
<td>Principles of Accounting I (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>ECO 2023</td>
<td>Introductory Microeconomics (core and CBK)</td>
<td>3</td>
</tr>
<tr>
<td>IS 1403 or IS 1413</td>
<td>Business Information Systems Fluency (CBK) or Excel for Business Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>MAT 1133</td>
<td>Calculus for Business (core and CBK)</td>
<td>3</td>
</tr>
<tr>
<td>WRC 1023</td>
<td>Freshman Composition II (core)</td>
<td>3</td>
</tr>
</tbody>
</table>

### Second Year

#### Fall
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ACC 2033</td>
<td>Principles of Accounting II (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>ECO 2013</td>
<td>Introductory Macroeconomics (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>IS 3003</td>
<td>Principles of Information Systems for Management (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>MS 1023</td>
<td>Business Statistics with Computer Applications I (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 3013</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
</tbody>
</table>

### Spring
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MS 3043</td>
<td>Business Statistics with Computer Applications II (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 3003</td>
<td>Business Communication and Professional Development (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>MGT 3013</td>
<td>Introduction to Organization Theory, Behavior, and Management (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>FIN 3013</td>
<td>Principles of Business Finance (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>Life &amp; Physical Sciences (core)</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

### Total Credit Hours
15

### Second Year

#### Fall
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECO 2023</td>
<td>Introductory Microeconomics (core and CBK)</td>
<td>3</td>
</tr>
<tr>
<td>IS 1403 or IS 1413</td>
<td>Business Information Systems Fluency (CBK) or Excel for Business Information Systems</td>
<td>3</td>
</tr>
<tr>
<td>WRC 1023</td>
<td>Freshman Composition II (core)</td>
<td>3</td>
</tr>
</tbody>
</table>

### Total Credit Hours
15

### Third Year

#### Fall
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MS 3053</td>
<td>Management Science and Operations Technology (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 3083</td>
<td>Marketing Research (major)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 3063</td>
<td>Personal Selling (major)</td>
<td>3</td>
</tr>
<tr>
<td>American History (core)</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Government-Political Science (core)</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

### Spring
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 4093</td>
<td>Consumer Behavior (major)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4073</td>
<td>International Marketing (major)</td>
<td>3</td>
</tr>
<tr>
<td>GBA 2013</td>
<td>Legal, Social and Ethical Issues in Business (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>Government-Political Science (core)</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Creative Arts (core)</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

### Total Credit Hours
15

### Fourth Year

#### Fall
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upper-division MKT elective (3XXX or 4XXX level) (support work in major)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Upper-division business elective or competency course (additional support work)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Upper-division business elective or competency course (additional support work)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Business or non-business elective (free elective)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Language, Philosophy &amp; Culture (core)</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

### Spring
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>MGT 4893</td>
<td>Management Strategy (CBK)</td>
<td>3</td>
</tr>
<tr>
<td>MKT 4893</td>
<td>Marketing Capstone (major)</td>
<td>3</td>
</tr>
<tr>
<td>Upper-division MKT elective (3XXX or 4XXX level) (support work in major)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Upper-division business elective or competency course (additional support work)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>Business or non-business elective (free elective)</td>
<td>3</td>
<td></td>
</tr>
</tbody>
</table>

### Total Credit Hours
15

### Total Credit Hours
120

1. Carlos Alvarez College of Business students should take MAT 1053, MAT 1133 and ECO 2023 to satisfy both Core Curriculum and CBK requirements.

---

### Course Sequence Guide for B.B.A. Degree in Marketing with a Sport, Event and Tourism Management (SET) Track

This course sequence guide is designed to assist students in completing their UTSA undergraduate business degree requirements. This is a term-by-term sample course guide. Students must satisfy other requirements in their catalog and meet with their academic advisor for an individualized degree plan. Progress within this guide depends upon such factors as course availability, individual student academic preparation, student time management, work obligations, and individual financial considerations. Students may choose to take courses during Summer terms to reduce course loads during long semesters.

### Recommended Four-Year Academic Plan

#### First Year

#### Fall
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>AIS 1203</td>
<td>Academic Inquiry and Scholarship (core)</td>
<td>3</td>
</tr>
<tr>
<td>MAT 1053</td>
<td>Mathematics for Business (core)</td>
<td>3</td>
</tr>
<tr>
<td>WRC 1013</td>
<td>Freshman Composition I (core)</td>
<td>3</td>
</tr>
<tr>
<td>American History (core)</td>
<td></td>
<td>3</td>
</tr>
<tr>
<td>Life &amp; Physical Sciences (core)</td>
<td></td>
<td>3</td>
</tr>
</tbody>
</table>

### Spring
<table>
<thead>
<tr>
<th>Course</th>
<th>Title</th>
<th>Credits</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECO 2023</td>
<td>Introductory Microeconomics (core and CBK)</td>
<td>3</td>
</tr>
<tr>
<td>IS 1403 or IS 1413</td>
<td>Business Information Systems Fluency (CBK) or Excel for Business Information Systems</td>
<td>3</td>
</tr>
</tbody>
</table>

### Credit Hours
15

---

1. Carlos Alvarez College of Business students should take MAT 1053, MAT 1133 and ECO 2023 to satisfy both Core Curriculum and CBK requirements.
Department of Marketing

MAT 1133 Calculus for Business (core and CBK) 3
WRC 1023 Freshman Composition II (core) 3
Creative Arts (core) 3

Credit Hours 15

Second Year

Fall
ACC 2013 Principles of Accounting I (CBK) 3
ECO 2013 Introductory Macroeconomics (CBK) 3
MS 1023 Business Statistics with Computer Applications I (CBK) 3
MKT 3013 Principles of Marketing 3
Language, Philosophy & Culture (core) 3

Credit Hours 15

Spring
ACC 2033 Principles of Accounting II (CBK) 3
MGT 3003 Business Communication and Professional Development (CBK) 3
MS 3043 Business Statistics with Computer Applications II (CBK) 3
Government-Political Science (core) 3
Life & Physical Sciences (core) 3

Credit Hours 15

Third Year

Fall
GBA 2013 Legal, Social and Ethical Issues in Business (CBK) 3
MKT 3083 Marketing Research (major) 3
MS 3053 Management Science and Operations Technology (CBK) 3
SET Track Course (support work in major) 3
Government-Political Science (core) 3

Credit Hours 15

Spring
FIN 3013 Principles of Business Finance (CBK) 3
MKT 3063 Personal Selling (major) 3
MKT 4093 Consumer Behavior (major) 3
SET Track Course (support work in major) 3
Free Elective 3

Credit Hours 15

Fourth Year

Fall
IS 3003 Principles of Information Systems for Management (CBK) 3
MGT 3013 Introduction to Organization Theory, Behavior, and Management (CBK) 3
MKT 4073 International Marketing (major) 3
SET Track Course (support work in major) 3
Upper-division business elective (additional support work) 3

Credit Hours 15

Credit Hours 15

Total Credit Hours 120

1 Carlos Alvarez College of Business students should take MAT 1133 and ECO 2023 to satisfy both Core Curriculum and CBK requirements.

• Minor in Marketing (p. 4)
• Minor in Sport Management (p. 4)

Minor in Marketing

All students pursuing the Minor in Marketing must complete 18 semester credit hours.

A. Required coursework

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 3013</td>
<td>Principles of Marketing</td>
<td>3</td>
</tr>
</tbody>
</table>

B. Additional courses

Select five of the following courses:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 3043</td>
<td>Advertising</td>
<td></td>
</tr>
<tr>
<td>MKT 3063</td>
<td>Personal Selling</td>
<td></td>
</tr>
<tr>
<td>MKT 3113</td>
<td>Retailing</td>
<td></td>
</tr>
<tr>
<td>MKT 4053</td>
<td>New Product Development</td>
<td></td>
</tr>
<tr>
<td>MKT 4073</td>
<td>International Marketing</td>
<td></td>
</tr>
<tr>
<td>MKT 4093</td>
<td>Consumer Behavior</td>
<td></td>
</tr>
<tr>
<td>MKT 4143</td>
<td>Sports Marketing</td>
<td></td>
</tr>
<tr>
<td>MKT 4233</td>
<td>Integrated Marketing Communications</td>
<td></td>
</tr>
<tr>
<td>MKT 4953</td>
<td>Special Studies in Marketing</td>
<td></td>
</tr>
<tr>
<td>MKT 4033</td>
<td>Social Media Marketing</td>
<td></td>
</tr>
<tr>
<td>MKT 4253</td>
<td>Digital Marketing</td>
<td></td>
</tr>
</tbody>
</table>

Total Credit Hours 18

To declare a Minor in Marketing, obtain advice, and seek approval of substitutions for course requirements, students must consult their academic advisor.

Minor in Sport Management

All students pursuing the Minor in Sport Management must complete 18 semester credit hours of coursework.

A. Required Courses

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKT 3013</td>
<td>Principles of Marketing</td>
<td>9</td>
</tr>
</tbody>
</table>

B. Elective Courses

Select three courses from the list below:

<table>
<thead>
<tr>
<th>Code</th>
<th>Title</th>
<th>Credit Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>SET 3233</td>
<td>Sport Management</td>
<td>9</td>
</tr>
<tr>
<td>SET 3283</td>
<td>Sport and Event Media Relations</td>
<td></td>
</tr>
</tbody>
</table>
Department of Marketing

MKT 4143  Sports Marketing
MKT 4353  Service Operations Management
SET 4543  Destination Marketing
SET 3333  Event Management
SET 3543  Sports Economics
SET 4233  Sport Facility and Event Management
SET 4813  Special Topics in Sport, Event and Tourism Management
SET 4943  Internship in Sport, Event and Tourism Management

Total Credit Hours 18

1 Must be related to sports.
2 Must be related to sports, but can be cross-listed with other majors.

Marketing (MKT) Courses

MKT 3003. Happiness, Well Being, and Modern Consumerism. (3-0) 3 Credit Hours.
Got Happiness? This course provides an introduction to modern consumerism and how it relates to our happiness, well-being and aspects of human experience. Students will gain an understanding of the complex world of consumerism, how companies offer “happiness”, and where marketing practice meets the science of well-being. Differential Tuition: $126. Course fee: DL01 $75.

MKT 3013. Principles of Marketing. (3-0) 3 Credit Hours.
Introduction to basic principles of marketing. An examination of market analysis methods and their use to develop the organization's product mix and the integration of the communication, distribution, and pricing strategies to achieve goals. Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course fee: DL01 $75.

MKT 3043. Advertising. (3-0) 3 Credit Hours.
Prerequisite: MKT 3013 with a grade of "C-" or better. The course stresses planning advertising strategy, developing messages, selecting media, and testing effectiveness. Also explores the theory, history, social and economic aspects, and problems of ethics and truth in advertising. Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course fee: DL01 $75.

MKT 3063. Personal Selling. (3-0) 3 Credit Hours.
Prerequisite: MKT 3013 with a grade of "C-" or better. Focuses on professional salesmanship. Fundamentals of persuasive interpersonal communication and buyer motivation are stressed as the foundation to effective selling. (Formerly MKT 3163. Credit cannot be earned for both MKT 3063 and MKT 3163.) Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course fee: DL01 $75.

MKT 3083. Marketing Research. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better, MS 1023 or the equivalent, and MS 3043 or the equivalent. Explores the techniques of marketing research as the means to discover opportunities for investing the firm's resources in its product offerings, including research design, sampling, data collection and analysis, and presentation of findings for marketing action. Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course fee: DL01 $75.

MKT 3113. Retailing. (3-0) 3 Credit Hours.
Prerequisite: MKT 3013 with a grade of "C-" or better. Examination of retailing as a specialized economic and social institution within the distribution process. Emphasis is on strategy and resource management for the retail firm; critical variables, forces, and processes are examined from a managerial perspective. Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course fee: DL01 $75.

MKT 4033. Social Media Marketing. (3-0) 3 Credit Hours.
The invention of social media (web 2.0) has radically changed the way we interact with the world. Students will gain knowledge and social media marketing tactical skills through coursework and hands-on practice. Students will also learn proven approaches to understanding your target market, audience engagement, influencer marketing, content curation, strategic planning, campaign execution, paid advertising, data analysis, ROI, and much more. Differential Tuition: $126. Course Fee: DL01 $75.

MKT 4053. New Product Development. (3-0) 3 Credit Hours.
Prerequisite: MKT 3013 with a grade of "C-" or better. New products and services are critical to the success and growth of all organizations. This course covers the entire product development process, from identifying customer needs, to generating concepts, to prototyping and design, to product launch. Participants will also learn how to build business cases to gain venture capital and/or angel funding, as well as protect their inventions with patents and trademarks. Students in the New Product Development course will learn best practice examples from the industry using case studies, and will have an opportunity to apply their knowledge in a team project. Differential Tuition: $126.

MKT 4073. International Marketing. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. An overview of concepts, processes, and strategies necessary to offer goods and services successfully in the global marketplace. Focus is on analyzing and assessing political, economic, technological, cultural, and competitive climates in global markets; defining the nature of important needs within the consumer and/or business segments of the country; the selection of countries or regions for market expansion strategies; the selection of target customers; and the design of strategies to facilitate market entry and subsequent expansion. Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course Fee: DL01 $75.

MKT 4093. Consumer Behavior. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. Focus on the customer as a primary consideration in strategic marketing decisions. Analysis of personal and environmental variables in the customer's world as the basis for market segmentation and subsequent formulation of the marketing mix. Generally offered: Fall, Spring. Course fee: DL01 $75.

MKT 4143. Sports Marketing. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. An overview of the marketing concepts, practices, and processes involved in offering and promoting goods and services in the sports industry. Emphasis on developing an understanding of unique aspects of the sports industry and on adapting general marketing principles to the domain of sports marketing. (Formerly MKT 4953 Special Studies in Marketing: Sports Marketing. Credit cannot be earned for both MKT 4143 and MKT 4953 on the same topic.) Generally offered: Spring. Differential Tuition: $126. Course fee: DL01 $75.
MKT 4153. Ethics in Marketing. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. Addresses the moral principles behind the operation and regulation of marketing including; advertising, international marketing, internet and social advertising, marketing research, personal selling, pricing and distribution channels, and product management. Differential Tuition: $126.

MKT 4233. Integrated Marketing Communications. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. Focuses on managing and integrating communication aspects of marketing, including advertising, sales promotion, personal selling, and public relations. Generally offered: Fall, Spring. Differential Tuition: $126.

MKT 4253. Digital Marketing. (3-0) 3 Credit Hours.
Digital marketing is one of the most effective ways to build customer confidence and promote your organization's products and services. This course begins with an overview of the digital marketing landscape where students will learn digital marketing foundations and the importance of keywords. Understand the theoretical while learning the proven methodologies and tactical approaches to website structure, organic search, email marketing, and search engine paid advertising campaigns. Differential Tuition: $126. Course fee: DL01 $75.

MKT 4353. Service Operations Management. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. In-depth examination of operations management practices in service-oriented environments. Subjects embrace materials from operations management, logistics, marketing, economics, and management in a broad spectrum of service organizations. The course looks at strategic concepts in modern service management and presents analytical tools for business decision making. Topics include, but are not limited to, service quality, process design, facility location analysis and site selection, waiting line models, inventory management in services, demand forecasting, workforce scheduling, learning curve models, overbooking, service supply chain, and integrated service operations management. (Same as MS 4353. Credit cannot be earned for both MKT 4353 and MS 4353. Marketing majors cannot take MS 4353 as an upper-division Marketing elective.) Differential Tuition: $126.

MKT 4763. Real Estate Marketing. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better. Focuses on the processes involved in professionally marketing and selling real estate. Emphasis is on integrating the four elements of a marketing mix — promotion, place, product, and price — and showing how they are used within the real estate industry to create marketing strategies. (Same as RFD 4763. Credit cannot be earned for both MKT 4763 and RFD 4763. Marketing majors cannot take RFD 4763 as an upper-division Marketing elective.) Differential Tuition: $126.

MKT 4893. Marketing Capstone. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013 with a grade of "C-" or better, senior standing, and 12 additional semester credit hours in marketing. The course focuses on integrating marketing functions, processes, and concepts into coherent and effective marketing decision making. (Formerly titled "Marketing Strategy") Generally offered: Fall, Spring, Summer. Differential Tuition: $126. Course fee: DL01 $75.

MKT 4913. Independent Study. (0-0) 3 Credit Hours.
Prerequisites: A 3.0 Carlos Alvarez College of Business grade point average, MGT 3003 and MKT 3013 with a grade of "C-" or better, 9 additional semester credit hours in marketing, senior standing, and permission in writing from the instructor, the Department Chair, and the Dean of the Carlos Alvarez College of Business. Independent reading, research, discussion, and/or writing under the direction of a faculty member. May be repeated for credit, but not more than 6 semester credit hours of independent study, regardless of discipline, will apply to a bachelor's degree. Differential Tuition: $126.

MKT 4933. Internship in Marketing. (0-0) 3 Credit Hours.
Prerequisites: MGT 3003 and MKT 3013 with a grade of "C-" or better, and approval in writing from the instructor, the Department Chair, and the Dean of the Carlos Alvarez College of Business. This opportunity for marketing work experience requires a semester-long experience in a private business or with a public agency. A written report is required. Opportunities and output requirements are developed in consultation with a faculty advisor and the Department Chair and require approval of both. Internship may be repeated once (for a total of 6 semester credit hours), provided the internships are with different organizations. Only 3 hours will count towards the Marketing degree requirements. Generally offered: Fall, Spring, Summer. Differential Tuition: $126.

MKT 4953. Special Studies in Marketing. (3-0) 3 Credit Hours.
Prerequisites: MGT 3003 and MKT 3013 with a grade of "C-" or better. An organized course offering the opportunity for specialized study not normally available as part of the regular course offerings. Could include topics such as marketing channels of distribution, sales management, industrial marketing, current developments in marketing theory, and analysis of ethical, social, and public policy aspects of marketing. May be repeated for credit when topics vary, but not more than 6 semester credit hours will apply to a bachelor's degree. Same as MKT 4143, credit cannot be earned for both MKT 4143 and MKT 4953. Generally offered: Spring, Summer. Differential Tuition: $126. Course Fee: DL01 $75.

Sport, Event, and Tourism Management (SET) Courses

SET 3043. Attractions Management. (3-0) 3 Credit Hours.
Prerequisite: SET 2123 or SET 4543. Explores all aspects of managing visitor attractions such as amusement parks, theme parks, museums, national parks, and heritage sites. Differential Tuition: $126.

SET 3233. Sport Management. (3-0) 3 Credit Hours.
Focuses on allocating resources and managing sport and recreation operations. Students will receive an in-depth look at the human resources function as it pertains to sport organizations, including recruitment, selection, compensation, hiring/firing, employee training and motivation, compliance with state and federal regulations, risk management, and community relations. Generally offered: Fall. Differential Tuition: $126. Course fee: DL01 $75.

SET 3283. Sport and Event Media Relations. (3-0) 3 Credit Hours.
Examines the media relations function in sport organizations with a special emphasis on the relationships between journalists and sport organizations, and the role of information specialists. Media relations responsibilities include organizing and managing game/event coverage, promoting events, and developing publicity campaigns. Differential Tuition: $126. Course fee: DL01 $75.
SET 3313. Sport Tourism and Events. (3-0) 3 Credit Hours.
Prerequisite: SET 2123 or SET 4543. Comprehensive study of the sport travel and tourism industry. The industry includes both participatory sport tourism (e.g., skiing, golf, and adventure trips) and event-based sport tourism (e.g., the Olympics, professional and amateur sports, and World Cup soccer). Covers all aspects of sport tourism including economics, finance, and marketing. Differential Tuition: $126.

SET 3333. Event Management. (3-0) 3 Credit Hours.
Prerequisite: SET 2123 or SET 4543. This course presents the event planning process from the inception of an event idea through the development stage, planning, and implementation. The model presented in this class pertains to all types of events including meetings, festivals, fairs, expos, recreation and sport events, fundraisers, etc. with a particular focus on project planning, budgeting, and marketing the event. Generally offered: Spring. Differential Tuition: $126. Course fee: DL01 $75.

SET 3433. Meetings and Conventions. (3-0) 3 Credit Hours.
Prerequisite: SET 2123 or SET 4543. An overview of the meetings and conventions industry. The course introduces students to the basics of association and corporate meetings, including program planning, budgeting, marketing, public relations, food and beverage and hospitality planning, audio visual and transportation coordination, exhibit sales and management, contract and lease negotiations, and human resources. Differential Tuition: $126.

SET 3543. Sports Economics. (3-0) 3 Credit Hours.
Prerequisite: ECO 2023. This course provides an application of economic theories and principles to the area of sport management. The focus of the course is on the business of professional sports, including competitive balance, player salaries, and the financing of sport facilities. In addition, the course will cover economic issues related to collegiate athletics. (Formerly titled "Economics of Tourism and Leisure.") Differential Tuition: $126.

SET 4233. Sport Facility and Event Management. (3-0) 3 Credit Hours.
Prerequisite: SET 3233. Overview of managing a facility used for sports, conventions, and entertainment events. Topics may include conducting feasibility studies, market research, facility design and layout, event bidding, quality assurance, risk management, and event staffing. (Credit cannot be earned for both SET 4233 and FM 4233.) Generally offered: Spring. Differential Tuition: $126.

SET 4543. Destination Marketing. (3-0) 3 Credit Hours.
Prerequisites: MKT 3013. Emphasizes a strategic approach to marketing for tourism destinations: communities, regions, attractions, and resorts. Focus is on the optimal planning, development, and positioning in the context of the overall marketing plan. Includes consideration of environmental and resource requirements, as well as tourism's social and cultural ramifications. (Formerly MKT 4543. Credit cannot be earned for both SET 4543 and MKT 4543.) Generally offered: Fall, Spring. Differential Tuition: $126.

SET 4811. Special Topics in Sport, Event and Tourism Management. (1-0) 1 Credit Hour.
Analysis and discussion of events, issues, and trends affecting management and marketing in the sport, event or tourism industries. May be repeated for credit when topics vary. Differential Tuition: $42.

SET 4813. Special Topics in Sport, Event and Tourism Management. (3-0) 3 Credit Hours.
Analysis and discussion of events, issues, and trends affecting management and marketing in the sport, event or tourism industries. May be repeated for credit when topics vary. Generally offered: Fall. Differential Tuition: $126. Course fee: DL01 $75.

SET 4921. Independent Study in Sport, Event and Tourism Management. (0-0) 1 Credit Hour.
Prerequisites: Student must have a 3.0 Carlos Alvarez College of Business grade point average and permission in writing from the Tourism instructor, the Department Chair, and the Dean of the Carlos Alvarez College of Business (see the Carlos Alvarez College of Business Undergraduate Advising Center for required forms). The course may require independent research, reading, planning, discussion, and/or writing under the direction of a sponsoring faculty instructor. May be repeated for credit, but not more than 6 semester credit hours of independent study, regardless of discipline, will apply to a Bachelor of Business Administration degree. Differential Tuition: $42.

SET 4923. Independent Study in Sport, Event and Tourism Management. (0-0) 3 Credit Hours.
Prerequisites: Student must have a 3.0 Carlos Alvarez College of Business grade point average and permission in writing from the Tourism instructor, the Department Chair, and the Dean of the Carlos Alvarez College of Business (see the Carlos Alvarez College of Business Undergraduate Advising Center for required forms). The course may require independent research, reading, planning, discussion, and/or writing under the direction of a sponsoring faculty instructor. May be repeated for credit, but not more than 6 semester credit hours of independent study, regardless of discipline, will apply to a Bachelor of Business Administration degree. Differential Tuition: $126.

SET 4941. Internship in Sport, Event and Tourism Management. (0-0) 1 Credit Hour.
Prerequisites: MGT 3003 and MKT 3013 with a grade of "C-" or better, and approval in writing from the sponsoring Tourism instructor, the Department Chair, and the Dean of the Carlos Alvarez College of Business. The course is designed for students seeking supervised full- or part-time work experience in the sport, event or tourism industries. A written report is required. Opportunities and output requirements are developed in consultation with a faculty advisor and the Department Chair, and require the approval of both. May be repeated for credit, but not more than 6 semester credit hours of Internship in Tourism will apply to a Bachelor in Business Administration degree. Differential Tuition: $42.

SET 4943. Internship in Sport, Event and Tourism Management. (0-0) 3 Credit Hours.
Prerequisites: MGT 3003 and MKT 3013 with a grade of "C-" or better, and approval in writing from the sponsoring Tourism instructor, the Department Chair, and the Dean of the Carlos Alvarez College of Business. The course is designed for students seeking supervised full- or part-time work experience in the sport, event or tourism industries. A written report is required. Opportunities and output requirements are developed in consultation with a faculty advisor and the Department Chair, and require approval of both. Internship may be repeated for credit, but not more than 6 semester credit hours of Internship in Tourism will apply to a Bachelor in Business Administration degree. Generally offered: Fall, Spring, Summer. Differential Tuition: $126.