MANAGERIAL MARKETING (MMTG)

**MMTG 35011  MARKETING TOOLS (WIC)**  3 Credit Hours
Provides an overview of the analytical, communication, and decision-making skills that students will need to succeed in subsequent coursework and as a marketing professional. Topics include strategic analysis, financial analysis, case analysis, marketing decision-making, and persuasive communications.
*Prerequisite:* Minimum C (2.00) in ENG 21011, COMM 15000, MATH 11010; MIS 24053 or COMT 11000; MKTG 25010 or BMRT 21050 with minimum C; minimum cumulative 2.500 GPA; and Managerial Marketing (MMTG) major.
*Schedule Type:* Lecture
*Contact Hours:* 3 lecture
*Grade Mode:* Standard Letter
*Attributes:* Writing Intensive Course

**MMTG 35021  RESEARCH FOR MARKETING DECISIONS**  3 Credit Hours
Focuses on the effective collection, organization, evaluation, and use of data to make marketing decisions. Emphasis on methods for collecting, analyzing, interpreting, and communicating data in the context of marketing decision-making.
*Prerequisite:* Minimum C grade in MMTG 35011; minimum cumulative 2.500 GPA; and Managerial Marketing (MMTG) major.
*Pre/corequisite:* MIS 24056.
*Schedule Type:* Lecture
*Contact Hours:* 3 lecture
*Grade Mode:* Standard Letter

**MMTG 35023  CUSTOMER ANALYSIS**  3 Credit Hours
Focuses on the methods marketers use to analyze and understand their customers. Incorporates market segmentation and targeting, understanding consumer and buyer decision-making, and customer relationship management. Students will complete a segmentation plan for a client firm.
*Prerequisite:* MMTG 35021 and MMTG 45030; minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Lecture
*Contact Hours:* 3 lecture
*Grade Mode:* Standard Letter

**MMTG 35024  MARKETING TOOLS LABORATORY**  1 Credit Hour
Extended practice and use of software to enhance marketing communications skills. Emphasizes the use of Microsoft Office software to enhance marketing decision-making and persuasive presentation skills. Incorporates professional development skills and opportunities. Should be taken concurrently with the Marketing Tools (MMTG 35011) course.
*Prerequisite:* ENG 21011, COMM 15000, MATH 11010; and MIS 24053 or COMT 11000; and MKTG 25010 or BMRT 21050 with minimum C (2.00); minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Laboratory
*Contact Hours:* 2 lab
*Grade Mode:* Standard Letter

**MMTG 35025  MARKETING COMMUNICATIONS LABORATORY**  1 Credit Hour
Extended practice and use of software to enhance marketing communications skills. Emphasizes the use of software to develop and execute specific marketing communications tools. Incorporates traditional and contemporary communications tools with a focus on tools that are typically created in-house by marketers.
*Prerequisite:* ENG 21011, COMM 15000 and MATH 11010; and MIS 24053 or COMT 11000; minimum C grade in either MKTG 25010 or BMRT 21050; minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Laboratory
*Contact Hours:* 2 lab
*Grade Mode:* Standard Letter

**MMTG 35026  MARKETING RESEARCH LABORATORY**  1 Credit Hour
Extended practice and use of software to enhance data analysis and communication skills. Emphasizes the collection and analysis of research data for marketing decision-making. Incorporates the use of data analysis software. Should be taken concurrently with the Research for Marketing Decisions (MMTG 35021) course.
*Prerequisite:* Minimum C (2.000) grade in MMTG 35011; minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Laboratory
*Contact Hours:* 2 lab
*Grade Mode:* Standard Letter

**MMTG 45020  COMPETITIVE MARKET ANALYSIS**  3 Credit Hours
Focuses on establishing and maintaining a competitive market position through product and pricing strategies driven by industry and competitive analysis. Students will participate in a marketing simulation where they will make marketing decisions and strive to compete effectively.
*Prerequisite:* MMTG 35021 and MMTG 45030; and minimum overall GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Lecture
*Contact Hours:* 3 lecture
*Grade Mode:* Standard Letter

**MMTG 45030  SALES AND SALES MANAGEMENT**  3 Credit Hours
Focuses on the fundamentals of selling and sales management with emphasis on persuasive communication and understanding others’ perspectives to reach a “win-win” outcome. Incorporates sales management strategies and the planning and leadership skills of a sales manager. Students will engage in one-on-one role playing and simulated selling scenarios.
*Prerequisite:* Minimum C grade in MMTG 35011; minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Lecture
*Contact Hours:* 3 lecture
*Grade Mode:* Standard Letter

**MMTG 45039  PROMOTION MANAGEMENT**  3 Credit Hours
Focuses on the use of promotional tools to communicate marketing strategies to customers. Emphasis on both traditional and contemporary promotional tools, including new technologies in marketing communications. Considers the selection, planning, and implementation of promotional tools. Students will complete a communications plan for a client firm.
*Prerequisite:* MMTG 45020 and 45030; minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
*Schedule Type:* Lecture
*Contact Hours:* 3 lecture
*Grade Mode:* Standard Letter
**MMTG 45040 INTEGRATED MARKETING STRATEGY (ELR) 3 Credit Hours**
Capstone course for managerial marketing majors. Emphasis is on the integration of marketing concepts, methods, and skills from prior coursework to make sound marketing decisions. Students will complete a marketing plan for a client firm.
**Prerequisite:** MMTG 45020 and MMTG 45030; minimum cumulative GPA of 2.500; and Managerial Marketing (MMTG) major.
**Schedule Type:** Lecture
**Contact Hours:** 3 lecture
**Grade Mode:** Standard Letter
**Attributes:** Experiential Learning Requirement

**MMTG 45195 SPECIAL TOPICS IN MANAGERIAL MARKETING 1-4 Credit Hours**
Special Topics in Managerial Marketing permits the exploration of topics not covered, or are not covered in as much depth, in scheduled courses. Hours of credit depend on scope of project.
**Prerequisite:** Minimum cumulative 2.500 GPA and special approval.
**Schedule Type:** Lecture
**Contact Hours:** 1-4 lecture
**Grade Mode:** Standard Letter