Marketing Department (MKT)

College of Business Administration
Department Chair: Gwen Achenreiner
316 Wimberly Hall; 608.785.8118
Email: gachenreiner@uwlax.edu

www.uwlax.edu/marketing

Marketing offers challenges, stimulating problems, working with people and unlimited advancement opportunities. The variety and number of career and job opportunities available to you upon graduation is impressive.

According to the Occupational Outlook Handbook, employment of advertising, marketing, promotions, public relations and sales managers is expected to increase through 2018. “Job growth will be spurred by competition for a growing number of goods and services, both foreign and domestic, and the need to make one’s product or service stand out.”¹ In addition, as the influence of social media, the Internet and advertising via wireless devices changes the promotional landscape, marketing professionals will need to develop new and innovative ways to advertise and promote products and services to better reach desired market segments.

Positions in marketing provide excellent training because of the knowledge of products and consumers gained in these jobs. Due to their importance and high visibility, managers in marketing positions often are prime candidates for advancement to the highest levels in an organization.²

² Occupational Outlook Handbook, 2010-2011

Students in the College of Business Administration must be admitted to business (http://catalog.uwlax.edu/undergraduate/businessadministrationcba/#Admission) and also complete the college core requirements.

2017-18 Faculty/Staff

The following is the department’s faculty and staff as of the publication date of this catalog. This list will not be updated again until the next catalog is published in June.

Professor
Gwen Achenreiner
Steve Brokaw

Assistant Professor
Elizabeth Crosby
Kenneth Graham
Maggie McDermott
Nese Nasif
Marco Vriens

Senior Lecturer
Joe Chilsen

Associate Lecturer
Stacy Trisler

Administrative Support
Susan Hengel

Major
• Marketing - BS (http://catalog.uwlax.edu/undergraduate/marketing/marketing-bs)

Courses

MKT 309 Cr.3
Principles of Marketing
An introduction to the study of marketing in business and other organizations. Topics include: the marketing environment, marketing strategies and decision-making, marketing ethics and the international dimension of marketing strategy. Prerequisite: ECO 110; business minor or a major with a business concentration and junior standing, or admission to business. Offered Fall, Winter, Spring, Summer.

MKT 341 Cr.3
International Marketing
An analysis of worldwide marketing opportunities through a consideration of political, legal, economic, and cultural factors in the international context. Prerequisite: MKT 309; admission to business or international business minor, or French/German/Spanish major with a business concentration. Offered Fall, Spring.

MKT 351 Cr.3
Sustainability in Marketing
The course addresses environmental, social and economic sustainability issues facing society and modern marketing professionals. Course discussion will include sustainable marketing strategies, consumer attitudes, and consumption. Prerequisite: MKT 309; admission to business. Offered Spring.

MKT 362 Cr.3
Buyer Behavior
This course examines basic concepts related to understanding buyer behavior. Topics include information processing, perception, and decision making. Also examines individual and socio-cultural variables which influence buyer behavior. Prerequisite: MKT 309; admission to business. Offered Fall, Spring.

MKT 365 Cr.3
Integrated Marketing Communications
Introduces the various forms and tools of marketing promotion. Includes an analysis of promotional activities in the development of an integrated marketing communications plan. Develops student understanding of the role of promotion and the integrated nature of marketing planning. Details the nature and process of developing integrated marketing campaigns as a part of the promotional mix. Examines integrated marketing research, media planning, budgeting, creative activities, and ethical considerations. Prerequisite: MKT 309; admission to business or exercise sports science sport management. Offered Fall, Spring.
MKT 367 Cr.3  
**Market Research**  
This course examines the research techniques commonly used to examine buyer behavior, including secondary data, surveys, and focus groups. Topics also include an analysis of research design methods, and the application of research to marketing decision making. Prerequisite: MKT 309; BUS 230; admission to business. Offered Fall, Spring.

MKT 370 Cr.3  
**Professional Selling and Sales Management**  
This course examines the role of personal selling in the marketing mix and addresses personal selling activities and techniques. Topics covered include communication and persuasion, prospecting, overcoming objections, presentations, questioning and closing methods, time and territory management, social, ethical, and legal issues. The course will focus primarily on business-to-business sales. Prerequisite: MKT 309; admission to business or exercise sport science - sport management. Offered Fall, Spring.

MKT 386 Cr.3  
**Business Marketing and Distribution**  
Business-to-business marketing issues are explored, including distinctive characteristics of the business market, ways in which organizations make buying decisions, requirements for marketing strategy success, with an emphasis on distribution/supply chain in business marketing. Prerequisite: MKT 309; admission to business. Offered Fall, Spring.

MKT 400 Cr.1-3  
**Marketing Forum**  
Emphasis will be on examination and study of current marketing issues. Topics will vary from semester to semester. Repeatable for credit - maximum six. Prerequisite: admission to business. Consent of instructor. Offered Occasionally.

MKT 415 Cr.3  
**Senior Seminar**  
The planning, development, and implementation of an individual research project in marketing. Students will develop and produce a project report related to their marketing studies and career goals. Prerequisite: MKT 362, MKT 367; to be taken concurrently with MKT 479 in the student's semester of graduation; admission to business. Offered Fall, Spring.

MKT 440 Cr.3  
**Comparative Marketing Systems**  
A comparative marketing analysis of a specific region or country. An examination of the marketing practices, social forces, politics, trade history, and economics of (a) specific international area(s). Special attention to the operations of U.S. based firms operating in the area(s). Prerequisite: MKT 309, MKT 341; admission to business or international business minor. Offered Occasionally.

MKT 445 Cr.3  
**International Marketing Strategies**  
A study of policy and strategy formulation in the context of international marketing. Emphasis is placed on both the theory and application of international marketing decision processes. Prerequisite: MKT 309, MKT 341; admission to business or international business minor plan. Offered Occasionally.

MKT 450 Cr.1-6  
**College of Business Administration Internship**  
The internship program as conceived and implemented is an unusual program designed to provide an opportunity for students in the College of Business Administration at the University of Wisconsin-La Crosse to participate in an approved program with a cooperating business, governmental, or civic organization for usually 15 weeks of their undergraduate work. For additional information, see internship description under the College of Business Administration heading. Repeatable for credit. Prerequisite: ACC 221, ACC 222; BUS 205, BUS 230; ECO 110, ECO 120; FIN 355; IS 220; MGT 308; MKT 309; admission to business. Pass/Fail grading. Offered Fall, Winter, Spring, Summer.

MKT 479 Cr.3  
**Marketing Management**  
The analysis, planning, implementation and control of marketing programs designed to bring about desired exchanges with target markets within organizational objectives. Prerequisite: MKT 362, MKT 367; to be taken concurrently with MKT 415 in the student's semester of graduation; admission to business. Offered Fall, Spring.

MKT 499 Cr.1-3  
**Independent Study**  
Individual reading or research under the guidance of a staff member. Open to selected advanced students who have excellent records in the department. Registration with the consent of the student's regular adviser, the instructor and the department chairperson. Repeatable for credit - maximum six. Prerequisite: admission to business. Consent of department. Pass/Fail grading. Offered Fall, Spring, Summer.