Marketing is the activity set of institutions and processes for creating, communicating, delivering, and exchanging offerings that have value for customers, clients, partners, and society at large.

Your College Degree
The Bachelor of Science in Business Administration (B.S.B.A.) with a major in Marketing is designed to prepare you for a career with the knowledge and skills needed to become effective and efficient in the field of marketing. You will have an opportunity to develop your knowledge and skills through the choice of electives within the major. You will better understand many business and marketing areas, including promotion, sales, consumer behavior, logistics, business-to-business relationships, data analysis and strategy. Your study will also include topics such as market segmentation, product design, distribution, customer service levels, product differentiation, market niche, customer demographics, product promotion, logistics, retailing, service marketing, sports marketing, strategy, sales and selling, international marketing and more.

Learning Options
Your learning will happen in several different ways. First is the classroom experience where lecture, team projects and individual reports are required. You will also have an internship experience within an organization once you reach Junior classification. Your experience can also include independent study with the supervision of a marketing professor to guide you in your analysis of a marketing topic.
Choosing Courses
Faculty assist students in choosing their own courses of study in an effort to match career goals with the appropriate electives needed to specialize in a particular marketing area.

Marketing Courses
In addition to required courses for a B.S.B.A., marketing majors take the following required courses and choose from several marketing electives:

Required Courses:
- MKT 105 Introduction to Marketing
- MKT 205 Business Tools and Technology
- MKT 320 Consumer Behavior
- MKT 330 Advertising and Promotion Management
- MKT 360 Marketing Research
- MKT 465 Marketing Management

Elective Courses:
- MKT 302 Personal Selling
- MKT 310 Retailing
- MKT 320 Logistics Supply Chain Management
- MKT 350 Service Marketing
- MKT 371 Forensic Marketing
- MKT 372-3 Sports Marketing
- MKT 374 Marketing and Society
- MKT 375 Travel and Tourism Marketing
- MKT 376 Executive-in-Residence Seminar
- MKT 377 Events Planning
- MKT 410 International Marketing
- MKT 430 E-Commerce Marketing
- MKT 440 Marketing, Business and Environmental Ethics
- MKT 450 Business to Business Marketing
- MKT 460 Direct Marketing Management
- MKT 470 Marketing Channels
- MKT 480 Internship in Marketing
- MKT 481-2 Independent Study in Marketing

Career Choices...
- Advertising
- Brand Management
- Marketing Research
- Business-to-Business Sales
- Sales Management
- Promotions
- Customer Development
- Retail Store Management
- Strategic Marketing
- Product Development
- Product Management
- Business Entrepreneurship
- Distribution Management
- Sports Marketing
- Public Relations
- International Marketing
- Events Planning
- Healthcare Marketing

Supplying students with knowledge to meet the demands of the future!

731-881-7238
mmis@utm.edu