Office in Rockwell Hall, Room 111  
(970) 491-5063  
biz.colostate.edu/marketing (http://biz.colostate.edu/marketing)

Professor Kenneth C. Manning, Chair

Undergraduate  
Major in Business Administration  
• Marketing Concentration  

Certificates  
• Customer-Focused Selling

Graduate  
Certificates  
• Graduate Certificate in Marketing Management

Courses  
Marketing (MKT)

MKT 300 Marketing Credits: 3 (3-0-0)  
Course Description: Market and buyer analysis, product and service development, pricing, promotion, advertising, selling, and distribution.  
Prerequisites: AREC 202 or ECON 202 and (MATH 141 or MATH 155 or MATH 160).  
Registration Information: Credit not allowed for both MKT 300 and MKT 305.  
Terms Offered: Fall, Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 305 Fundamentals of Marketing Credits: 3 (3-0-0)  
Course Description: Overview of marketing activities involved in provision of products and services to consumers, including target markets and managerial aspects.  
Prerequisite: AREC 202 or ECON 101 or ECON 202.  
Registration Information: Credit not allowed for both MKT 305 and MKT 300. Sections may be offered: Online.  
Terms Offered: Fall, Spring, Summer.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 320 Integrated Marketing Communications Credits: 3 (3-0-0)  
Course Description: Principles and practices of managing promotional activities including advertising, sales promotion, and other major media.  
Prerequisite: MKT 300 or MKT 305.  
Terms Offered: Fall, Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 330 Business Customer Relationships Credits: 3 (3-0-0)  
Course Description: Managing relationships with distribution channel intermediaries and business customers.  
Prerequisite: MKT 300 or MKT 305.  
Terms Offered: Fall, Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 360 Retailing Credits: 3 (3-0-0)  
Also Offered As: DM 360.  
Course Description: Retail markets, institutions, operations, and problems.  
Prerequisite: MKT 300 or MKT 305.  
Registration Information: Credit not allowed for both MKT 360 and DM 360. Sections may be offered: Online.  
Terms Offered: Spring, Summer.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 361 Buyer Behavior Credits: 3 (3-0-0)  
Course Description: Marketing analysis of buying behavior of individuals, households, businesses, and not-for-profit organizations.  
Prerequisite: MKT 300 or MKT 305.  
Terms Offered: Fall, Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 362 Professional Selling Credits: 3 (3-0-0)  
Course Description: Persuasive personal communications in selling consumer and industrial products and services.  
Prerequisite: MKT 300 or MKT 305.  
Terms Offered: Fall, Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 363 Sales Management Credits: 3 (3-0-0)  
Course Description: Recruiting, selecting, training, compensating, motivating, supervising, and evaluating a sales force.  
Prerequisite: MKT 300 or MKT 305.  
Term Offered: Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 364 Product Development and Management Credits: 3 (3-0-0)  
Course Description: Consumer and industrial product development and management issues as an integral part of the marketing mix.  
Prerequisite: MKT 300 or MKT 305.  
Term Offered: Fall.  
Grade Mode: Traditional.  
Special Course Fee: No.

MKT 365 International Marketing Credits: 3 (3-0-0)  
Course Description: Analysis of international markets and development of strategic and tactical options for marketing across national boundaries.  
Prerequisite: MKT 300 or MKT 305.  
Terms Offered: Fall, Spring.  
Grade Mode: Traditional.  
Special Course Fee: No.
MKT 366 Services Marketing Credits: 3 (3-0-0)
Course Description: Customer service issues and unique challenges involved in marketing and management of services operations.
Prerequisite: MKT 300 or MKT 305.
Terms Offered: Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 367A Sports Marketing Credits: 3 (3-0-0)
Also Offered As: MKT 367B.
Course Description: The nature and scope of applying marketing strategy and tactics in the sports environment.
Prerequisite: MKT 300 or MKT 305.
Registration Information: Course is offered as an online course only. This is a partial-semester course.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 367B Sports Marketing Credits: 3 (0-0-3)
Also Offered As: MKT 367A.
Course Description: The nature and scope of applying marketing strategy and tactics in the sports environment.
Prerequisite: MKT 300 or MKT 305.

MKT 370 Digital Marketing Credits: 3 (3-0-0)
Course Description: Introduction to digital marketing: the landscape and tactics needed to execute marketing strategy in an online, connected, world.
Prerequisite: MKT 300 or MKT 305.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 410 Marketing Research Credits: 3 (3-0-0)
Course Description: Role and methodology of research in business emphasizing selection of study's direction, collecting data, and choosing techniques for analyzing these data.
Prerequisites: (MKT 300 or MKT 305) and (STAT 204 or STAT 301 or STAT 307 or STAT 311 or STAT 315).
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 440 Pricing and Financial Analysis in Marketing Credits: 3 (3-0-0)
Course Description: Financial analysis involved in addressing marketing problems; advanced study of pricing strategy and tactics.
Prerequisite: MKT 300 or MKT 305.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 479 Marketing Strategy and Management Credits: 3 (3-0-0)
Course Description: Marketing decisions involving integration of elements of the marketing mix.
Prerequisite: MKT 410.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 486 Marketing Practicum Credits: 3 (0-0-3)
Course Description: To give students the experience of working on a real marketing problem with a team at a sponsoring firm.
Prerequisite: MKT 300 or MKT 305.
Registration Information: Written consent of instructor required.
Terms Offered: Fall, Spring.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 487 Internship Credits: 3 (0-0-9)
Course Description: Prerequisite: None.
Registration Information: Written consent of instructor required. Maximum of 3 credits allowed in course.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MKT 492 Seminar Credits: 3 (0-0-3)
Course Description: Prerequisite: None.
Registration Information: 2.75 GPA or better.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MKT 495 Independent Study Credits: Var[1-5]
Course Description: Prerequisite: None.
Registration Information: 2.75 GPA or better.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MKT 496 Group Study Credits: Var[1-3]
Course Description: Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MKT 498 Research Credits: Var[1-3]
Course Description: Prerequisite: None.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MKT 600 Marketing Management and Strategy Credits: 3 (3-0-0)
Course Description: Processes of customer value creation and value capture; marketing strategy analysis.
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Registration Information: Admission to a master's program in business.
Term Offered: Spring.
Grade Mode: Traditional.
Special Course Fee: No.
MKT 601  Marketing for Social Sustainable Enterprises  Credits: 3 (3-0-0)
Course Description: Customer and stakeholder value creation and capture. Marketing strategy with emphasis on social sustainable organizations.
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Registration Information: Admission to GSSE Program.
Term Offered: Fall.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 610  Qualitative Marketing Research Methods  Credit: 1 (1-0-0)
Course Description: Overview of qualitative research methods including focus groups, in-depth interviews, observations, and projective techniques.
Prerequisite: BUS 655.
Restriction: Must be a: Graduate, Professional.
Registration Information: This is a partial-semester course. Sections may be offered: Online.
Term Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 611  Quantitative Marketing Research Methods  Credit: 1 (1-0-0)
Course Description: Overview of the field of business research, with a focus on quantitative research methods.
Prerequisites: BUS 601 and BUS 655.
Restriction: Must be a: Graduate, Professional.
Registration Information: This is a partial-semester course. Sections may be offered: Online.
Term Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 621  Digital Marketing  Credit: 1 (1-0-0)
Course Description: Overview of social media, website management, content marketing, web analytics and search engine optimization.
Prerequisite: None.
Registration Information: Admission to a master’s program in business. This is a partial-semester course. Sections may be offered: Online.
Term Offered: Fall, Spring, Summer.
Grade Mode: S/U Sat/Unsat Only.
Special Course Fee: No.

MKT 661  Consumer Behavior  Credit: 1 (1-0-0)
Course Description: Marketing analysis of buying behavior of individual consumers.
Prerequisite: BUS 655.
Registration Information: This is a partial-semester course.
Term Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 662  Strategic Selling for Business Customers  Credit: 1 (1-0-0)
Course Description: Examination of sales strategies, sales tactics and best practices in professional selling with a primary context in business selling.
Prerequisite: BUS 655.
Restriction: Must be a: Graduate, Professional.
Registration Information: This is a partial-semester course.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 667  Services Marketing Management  Credit: 1 (1-0-0)
Course Description: Fundamental concepts and strategies that differentiate the marketing of services from the marketing of tangible goods, including customer satisfaction.
Prerequisite: BUS 655.
Restriction: Must be a: Graduate, Professional.
Registration Information: This is a partial-semester course.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Traditional.
Special Course Fee: No.

MKT 692  Seminar  Credits: 3 (0-0-3)
Course Description: Critical review and discussion of relevant marketing topics.
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.

MKT 695  Independent Study  Credits: Var[1-3]
Course Description:
Prerequisite: None.
Restriction: Must be a: Graduate, Professional.
Registration Information: 3.25 GPA or better.
Terms Offered: Fall, Spring, Summer.
Grade Mode: Instructor Option.
Special Course Fee: No.