# Marketing Major: Advertising and Digital Media

_Last Revised 01/2020_

**Required Business Core** (39 hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>ECON 1041</td>
<td>Principles of Macroeconomics (ECON 1041)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>ECON 1051</td>
<td>Principles of Microeconomics</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>ECON 1011</td>
<td>Statistics for Business Analytics (STAT 1772 OR equivalent)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>ECON 1021</td>
<td>Decision Analytics (STAT 1772 OR equivalent)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>ACCT 2120</td>
<td>Principles of Financial Accounting (Sophomore standing)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>ACCT 2130</td>
<td>Principles of Managerial Accounting (Sophomore standing; C- or better in ACCT 2120)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 2080</td>
<td>Introduction to Information Systems</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 2110</td>
<td>Principles of Marketing (Sophomore standing; CBA Admittance; ECON 1031 OR ECON 1041)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>FIN 3130/5130</td>
<td>Corporation Finance (Junior standing; CBA Admittance; ACCT 2120; ECON 1011; ECON 1041; ECON 1051)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 3153</td>
<td>Organizational Management (Junior standing; CBA Admittance)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 3100</td>
<td>Legal &amp; Social Environment of Business (Junior standing; CBA Admittance)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 3154</td>
<td>Operations Management (Junior standing; CBA Admittance; ACCT 2120; ACCT 2130; MKTG 2080; ECON 1011; ECON 1021)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 4175</td>
<td>Business Policy &amp; Strategy (Senior standing; completion of rest of CBA Core)</td>
<td>3 hrs.</td>
</tr>
</tbody>
</table>

**Marketing Major Requirements** (9 hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3113/5113</td>
<td>Consumer Behavior (Junior standing; MKTG 2110; ECON 1031 OR ECON 1041)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 3116/5116</td>
<td>Marketing Research (Junior standing; MKTG 2110; MKTG 2080; STAT 1772 OR equivalent; ECON 1011; ECON 1021; ECON 1031 or ECON 1041)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 4170/5170</td>
<td>Marketing Strategy (Senior standing; MKTG 2110; MKTG 3113; MKTG 3116; MKTG 2080; STAT 1772 OR equivalent; ECON 1011; ECON 1021; ECON 1031 OR ECON 1041)</td>
<td>3 hrs.</td>
</tr>
</tbody>
</table>

**Advertising and Digital Media Emphasis** (9 hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3143</td>
<td>Advertising and Promotion (Junior standing; MKTG 2110; ECON 1031 OR ECON 1041)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 3146</td>
<td>Digital Advertising (Junior standing; MKTG 2110; ECON 1031 OR ECON 1041)</td>
<td>3 hrs.</td>
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</tbody>
</table>

**Marketing Electives** (3 hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3156</td>
<td>Services Marketing (Junior standing; MKTG 2110; ECON 1031 OR ECON 1041) (Spring only)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 3583/5583</td>
<td>Entrepreneurship (BUSINESS 2010 or (ACCT 2120; ACCT 2130; FIN 3130/5130; STAT 1772 OR equivalent AND ECON 1011); MKTG 2110; ECON 1031 OR (ECON 1041 AND ECON 1051))</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 4150</td>
<td>Advertising Campaign Development (Senior standing; MKTG 2110; ECON 1031 OR ECON 1041; MKTG 3143 OR MKTG 3146 OR instructor approval) (Spring only)</td>
<td>3 hrs.</td>
</tr>
<tr>
<td>MKTG 4595</td>
<td>Marketing Internship (Senior standing; MKTG 2110; MKTG 3113; MKTG 3116; MKTG 2080; STAT 1772 OR equivalent; ECON 1011; ECON 1021; ECON 1031 OR ECON 1041; 2.5 UNI GPA or better)</td>
<td>3 hrs.*</td>
</tr>
</tbody>
</table>
Professional Readiness Requirements (0 hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 1000</td>
<td>Introductory Seminar for Business Professionals</td>
<td>0 hrs.</td>
</tr>
<tr>
<td>BUSINESS 2000</td>
<td>Business Professionals in Training (Business 1000)</td>
<td>0 hrs.</td>
</tr>
</tbody>
</table>

Professional Readiness Recommended (0 hours)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>BUSINESS 3000</td>
<td>Intermediate Professional Skills (Business 2000)</td>
<td>0 hrs.</td>
</tr>
<tr>
<td>BUSINESS 4000</td>
<td>Advanced Professional Skills (Business 3000)</td>
<td>0 hrs.</td>
</tr>
</tbody>
</table>

*Special Note on 4595 – Marketing Internship*
Students may earn up to 8 semester hours of credit in 4595 Marketing Internship. However, only 3 hours will count towards an Emphasis Area. The hours earned beyond 3 apply to University Electives.

Other Marketing Courses
The following courses are not accepted for credit toward the Marketing major, but they may be applied towards the 18 hours of University Electives needed to graduate:

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credit</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 3179</td>
<td>Cooperative Education: Marketing (Junior standing; MKTG 2110; ECON 1031 OR ECON 1041; 2.50 UNI GPA or better)</td>
<td>1-12 hrs.</td>
</tr>
<tr>
<td>MKTG 4198</td>
<td>Independent Study (Junior standing; Department Head approval; MKTG 2110; ECON 1031 OR ECON 1041)</td>
<td>1-6 hrs.</td>
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</table>

**DOUBLE MAJORS/MINORS POLICY for MARKETING**

Marketing majors may declare a double major and/or major and minor within the College of Business Administration, subject to the regulations imposed by those CBA departments affected. Marketing majors may declare additional CBA majors in one or more of the following areas only: Accounting, Business Teaching, Economics (any emphasis), Finance, Management, MIS and Real Estate. Marketing majors minoring with the CBA must select these minors: Finance, International Business/Business, Real Estate/Business, Economics, or Business Communications. A total cumulative or UNI cumulative GPA of 2.5 is required to declare a double major and/or minor in business.
ADMISSION STANDARDS

STUDENTS SEEKING A MAJOR IN ACCOUNTING, BUSINESS TEACHING, ECONOMICS (BUSINESS ECONOMICS EMPHASIS), FINANCE, REAL ESTATE, MANAGEMENT, SUPPLY CHAIN MANAGEMENT, MANAGEMENT INFORMATION SYSTEMS, OR MARKETING MUST BE ADMITTED TO THE COLLEGE OF BUSINESS ADMINISTRATION (CBA) AND MEET ALL COURSE PREREQUISITES BEFORE TAKING UPPER-DIVISION (3000/4000-LEVEL) CBA COURSES, INCLUDING MKTG 2110 PRINCIPLES OF MARKETING.

Students are eligible for admission to the CBA upon completion of the following requirements:

1. Completion of the ALEKS Mathematics Placement Examination
2. 30 Cumulative Semester hours of college credit
3. C- or better in the following Business Core Courses:
   a. ECON 1021 Decision Analytics OR ECON 1011 Statistics for Business Analytics and
   b. ECON 1041 Principles of Macroeconomics
4. C- or better in an approved English composition course.
5. Total or UNI* cumulative GPA of at least 2.50 on all university-level courses
6. Declaration of Curriculum form filed with UNIBusiness Office for Professional Distinction (CBB 5)

GRADUATION STANDARDS

1. A cumulative UNI GPA of 2.20 or better.
2. A cumulative GPA of 2.20 or better for all CBA business courses (ACCT, MKTG, MGMT, FIN, ECON) taken at UNI.
3. Earn at least 50% of their business credit hours required for the major at UNI.

Copies of the CBA admission policy and graduation requirements can be obtained from UNIBusiness Advising, CBB 5 (tel: 319-273-2144) and can be found online at http://business.uni.edu/advising.
## SUGGESTED PROGRAM of STUDY for MARKETING MAJORS

### Freshman Year

<table>
<thead>
<tr>
<th>Semester</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fall</strong></td>
<td>ECON 1041 Prin. of Macroeconomics</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core / Electives (particularly STAT 1772)</td>
</tr>
<tr>
<td></td>
<td>Preparatory Mathematics, if needed</td>
</tr>
<tr>
<td></td>
<td>MATH 0100 or MATH 1110 or MATH 1140</td>
</tr>
<tr>
<td></td>
<td>BUSINESS 1000 Introductory Seminar for Bus. Prof.</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
<tr>
<td><strong>Spring</strong></td>
<td>ENGLISH 1005 College Writing &amp; Research</td>
</tr>
<tr>
<td></td>
<td>ECON 1011 Statistics for Business Analytics</td>
</tr>
<tr>
<td></td>
<td>ECON 1051 Prin. of Microeconomics</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
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</table>

### Sophomore Year

<table>
<thead>
<tr>
<th>Semester</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fall</strong></td>
<td>ACCT 2120 Prin. of Financial Acct.</td>
</tr>
<tr>
<td></td>
<td>ECON 1021 Decision Analytics</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>BUSINESS 2000 Bus. Prof. in Training</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
<tr>
<td><strong>Spring</strong></td>
<td>ACCT 2130 Prin. of Managerial Acct.</td>
</tr>
<tr>
<td></td>
<td>MGMT 2080 Intro. to Info. Systems</td>
</tr>
<tr>
<td></td>
<td>MKTG 2110 Principles of Marketing</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
</tbody>
</table>

### Junior Year

<table>
<thead>
<tr>
<th>Semester</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fall</strong></td>
<td>MKTG 3113 Consumer Behavior</td>
</tr>
<tr>
<td></td>
<td>MGMT 3100 Legal &amp; Social Environment</td>
</tr>
<tr>
<td></td>
<td>MGMT 3153 Organizational Mgmt.</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
<tr>
<td><strong>Spring</strong></td>
<td>MKTG 3116 Marketing Research</td>
</tr>
<tr>
<td></td>
<td>MGMT 3154 Operations Mgmt.</td>
</tr>
<tr>
<td></td>
<td>MGMT 3000 Marketing Emphasis</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
</tbody>
</table>

### Senior Year

<table>
<thead>
<tr>
<th>Semester</th>
<th>Courses</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fall</strong></td>
<td>FIN 3130/5130 Corp. Finance</td>
</tr>
<tr>
<td></td>
<td>MKTG 3000 Marketing Elective</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
<tr>
<td><strong>Spring</strong></td>
<td>MGMT 4175 Business Policy &amp; Strategy</td>
</tr>
<tr>
<td></td>
<td>MKTG 3000 Marketing Emphasis</td>
</tr>
<tr>
<td></td>
<td>MKTG 4170/5170 Marketing Strategy</td>
</tr>
<tr>
<td></td>
<td>Liberal Arts Core/Electives</td>
</tr>
<tr>
<td></td>
<td>Total semester hours</td>
</tr>
</tbody>
</table>
This schedule of courses can be a helpful guide to plan the courses needed to complete the Marketing major. It is important to check the current official university schedule of classes for courses actually offered in a particular semester. The schedule listed is tentative, since actual offerings are influenced by uncontrollable factors such as university funding, student interest, and faculty expertise, all of which may not be certain, as far in advance, as when this guide was prepared.

<table>
<thead>
<tr>
<th>Course Number</th>
<th>Title</th>
<th>Fall</th>
<th>Spring</th>
<th>Summer</th>
</tr>
</thead>
<tbody>
<tr>
<td>MKTG 2110</td>
<td>Principles of Marketing</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>MKTG 3113</td>
<td>Consumer Behavior</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>MKTG 3116</td>
<td>Marketing Research</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 4170</td>
<td>Marketing Strategy</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3143</td>
<td>Advertising &amp; Promotion</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3146</td>
<td>Digital Advertising</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3153</td>
<td>Personal Selling</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3154</td>
<td>Sales Management</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3156</td>
<td>Services Marketing</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3163</td>
<td>Distribution &amp; Logistics</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3166</td>
<td>Retail Management</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3173</td>
<td>New Product Management</td>
<td>Yes</td>
<td>No</td>
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<tr>
<td>MKTG 3176/5176</td>
<td>Global Marketing</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3178</td>
<td>Global Trade Practices</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 3179</td>
<td>Cooperative Education: Marketing</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>MKTG 3583/5583</td>
<td>Entrepreneurship</td>
<td>Yes</td>
<td>Yes</td>
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<tr>
<td>MKTG 3586/5586</td>
<td>Entrepreneurial Strategy</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
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<tr>
<td>MKTG 3595</td>
<td>Value Based Pricing</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>MKTG 4150</td>
<td>Advertising Campaign Development</td>
<td>No</td>
<td>Yes</td>
<td>No</td>
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<tr>
<td>MKTG 4595</td>
<td>Marketing Internship</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>MKTG 4198</td>
<td>Independent Study</td>
<td>Yes</td>
<td>Yes</td>
<td>Yes</td>
</tr>
</tbody>
</table>