Degree Type – Bachelor of Business Administration (BBA)
Degree Title – Marketing

Marketers conduct marketing research where they study cultural, social, economic, and environmental factors that can have an effect on product or service development. If you are sociable, creative, and enjoy working with teams, you can expect to find job positions, such as marketing coordinators, retail store managers, marketing directors, advertising managers, and public relations, with this career.

STUDENT LEARNING OUTCOMES:

1. Students will acquire and retain marketing knowledge including concepts, theories, strategies, tactics, methods, techniques, and tools.
2. Students will acquire skills to put marketing knowledge and skills into practice including marketing research, developing marketing plans, making a sales pitch, and working with decision simulations.
3. Students will exhibit effective written and oral communication skills.

A – GENERAL EDUCATION CORE – 42 HOURS
Students must fulfill the General Education Core requirements. The courses listed below satisfy both degree requirements and General Education Core requirements.

Required

Social and Behavioral Sciences – 3 hours
   ECON 2301 Principles of Macroeconomics

Integrative and Experiential Learning – 3 hours
   Choose one from the following:
   INFS 2398 Information Technology for Student Success and Career Development
   QUMT 2398 Decision Analytics

B – MAJOR REQUIREMENTS – 78 HOURS (60 advanced)

1 – Business Core – 48 hours (30 advanced)

   a – Business Foundation – 18 hours
      ACCT 2301 Introduction to Financial Accounting
      ACCT 2302 Introduction to Managerial Accounting
      INFS 2300 Data Modeling Management Tools
      ECON 2302 Principles of Microeconomics
      MGMT 1301 Introduction to Business
      QUMT 2341 Business Statistics I

   b – Advanced Business Core – 30 hours (30 advanced)
      BLAW 3337 Business Law I
      QUMT 3341 Business Statistics II
      FINA 3380 Introduction to Finance
      MARK 3300 Principles of Marketing
      MGMT 3361 Principles of Management
      MGMT 4389 Strategic Management
      Choose one (Management Information Systems):
      INSF 3390 Management Information Systems
      ACCT 3326 Accounting Information Systems
      Choose one (International Business):
INFS 3380 Global Information Technology
ACCT 3350 International Accounting
ECON 3353 International Trade
FINA 4381 International Finance
INTB 3330 International Business
MARK 3310 International Marketing
MGMT 4311 International Management

Choose one (Ethics):
ACCT 4350 Ethics for Accountants
MGMT 4304 Business and Society
MARK 3330 Business Ethics and Corporate Social Responsibility

Choose one (Business Communications):
COMM 3313 Business and Technical Communication
MGMT 3335 Communication Policy and Strategy
MARK 3320 Personal Branding and Communication

2 – Marketing Core – 30 hours (30 advanced)

a – Marketing Foundation – 9 hours (9 advanced)
MARK 3340 Consumer Behavior
MARK 4350 Marketing Research
MARK 4399 Marketing Strategy (Capstone)

b – Marketing Certificate – 21 hours (21 advanced)
Select one certificate below:

i – Multicultural and Global Certificate – 21 hours (21 advanced)
MARK 3311 Business and Culture
MARK 3321 Hispanic Marketing
MARK 4331 Multicultural Markets
MARK 4341 Business in Asia
MARK 4351 Business in Latin America
MARK 4361 International Competitiveness
Choose one:
MARK 3350 Services Marketing
MARK 3360 Retailing
MARK 4360 Social Media and eMarketing
MARK 4370 Topics in Marketing
MARK 4380 Marketing Internship

ii – Design, Commercialization and Development Certificate – 21 hours (21 advanced)
MARK 3365 Product and Service Design
MARK 3375 New Product Development
MARK 4385 Integrated Marketing Communications
MARK 4395 Fashion Design and Popular Culture
Choose three:
MARK 3350 Services Marketing
MARK 3360 Retailing
MARK 4360 Social Media and eMarketing
MARK 4370 Topics in Marketing
MARK 4380 Marketing Internship

iii – Entertainment Business Certificate – 21 hours (21 advanced)
MARK 3392 Event Marketing
MARK 3393 Sports Marketing  
MARK 4394 Music Marketing  
MARK 4395 Fashion Design and Popular Culture  

Choose three:  
MARK 3350 Services Marketing  
MARK 3360 Retailing  
MARK 4360 Social Media and eMarketing  
MARK 4370 Topics in Marketing  
MARK 4380 Marketing Internship

iv – Branding and Communication Certificate – 21 hours (21 advanced)  
MARK 3382 Branding  
MARK 3383 Pricing Strategy and Tactics  
MARK 4384 Professional Selling and Sales Management  
MARK 4385 Integrated Marketing Communications  

Choose three:  
MARK 3350 Services Marketing  
MARK 3360 Retailing  
MARK 4360 Social Media and eMarketing  
MARK 4370 Topics in Marketing  
MARK 4380 Marketing Internship

v – No Certificate – 21 hours (21 advanced)  

Choose 21 advanced hours from any of the certificates above, except courses unique to the Branding and Communication Certification. 

TOTAL CREDIT HOURS FOR GRADUATION – 120 HOURS  

TOTAL ADVANCED HOURS – 60 HOURS  

ADMISSION, PROGRESSION, AND GRADUATION REQUIREMENTS, if applicable:  

Admission requirements  
1. Student must complete all 18 hours of Business Foundation Courses, and a minimum of 15 General Education Courses including ECON 2301, before applying to CoBE.  
2. Grades of ‘C’ or better in all Business Foundation courses.  
3. Grade of ‘C’ or better in ECON 2301.  
4. A minimum 2.5 GPA in combined General Education Core & Business Foundation completed coursework.  

Progression requirements  

Students must earn a grade of ‘C’ or better in all advanced (3xxx-4xxx) BBA-applicable courses in order to earn program credit towards this major. Students must maintain a minimum 2.5 GPA.  

Graduation requirements  

Students must have:  
1. A minimum 2.5 GPA in combined Advanced Business Core & Marketing Core coursework.  
2. An overall minimum 2.5 GPA required.  
3. In addition to the graduation requirements listed in the UTRGV 2015-2017 Undergraduate Catalog, demonstration of proficiency in a language other than English is required at the undergraduate level equivalent to a minimum of six credit hours. Proficiency can be
demonstrated by a college credit exam, a placement test approved through the UTRGV Department of Writing and Language Studies, and/or up to six credit hours of college-level language coursework.