

Marketing (MKTG)

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MKTG 5200 [0.5 credit]

Marketing Strategy

Essential concepts for cultivating and maintaining successful buyer-seller relationships, customer and competitor analysis, segmentation, targeting, and positioning. Translation of target market and positioning decisions into actionable marketing plans, including product, pricing, channel/promotional decisions, and tools for forecasting/evaluating success. Organizational capstone project required.

MKTG 5211 [0.25 credit]

Technology Marketing

Marketing in technology-intensive environments, with focus on business buying processes. Buyer behaviour, competitive and environmental analysis, planning and implementation of product and service innovations, targeting and positioning in the early stages of introduction, management through the growth stages, tracking success and contingency planning.

MKTG 5229 [0.5 credit]

Marketing in the Arts and Culture Sectors

Advanced study of marketing within the arts and culture sectors. Facilitates sophisticated understanding of the knowledge and skills required for marketing managers to respond to changing market environments in order to bring arts and culture offerings to their target audiences.

Prerequisite(s): MKTG 5200.

Also offered at the undergraduate level, with different requirements, as BUSI 4229, for which additional credit is precluded.