

Department of Marketing, Quantitative Analysis and Business Law

Office: 324 McCool Hall

This department offers one major (Marketing) and two concentrations (Professional Golf Management and Supply Chain Management). In addition, the department offers marketing, quantitative analysis and business law courses to support other programs in the college and across campus.

Marketing Major (MKT)

Marketing consists of three significant interlocking activities:

1. understanding consumers along with their wants and unfilled needs;
2. developing improved products and services that meet the identified needs of consumers; and
3. communicating the benefits of the improved products and services through advertising, public relations, promotion and effective salesmanship.

Courses offered within this unit prepare students to provide marketing leadership and assume a variety of career paths, including field sales, brand management, marketing communications, store management, procurement, logistics, and small business.

PGA Golf Management Concentration (PGM)

Director: Jeffrey W. Adkerson, PGA

Office: 309 McCool Hall; Phone: (662) 325-3161

The PGA Golf Management Program is the second oldest PGA Golf Management Program program accredited by the Professional Golfers' Association of America (PGA). The Program prepares graduates for careers as Class A PGA Professionals at country clubs, resorts, and public golf facilities. A PGA Professional must have a broad assortment of marketing, management and other business-related abilities to be effective in the golf profession today. The PGA Golf Management Program is a demanding four and one half year curriculum.

The program leads to a bachelor's degree in business administration with a major in marketing. In addition to the requirements for a degree in marketing, students must complete courses in turf management, food management, landscape architecture, human resource management; and all PGA Golf Management requirements. Students must also complete a minimum of 16 months of co-op under the guidance of the MSU Cooperative Education Program. These work experiences are under the tutelage of Class A PGA Professionals throughout the country. Students are required to be continuously enrolled at MSU as full-time students or in the MSU Cooperative Education Program according to their co-op schedule. Those who complete the program thus earn a prestigious degree, and upon eligible employment, membership in the PGA of America.

PGA Membership. Please see PGA Golf Management staff to discuss PGA Membership Requirements.

PGA Golf Management Graduation Requirements. Students must complete the last semester in school (not on co-op). They must also pass the PGA Playing Ability Test, complete 16 months of co-op, and complete all levels of the PGA Golf Management Program.

PGA Golf Management Admission Procedures. The PGA Golf Management Program has a limited enrollment. The current enrollment limit is 200; however, this number is subject to change based on the placement outlook and PGA Golf Management and Co-op budget constraints. The number of students admitted each year is determined by graduation and attrition of the previous year. Students are admitted once per year for entrance in the fall semester. The deadline for completed applications is May 1 each year.

Entrance Requirements

Freshmen:

- Meet MSU regular admission requirements
- Have a USGA Handicap of 8 or less

Transfer Students:

- 2.5 GPA with maximum of 62 applied semester hours
- Have a USGA Handicap of 8 or less

Non-Citizen:

- The MSU PGA Golf Management Program is sanctioned by PGA of America to educate and train graduates to become PGA Members. International students must complete and sign a non-citizen form as required by the PGA of America.

Supply Chain Management Concentration (SCM)

Supply chain management continues to play a major role in the national and international economy. As businesses continue to focus on logistics and transportation improvements, job opportunities for graduates in the supply chain management concentration increase. The curriculum in the supply chain management concentration will acquaint the student with the issues, perspectives, and techniques associated with transportation and logistics theory and practice. It offers in-depth treatment of distribution, supply, warehousing, inventory control, and operations in the modes of transportation.

Marketing Major (MKT)

General Education Requirements

English Composition

EN 1103	English Composition I	3
or EN 1163	Accelerated Composition I	
EN 1113	English Composition II	3
or EN 1173	Accelerated Composition II	

Mathematics

MA 1313	College Algebra	3
MA 1613	Calculus for Business and Life Sciences I	3
BQA 2113	Business Statistical Methods I	3

Science

2 Lab Sciences from General Education courses		6
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Humanities

See General Education courses		6
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Fine Arts

See General Education courses		3
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Social Sciences

PS 1113	American Government	3
Introductory course in AN, PSY or SO		3

College Core

BQA 3123	Business Statistical Methods II	3
ACC 2013	Principles of Financial Accounting	3
ACC 2023	Principles of Managerial Accounting	3
EC 2113	Principles of Macroeconomics	3
EC 2123	Principles of Microeconomics	3
BL 2413	The Legal Environment of Business	3
BIS 3233	Management Information Systems	3
FIN 3113	Financial Systems	3
FIN 3123	Financial Management	3
MKT 3013	Principles of Marketing	3
MGT 3114	Principles of Management and Production	4
BUS 4853	Business Policy	3

Oral Communication Requirement

CO 1003	Fundamentals of Public Speaking	3
or CO 1013	Introduction to Communication	

Computer Literacy Requirement

BIS 1012	Introduction to Business Information Systems	2
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Writing Requirement

MGT 3213	Organizational Communications	3
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Major Core

International Elective (see advisor for options)		3
MKT 4113	Personal Selling	3
MKT 4413	Consumer Behavior	3
MKT 4533	Marketing Research	3
MKT 4813	Marketing Management	3

Choose three of the following:	9
MKT 3213	Retailing
MKT 4123	Advertising
MKT 4213	Internet Marketing
MKT 4613	Services Marketing
MKT 4143	Sales Management
MKT 3933	International Marketing
MKT 3323	International Logistics
MKT 4033	International Transportation
MKT 4313	Physical Distribution Management
MKT 4333	International Supply Chain Management
Non-business electives (see advisor for options) ¹	13
Free electives (see advisor for options) ¹	6
Total Hours	124

¹ To be selected with the advice and approval of advisor

Marketing Minor

A Marketing minor is offered to both Business and Non-Business students. A minor in Marketing is attained by taking the following courses:

MKT 3013	Principles of Marketing	3
MKT 4413	Consumer Behavior	3
Choose four of the following:		12
MKT 3213	Retailing	
MKT 3933	International Marketing	
MKT 4113	Personal Selling	
MKT 4123	Advertising	
MKT 4143	Sales Management	
MKT 4213	Internet Marketing	
MKT 4533	Marketing Research	
MKT 4613	Services Marketing	
MKT 4313	Physical Distribution Management	

Students interested in this minor should contact a Marketing advisor.

PGA Golf Management Concentration (PGM)

Director: Jeffrey W. Adkerson, PGA

Office: 309 McCool Hall; Phone: (662) 325-3161

Concentration Course Requirements

PGA Golf Management students are required to take all courses listed under the General Education and College requirements for Marketing in addition to the following courses:

MKT 2211	PGM Level I Seminar	1
MKT 2221	Golf Professional Development I	1
MKT 2231	Golf Professional Development II	1
MKT 2241	Golf Professional Development III	1
MKT 2311	Golf Professional Development IV	1
MKT 2251	Golf Professional Development V	1
MKT 2223	Introduction to Golf Swing Instruction	3
MKT 3213	Retailing	3
MKT 4413	Consumer Behavior	3
MKT 4533	Marketing Research	3
MKT 4233	Golf Operations Management	3

MGT 3513	Introduction to Human Resource Management	3
PSS 2113	Introduction to Turfgrass Science	3
PSS 2111	Turf Management Lab	1
FNH 3283	The Food Service System	3
International Elective (see advisor for options)		3
Choose three of the following:		9
MKT 4113	Personal Selling	
MKT 4123	Advertising	
MKT 4213	Internet Marketing	
MKT 4613	Services Marketing	
MKT 4143	Sales Management	
MKT 3933	International Marketing	
Total Hours		124

Co-op Work

PGA Golf Management students must complete a minimum of 16 months of co-op work with Class A PGA professionals at country clubs, public golf courses, golf resorts, or other golf facilities. A 2.50 cumulative GPA on all work at MSU is required in order to participate in the PGA Golf Management co-op program.

PGA Golf Management

PGA Golf Management students will complete all PGA Golf Management requirements including testing, which will be conducted on the Mississippi State University campus by officials of the PGA. An initial lab fee and a semester lab fee is charged students each semester on campus to cover the PGA Golf Management seminars, tests, workshops and playing privileges at the MSU Golf Course. A typical schedule of classes and co-ops are as follows:

Freshman Year

Fall School	16
Spring School	16
Summer Co-op	

Sophomore Year

Fall School	16
Spring School	16
Summer Co-op	

Junior Year

Fall Co-op	
Spring School	16
Summer School	12

Senior Year

Fall School	16
Spring Co-op	
Summer Co-op	
Fall School (Graduation)	16

Supply Chain Management Concentration (SCM)

Concentration Course Requirements

Supply Chain Management students are required to take all courses listed under the General Education and College requirements for Marketing in addition to the following courses:

International Elective (see advisor for options)		3
MKT 3323	International Logistics	3
MKT 4033	International Transportation	3
MKT 4313	Physical Distribution Management	3
MKT 4333	International Supply Chain Management	3
MKT 4413	Consumer Behavior	3

MKT 4533	Marketing Research	3
MKT 4813	Marketing Management	3
Non-business electives (see advisor for options)		13
Free electives		6
Total Hours		124