

## BUSAD 229 Promotional Strategy

3 hours

### Majors, Minors & Degrees:

#### **Majors**

Sport Management (B.S.)

#### **Minors**

Marketing

### Departments/Programs:

Business, Accounting and Economics (Undergraduate)

Focuses on developing the appropriate mix of promotional tools used in marketing communications, including advertising, sales promotions, public relations, sponsorship, point of purchase, and personal selling. Examines the relationship of promotional strategies to the communication process. Students develop an integrated marketing communications plan for an area business.

*Prerequisite(s): Grade of "C-" or better in BUSAD-115.*

(Normally offered each spring semester.)