

**Nebraska Wesleyan University**

Catalog 2011-2012

## **BUSAD 115 Principles of Marketing**

3 hours

**Majors, Minors & Degrees:**

**Majors**

Accounting (B.A., B.S.)

Business Administration (B.A., B.S.)

Industrial/Organizational Psychology (B.S.)

International Business (B.A.)

Sport Management (B.S.)

**Minors**

Marketing

**Departments/Programs:**

Business, Accounting and Economics (Undergraduate)

Students examine the role of marketing in society with an introduction to the fundamentals of strategic marketing planning and the development of the marketing mix. Topics include buyer behavior, market segmentation, distribution, pricing policies, communication strategies, and product development.

(Normally offered each semester.)