

Bachelor's Degree Program MANAGEMENT

Specialization: **Sales and Marketing**

ABOUT THIS DEGREE PROGRAM

The bachelor's degree in Management at DeVry University can help you develop the management skills needed to work in many business areas and industries, such as accounting, project management, entrepreneurship, marketing, and human resources. If you're currently employed, this can be a great way to further develop your management skills.

Our Management degree program is designed to prepare students to meet the challenges of a high-tech, global marketplace by bringing the real world into the classroom. Through experiential projects, you can develop the skills and business acumen needed in today's business world.

This program is designed to accommodate students with a wide range of experiences, including those with little or no prior college education or work experience. If you have prior work or educational experience, you may also want to consider our Technical Management degree program which is available with many of the same specializations.

GENERAL EDUCATION COURSEWORK

Communication Skills

ENGL112	Composition
ENGL135	Advanced Composition

Humanities

ETHC445	Principles of Ethics
LAS432	Technology, Society and Culture

Social Sciences

ECON312	Principles of Economics
SOCS185 ¹	Culture and Society

Mathematics and Natural Sciences

MATH114	Algebra for College Students
MATH221	Statistics for Decision-Making
SCI228	Nutrition, Health and Wellness with Lab

Additional General Education Selection

SPCH275	Public Speaking
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Personal and Professional Development

CARD405	Career Development
COLL148	Critical Thinking and Problem-Solving

¹ Students enrolled at a Nevada location must take POLI332 as part of this requirement or the General Education Option.

CORE-DEGREE COURSEWORK

Business, Management and Technology

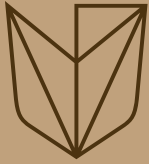
ACCT212	Financial Accounting
BIS155	Data Analysis with Spreadsheets with Lab
BIS245	Database Essentials for Business with Lab
BUSN115	Introduction to Business and Technology
BUSN278	Budgeting and Forecasting
BUSN319	Marketing
CIS115	Logic and Design
CIS206	Architecture and Operating Systems with Lab
COMP100	Computer Applications for Business with Lab
MGMT303	Principles of Management
MGMT404	Project Management
MGMT410	Human Resource Management

Senior Project

BUSN460	Senior Project
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Analytics

BIAM300	Managerial Applications of Business Analytics
BIAM400	Applied Business Analytics
BIAM410	Database Concepts in Business Intelligence



ABOUT THIS SPECIALIZATION

DeVry University's bachelor's degree program in Management helps prepare you for the workplace with a solid business foundation. Our specialization in Sales and Marketing can further focus your studies.

The field of sales and marketing is driven by understanding consumers and their buying motivation and behavior. Marketing and sales professionals use this insight to develop pricing and promotions for products and services that resonate and motivate the consumer to purchase.

Sales and marketing professionals utilize a variety of tools to help them market and sell products and services. Marketers may utilize market research to collect, analyze and interpret information about the consumer. Sales people working in a territory, with the customer, can also help gather important information to better market and sell products and services. Advertising and public relations can be used to expand the impact and reach of sales and marketing professionals to a larger audience.

Our curriculum will explore some of the common tasks performed in sales and marketing including researching consumer behaviors, creating promotions, developing advertising campaigns and tracking purchase behavior.

Graduates of DeVry University's Management program with a specialization in Sales and Marketing may consider careers including, but not limited to, the following:

- Account Manager
- Advertising Manager
- Brand Manager
- Brand Specialist
- Community Marketing Manager
- Community Marketing Specialist
- Customer Service Representative
- Digital Marketing Manager
- Digital Marketing Specialist
- Email Marketing Manager
- Email Marketing Specialist
- Industrial Buyer
- Internet Marketing and Sales Manager
- Management Analyst/Consultant
- Marketing Manager
- Marketing Research Analyst
- Meeting and Convention Planner
- Product Manager
- Promotion and Public Relations Manager
- Public Relations Manager
- Public Relations Specialist
- Retail Store Manager
- Sales Manager
- Social Media Marketing Manager
- Social Media Marketing Specialist

Employment in some occupations may require years of relevant experience.

For comprehensive consumer information, visit devry.edu/studentconsumerinfo. Important information about the education debt, earnings and completion rates of students who attended this program can be found at devry.edu/bm-ge. For additional program information, visit devry.edu/bm.

In New York, DeVry University operates as DeVry College of New York.

DeVry University is accredited by The Higher Learning Commission (HLC), www.hlcommission.org. DeVry is certified to operate by the State Council of Higher Education for Virginia. Arlington Campus - 2450 Crystal Dr., Arlington, VA 22202. DeVry University is authorized for operation by the THEC. www.tn.gov/thec Nashville Campus - 3343 Perimeter Hill Dr., Nashville, TN 37211. To report unresolved complaints to the Illinois Board of Higher Education, visit their webpage at <http://complaints.ibhe.org/> or by mail to the Illinois Board of Higher Education, 1 N. Old State Capitol Plaza, Suite 333, Springfield, IL 62701-1377. Program availability varies by location. ©2017 DeVry Educational Development Corp. All rights reserved. Version 08/14/17

KNOWLEDGE AND SKILLS

ADMINISTRATION AND MANAGEMENT — Understand the fundamental management theories and traditional managerial responsibilities in formal and informal organizational structures, including planning, organizing, directing, controlling and staffing.

ADVERTISING AND PUBLIC RELATIONS — Explore media relations, the media mix, media buying, promotions, methods for improving customer satisfaction, relationship-building strategies and ethics.

SALESMANSHIP — Study forecasting and territory management, understand customer expectations and buyer behavior, gather feedback, communicate, budget and relate sales and marketing goals.

INTERNATIONAL MARKETING — Develop international marketing programs and understand macro environmental factors that affect decision making in an international setting.

COMMUNICATIONS AND MEDIA — Understand media production, communication and dissemination techniques and methods, including alternative ways to inform and entertain via written, oral and visual media.

CREATIVITY, INNOVATION AND NEW PRODUCT DEVELOPMENT — Identify opportunities to use creativity and innovation to introduce and expand product lines in corporate and entrepreneurial ventures.

MARKETING ANALYTICS — Monitor and analyze statistical data and market trends.

CONSUMER BEHAVIOR — Analyze consumer purchasing behavior as it relates to the development of marketing programs, taking into account economic, psychological, cultural, cognitive and social factors.

CUSTOMER AND PERSONAL SERVICE — Demonstrate the principles and processes of personal service, including conducting customer needs assessments, meeting quality standards for services and evaluating customer satisfaction.

PROGRAM-SPECIFIC COURSEWORK

Sales and Marketing

- MKTG310 Consumer Behavior
- MKTG320 Market Research
- MKTG340 Digital Marketing Fundamentals
- MKTG410 Advertising and Public Relations
- MKTG425 Personal Selling and Sales Management
- MKTG430 International Marketing
- SBE330 Creativity, Innovation and New Product Development