Graduate Business School Policies:
- Students are expected to meet all course PREREQUISITES and COREQUISITES. A Prerequisite is a course which must be completed prior. A corequisite is a course which may be completed prior or concurrently. Prerequisites and corequisites are enforced by the registration system. Prerequisites and corequisites can be found in the course description in the student portal.
- Students must apply for graduation prior to CENSUS DATE of the last semester.
- A grade of “C” or higher is passing and required for all coursework. Cumulative GPA must be 3.0 or higher to graduate.
- This Degree Plan contains the current official course requirements and may only be modified by a Graduate Business School employee.

For questions about your degree plan or for other program assistance, please call 303-315-8110 or e-mail grad.advising@ucdenver.edu

### Marketing Core (21 hours)

<table>
<thead>
<tr>
<th>Course Number</th>
<th>Course Title</th>
<th>Term</th>
<th>Grade</th>
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<tbody>
<tr>
<td>BUSN 6560</td>
<td>Marketing Dynamics in the 21st Century</td>
<td>FA/SP/</td>
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<tr>
<td>MKTG 6010</td>
<td>Marketing Strategy</td>
<td>FA</td>
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<tr>
<td>MKTG 6020</td>
<td>Marketing Challenges at the Global Frontier</td>
<td>FA</td>
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<tr>
<td>MKTG 6040</td>
<td>Services Marketing for Traditional and Creative Industries</td>
<td>SP</td>
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<tr>
<td>MKTG 6050</td>
<td>Marketing Research Analytics I</td>
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<tr>
<td>MKTG 6060</td>
<td>Consumer Intelligence – Psychology and Behavior</td>
<td>SP</td>
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</tr>
<tr>
<td>MKTG 6200</td>
<td>Marketing Intelligence and Metrics</td>
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### Marketing Specialization (9 hours)

Any course number 6000 or higher with MKTG prefix OR students may complete one of the following Specializations (Specific Specialization requirements are listed on the MS in Marketing Specialization Options Sheet):
- Marketing Intelligence and Strategy in the 21st Century (ISC)
- Brand Communication in the Digital Era (BCD)
- Advanced Market Analytics in a Big Data World (ABD)
- Global Marketing (GMK)
- High-Tech and Entrepreneurial Marketing (HTE)
- Marketing and Global Sustainability (MGS)

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### MS in Marketing Specialization Options

#### MS MARKETING SIGNATURE SPECIALIZATIONS

**Advanced Market Analytics in a Big Data World (ABD)**

**Required:**
- MKTG 6090 Big Data Customer Relation Management
- MKTG 6051 Market Research Analytics II

**Complete 1:**
- Any MKTG 6000 or higher

**Brand Communication in the Digital Era (BCD)**

**Required:**
- MKTG 6070 Brand Identity and Communication Strategy
- MKTG 6092 Digital Media Marketing – Tools and Analytics

**Complete 1:**
- Any MKTG 6000 or higher

**Marketing Intelligence & Strategy in the 21st Century (ISC)**

**Required:**
- MKTG 6070 Brand Identity and Communication Strategy
- MKTG 6090 Big Data Customer Relationship Management

**Complete 1:**
- Any MKTG 6000 or higher

**Sports and Entertainment Business (SEB):**

For the Sports and Entertainment Business (SEB) specialization, please see advisor for degree plan.

#### MS MARKETING CROSS-OVER SPECIALIZATIONS

**Global Marketing (GMK)**

**Required:**
- ENTP 6826 International Entrepreneurship

**Complete 1:**
- INTB 6020 Cross-Cultural Management
- MKTG 6830 Marketing and Global Sustainability

**Complete 1:**
- Any MKTG 6000 or higher
- Any INTB 6000 or higher
- Any ENTP 6000 or higher with a global focus (with advisor approval)

**High-Tech Entrepreneurial Marketing (HTE)**

**Required:**
- ENTP 6842 New Concept Development

**Complete 1:**
- ENTP 6020 Business Model Development and Planning
- ENTP 6620 New Venture Operations and Project Management
- ENTP 6644 Impactful Social Innovation
- ENTP 6801 Building Biotechnology
- ENTP 6822 Legal and Ethical Issues of Entrepreneurship (cannot receive credits for both of ENTP 6822 and BUSN 6540)
- ENTP 6826 International Entrepreneurship

**Complete 1:**
- Any MKTG 6000 or higher

**Marketing and Global Sustainability (MGS)**

**Required:**
- MKTG 6830 Marketing and Global Sustainability

**Complete 1:**
- MGMT 6826 Business and Natural Environment
- ENTP 6642 Exploring Social Entrepreneurship
- MGMT 6827 Global Climate Change
- MGMT 6821 Managing for Sustainability
- MGMT 6822 Business Ethics and Corporate Social Responsibility
- MGMT 6823 Sustainable Business Opportunity

**Complete 1:**
- Any MKTG 6000 or higher

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Graduate Business School Specialization Policies:

- Students are expected to meet all course Prerequisites. Students may be eligible for prerequisite course waivers based on prior coursework. See advisor for course waiver possibilities.
- To declare or change a specialization, email grad.advising@ucdenver.edu with your name, student ID number and specialization chosen.
- The specialization selected will be documented on the final transcript, but will not be documented on the Diploma.

*For questions about your degree plan or for other program assistance, please call 303-315-8110 or e-mail grad.advising@ucdenver.edu*