

Marketing, BS, BA

Department: Management Department

College: Jon M. Huntsman School of Business

Overview

About This Degree

Marketing is an interdisciplinary career path in business. A marketing degree can open many doors in a wide range of industries, including advertising, media, and sales activities. The modern marketer understands and influences buyer and seller behavior. Within the socio-economic and political environment, the marketer plans, prices, promotes, and distributes goods and services.

The marketing program is housed in the Jon M. Huntsman School of Business, the oldest business school west of the Mississippi. USU has offered business degrees since 1894 and has long held prestigious accreditation from the Association to Advance Collegiate Schools of Business (AACSB) International and continues to be on the forefront of advanced business education.

Students will receive a **BS** by completing all required courses in their major. To receive a **BA**, students must also gain proficiency in one or more foreign languages.

Career Options

With a degree in marketing, you will be qualified for the following careers:

- Sales
- Advertising
- Retail
- Customer relations
- Purchasing and procurement
- Brand management
- Market research
- Product management
- Public relations specialist
- Sales representative
- Investment manager
- Media planner
- Financial services
- Marketing assistant

[Career Services](#) provides counseling and information on hundreds of job and internship opportunities and even helps students apply and interview.

What it takes

Admissions Requirements

In addition to Utah State University's [admissions requirements](#), the Department of Management has additional requirements:

- **Freshmen:** Incoming freshman may be admitted directly if they have an ACT composite score of 24 or higher and a high school GPA of 3.5 or higher.
- **Transfer Students:** Transfer students from other institutions or students transferring from other USU majors may be admitted after they have earned 24 or more post-high school credits with a 3.5 GPA or higher.
- Students not meeting the above conditions can still to apply. Admission is competitive based on available space. Students must fill out an application (available online), have earned a minimum GPA of 2.67, and must have completed certain prerequisite courses.

International students have [additional admissions requirements](#).

Major Requirements

[Click here](#) to see course requirements for the **Bachelor of Science**.

[Click here](#) to see course requirements for the **Bachelor of Arts**.

Although a study abroad experience is not required, it is strongly recommended because it helps students become more competitive in a global market. The Jon M. Huntsman School of Business has its own study abroad program to help students get ahead globally.

Contact

Advising

All new USU students participate in a [New Student Orientation](#) program, where they receive detailed information about major requirements, registering for classes, and other important advising information.

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Get Involved

Professional Organizations, Honor Societies, and Clubs

Huntsman Marketing Association: The Huntsman Marketing Association is a chapter of the American Marketing Association. This association provides interested students with exposure to marketing issues, speakers, networking opportunities, and career advice. The club meets every other week and welcomes all who are excited about the field of marketing.

Society for International Business and Economic Development: SIBED focuses on the strategic role businesses play in the development of people and the communities where they live. This club focuses on expanding awareness of international opportunities for academic and professional development, developing knowledge and understanding of current issues in international business and development, and helping students become advocates for corporate and humanitarian social responsibility.

Society for the Advancement of Ethical Leadership: This club brings practical, real-world, hands-on, ethics and leadership training to students. Members participate in the Ethical Leadership Book Club, Ethics Leadership Day, and Partners in Business Ethical Leadership Seminar.

Business Ambassadors: The Business Ambassadors are student representatives of the Jon M. Huntsman School of Business. Each spring, business ambassadors are selected to assist the dean with hosting events attended by alumni and prominent business professionals. They are responsible for welcoming, giving campus tours, and helping recruit students to the Huntsman School of Business. They travel with the USU ambassadors to community colleges and other two-year institutions to recruit transfer students, to high schools to recruit new freshman, and they work with campus advisors to recruit undeclared students.

Business Council: The business council is a 16-18 person team under the direction of a business senator and a faculty advisor. Each of the members on the council has a direct relationship with a Huntsman club and works with the club to bring ideas and activities forward to benefit students.

Future Business Leaders of America (Phi Beta Lambda): PBL is a nonprofit educational association of students preparing for careers in business. PBL's mission is to bring business and education together in a positive working relationship through innovative leadership and career development programs.

Innovation and Entrepreneurship Council: The Innovation and Entrepreneurship Council sponsors a campus-wide Entrepreneurship Week (E-Week) each spring. During E-Week, students can participate in various competitions for a chance to win cash prizes, including the elevator pitch competition, where students pitch their business ideas for a chance to win a generous cash prize to help fund their business venture.

Lean Leaders: This club meets once a week to learn about operational excellence, a concept focused on efficiency. The club works with local businesses to implement lean practices, giving students experience in leadership,

management, team building, and more.

New Venture Development Group: The New Venture Development Group is comprised of students who form business plans, including information on how to patent, develop, and implement strategic ideas.

Research Group: Through this group, students are able to team up with professors to conduct research on any topic of their choice. Benefits include presenting at conferences and publishing. Graduate schools usually require a student publication experience.

Research Group Quarterly: The *Quarterly* is a research journal that publishes research done by students, business scholars, and practicing professionals in the Huntsman School of Business. In this group, students don't personally participate in research, but instead compile the research done by other Huntsman research groups into the *Quarterly*. Students have the opportunity to co-publish discipline-specific research, write reviews of the literature, give critiques, and write essays. The *Quarterly* also publishes a series of profiles that highlights individuals or organizations that excel in entrepreneurship or ethical leadership.

Survey Research Group: This group is primarily focused on survey research. On their own initiative, students work with business professionals and scholars in conducting survey research projects which include research design, questionnaire development, and analyzing and reporting results. Any business student who is interested in survey research can participate.

Beta Gamma Sigma: BGS is the international honor society serving business programs accredited by AACSB International (Association to Advance Collegiate Schools of Business). Membership in Beta Gamma Sigma is the highest recognition an AACSB business student can receive.

Labs, Centers, Research

With the second oldest [undergraduate research](#) program in the nation, USU offers students a wide range of opportunities to gain hands-on research experience. The [Undergraduate Research and Creative Opportunities](#) program allows students to apply for grants and receive funding. USU's [Honors Program](#) prepares students for excellent graduate programs by helping them build relationships with professors, participate in research projects, take smaller, more intensive classes, and develop leadership skills.

Career Acceleration Center: This center houses a number of career accelerators, retired business professionals, available exclusively to business students. They give students feedback and advice on interviewing, networking, and provide professional career coaching. Additionally, they teach some business classes.

Center for Entrepreneurial Excellence: This center aids students in the creation of new organizations that promote independence and self-sufficiency and make significant contributions to the communities in which they operate. Some of the resources offered include a lecture series, tools for assessing business opportunities, branding services, web design, programming, student competitions, mentoring programs, marketing tools, workshops on critical topics, corporate partners, and funding sources for new ventures.

Huntsman Computer Laboratory: The computer lab in the business building has sophisticated statistical software, including E-Reviews, R, and SAS.

Huntsman Internships: The Huntsman School of Business has an internship office where students are able to meet with internship advisors, apply for internships, or register their current employment for internship credit. Through the program, students have secured internships for organizations including Goldman Sachs, the Steven R. Covey Group, and Bosch. Internships typically last for one semester and allow students to earn three credits.

Huntsman Scholar Program: Huntsman Scholars are high-achieving students who are selected based on academic performance, leadership, service, and performance during an eight-hour interview. They receive a \$1,000 scholarship each semester, participate in weekly meetings, do volunteer work, and have the opportunity to participate in an all-expense-paid study abroad trip to Europe.

Huntsman Study Abroad Program: The Huntsman School of Business offers students an opportunity to participate in one of three summer study abroad programs: South America, Asia, and Turkey/Eastern Europe. Each program lasts eight weeks: three weeks on campus and five weeks traveling. During the study abroad, students visit businesses, government offices, international organizations, and major cultural sites. They gain insights into the dynamics and realities of the global marketplace and learn how decision makers keep their organizations competitive in a constantly changing environment.

Huntsman Summer Trips: During the summer, students can earn credit while traveling to places such as New York, Silicon Valley, Seattle, and San Francisco. Students can choose whether or not to pay for semester credits and complete the credit requirements. While on the trip, students network with company professionals, including USU alumni, as they learn about marketing, finance, economics, etc.

Partners in Business: Partners in Business professional business seminars feature speakers from the cream of the business and academic worlds. Seminars cover current and compelling business issues and provide in-depth training and continuing education for business professionals. Top-notch business students from USU are actively involved in coordinating seminars and running various aspects of the Partners program.

Small Enterprise Education and Development Program: SEED gives USU students an opportunity to work with people in developing economies. Students teach workshops about business principles, including tracking sales, and how to identify costs, manage cash, and develop a business plan. At the conclusion of the training, participants may be awarded funding by an external company. USU students continue to work with the funded businesses, helping them grow.