

Contact the Department of Management for specific course requirements.

The support field must be approved by the department's Graduate Programs Committee.

## Courses of Instruction

All Courses of Instruction are located in one section at the back of this catalog.

### Course and Subject Guide

The "Course and Subject Guide," found in the Courses of Instruction section of this book, serves as a table of contents and provides quick access to subject areas and prefixes.

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# Department of Marketing and Logistics

Main Departmental Office  
Business Administration Building, 236  
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(940) 565-3120

Web site: [www.coba.unt.edu/mktg](http://www.coba.unt.edu/mktg)

### Jeffrey Sager, Chair

*Graduate Faculty:* Blankson, Chowdhury, Crawford, Farris, Ganesh, Guzman, Hasty, Lewin, Paswan, Pelton, Pohlen, Sager, Spears, Strutton, Swartz, Thompson.

## Research

Research interests of the faculty include transportation, supply chain mapping, project management, supply chain metrics, logistics costing and pricing, cash-to-cash, use of real options, economic forecasting through the use of the supply chain, new product development, franchising, cross-cultural consumer buying behavior, advertising, sales promotion, corporate image, internet marketing, positioning, and services marketing.

In addition to the UNT Faculty Research Fund, research in the department has been sponsored by Lockheed-Martin Aeronautics Company, Texas Logistics Education Foundation, Texas Motor Transportation Association, DHL, IBM, and Edventure Partners/General Motors Marketing Internship Program.

## Degree Program

The Department of Marketing and Logistics offers a graduate program leading to the following degree:

- Doctor of Philosophy with a major in marketing.

The college offers a Master of Business Administration with a major in business administration and concentrations in marketing and in logistics and supply chain management.

Minimum admission standards are established by the graduate faculty of the College of Business and the marketing and logistics department. Satisfaction of the minimum standards does not guarantee admission to a degree program. The graduate faculty of the marketing and logistics department have established additional requirements specific to the academic programs within the department.

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