

# INTEGRATED MARKETING (MS)

Department Website (<https://www.sps.nyu.edu/homepage/academics/masters-degrees/ms-in-integrated-marketing.html>)

**NYSED:** 20715 **HEGIS:** 0509.00 **CIP:** 52.1801

## Program Description

The Master of Science in Integrated Marketing program at the NYU School of Professional Studies prepares students with the theoretical knowledge, the analytical skills, and the most effective methodologies required to become leaders who are able to implement compelling marketing campaigns, to grow market share, and to increase an organization's bottom line. All courses have a marketing focus with a distinctive breadth and depth of topics in which students are immersed. The program provides a strong curricular foundation through core courses to help students anticipate and to address the needs of this ever-changing and exciting profession. Students also have the opportunity to specialize in key areas, which include digital marketing, brand management, or marketing analytics.

## Admissions

Admission to master's programs at the NYU School of Professional Studies requires the completion of a U.S. bachelor's degree or its international equivalent. Admissions decisions are made through a holistic review process. Visit the SPS Admissions website (<https://www.sps.nyu.edu/homepage/admissions/admissions-criteria-and-deadlines/graduate-programs.html>) for detailed application requirements and deadlines.

## Program Requirements

The program requires the completion of 42 credits, comprised of the following:

Course	Title	Credits
<b>Core Requirements</b>		
INTG1-GC 1000	Integrated Marketing	3
INTG1-GC 1005	Campaign I: Strategy & Execution	3
INTG1-GC 1011	Competitive Strategy	3
INTG1-GC 1015	Campaign II: Planning & Management	3
INTG1-GC 1025	Database Management & Modeling	3
INTG1-GC 1030	Finance for Marketing Decisions	3
INTG1-GC 1035	Digital Marketing	3
INTG1-GC 1055	Statistical Measurements, Analysis & Research	3
INTG1-GC 1060	The C-Suite Perspective: Leadership & Integrated Marketing	3
<b>Concentration Courses</b>		
Select one of the following concentrations:		12
Brand Management		
Digital Marketing		
Marketing Analytics		
<b>Capstone</b>		
INTG1-GC 4000	Capstone	3
<b>Total Credits</b>		<b>42</b>

## Concentrations

For each concentration, students complete four courses from any one concentration; or three courses from one concentration and one from either of the other concentrations; or may select with advisement, one (3-credit) course in a related field from another NYU School of Professional Studies graduate program.

### Brand Management

Course	Title	Credits
INTG1-GC 2200	Brand Strategy	3
INTG1-GC 2205	Managing Products & Brands	3
INTG1-GC 2210	Consumer Behavior	3
INTG1-GC 2015	Internship	3
INTG1-GC 2115	Operations Strategy	3

### Digital Marketing

Course	Title	Credits
INTG1-GC 2100	Social Media & The Brand	3
INTG1-GC 2105	Search Marketing	3
INTG1-GC 2120	E-Commerce Marketing	3
INTG1-GC 2015	Internship	3
INTG1-GC 2115	Operations Strategy	3

### Marketing Analytics

Course	Title	Credits
INTG1-GC 2300	Business Analytics and Data Visualization	3
INTG1-GC 2305	Web Analytics: SEO/SEM, PPC, Email & Clickstream	3
INTG1-GC 2310	Advanced Test, Analysis, & Experimental Design	3
INTG1-GC 2315	CRM: Managing Customer Experience	3
INTG1-GC 2015	Internship	3

## Sample Plan of Study

Course	Title	Credits
<b>1st Semester/Term</b>		
INTG1-GC 1000	Integrated Marketing	3
INTG1-GC 1005	Campaign I: Strategy & Execution	3
INTG1-GC 1030	Finance for Marketing Decisions	3
INTG1-GC 1055	Statistical Measurements, Analysis & Research	3
<b>Credits</b>		<b>12</b>
<b>2nd Semester/Term</b>		
INTG1-GC 1015	Campaign II: Planning & Management	3
INTG1-GC 1011	Competitive Strategy	3
INTG1-GC 1035	Digital Marketing	3
INTG1-GC 1025	Database Management & Modeling	3
<b>Credits</b>		<b>12</b>
<b>3rd Semester/Term</b>		
INTG1-GC 2200	Brand Strategy	3
INTG1-GC 2100	Social Media & The Brand	3
INTG1-GC 2015	Internship	3
INTG1-GC 3100	Special Topics:	3
<b>Credits</b>		<b>12</b>
<b>4th Semester/Term</b>		
INTG1-GC 1060	The C-Suite Perspective: Leadership & Integrated Marketing	3

INTG1-GC 4000	Capstone	3
	<b>Credits</b>	<b>6</b>
	<b>Total Credits</b>	<b>42</b>

## Learning Outcomes

Upon successful completion of the program, graduates will:

1. Analyze existing marketing campaigns to devise a strategic direction for a brand.
2. Formulate new solutions to external business needs in multiple media channels.
3. Evaluate financial and human capital management opportunities to address internal business needs.
4. Appraise existing marketing strategies and propose new data-driven marketing efforts.
5. Design data analytics tools and apply predictive and real time analysis of data to inform marketing efforts.
6. Interpret data to predict consumer behavior.
7. Assemble a traditional and digital marketing effort, utilizing diverse technologies and multiple communications channels.
8. Create new strategies for communications and marketing.
9. Integrate emerging marketing tools and trends into existing marketing practices.
10. Argue the merit and usefulness of an integrated marketing and media campaign from conception to execution to optimization.
11. Compare marketing strategies among various industries and verticals to identify common successes and best practices.
12. Compose a business plan proposal.

### Policies

#### NYU Policies

University-wide policies can be found on the New York University Policy pages (<https://bulletins.nyu.edu/nyu/policies/>).

#### School of Professional Studies Policies

Additional academic policies can be found on the School of Professional Studies academic policy page (<https://bulletins.nyu.edu/graduate/professional-studies/academic-policies/>)e (<https://bulletins.nyu.edu/graduate/professional-studies/academic-policies/>).

#### Internship Policies

Students must complete a minimum of 18 credits and have a minimum GPA of 3.0 to be eligible to apply for the internship course.