

## RETAILING

## RET

### Department of Advertising, Public Relations and Retailing College of Communication Arts and Sciences

- 261 Introduction to Retailing**  
Fall, Spring. 3(3-0) SA: HED 261 Not open to students with credit in MSC 351.  
Retailing of goods and services. Retail industry structure, location, pricing, promotion, and management.
- 362 Human Resources and Professional Practice in Retailing**  
Spring. 3(3-0) P:M: (RET 261) and completion of Tier I writing requirement SA: HED 362  
Strategies for selecting, managing, evaluating and developing employees. Leadership, motivation, team building, problem-solving, and evaluation of skills necessary to compete professionally.
- 363 Promotional Strategies in Retailing**  
Spring. 3(3-0) P:M: RET 261 R: Open only to juniors or seniors. SA: HED 363  
Overview of integrated marketing communications as they apply to retailing. Development and implementation of promotional strategies for retailers.
- 371 Merchandise Planning and Buying**  
Fall, Spring. 4(4-0) P:M: ((RET 261 and MSC 327) and completion of Tier I writing requirement) and (ACC 201 or ACC 230) and (CSE 101 or CSE 131) and (MTH 112 or MTH 110 or MTH 114 or MTH 116 or MTH 124 or MTH 132 or MTH 201 or STT 200 or STT 201) SA: HED 371  
Calculations and computer application in the planning and control of merchandising budgets.
- 373 Retail Entrepreneurship**  
Fall. 3(3-0) P:M: RET 261 R: Open only to juniors or seniors. SA: HED 373  
Small retailing and service businesses and the economy. Problems and strategies for effective management. New venture creation.
- 460 Retail Information Systems**  
Fall, Spring. 4(4-0) P:M: (CSE 101 or CSE 131) and (MTH 110 or MTH 116 or MTH 112 or MTH 114 or MTH 124 or STT 200 or STT 201) and (RET 371 or MSC 351) SA: HED 460  
Information needed to make effective retail decisions. Use of technology in collecting, analyzing, and interpreting retail systems data and in writing and presenting reports.
- 465 International Retailing**  
Fall, Spring. 3(3-0) P:M: ((RET 261) and completion of Tier I writing requirement) and (MSC 300 or MSC 327) R: Open only to juniors or seniors in the Retailing major or Food Management major. SA: HED 465  
Influence of economic development on distribution and consumption. Retailing in the world market.
- 471 International Buying and Product Development**  
Fall, Spring. 3(3-0) P:M: RET 371 SA: HED 471  
International merchandising. Global procurement. Sourcing strategies and international purchase negotiations.

- 481 Retail Strategy Analysis**  
Fall, Spring. 3(3-0) P:M: ((RET 371) and completion of Tier I writing requirement) and (FI 201 or FI 320 or ABM 435) RB: RET 363 and RET 373 SA: HED 481  
Strategic and financial planning for retailers.
- 490 Independent Study**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 6 credits in all enrollments for this course. R: Not open to freshmen or sophomores. Approval of department.  
Supervised individual study in an area of retailing.
- 493 Internship in Retailing**  
Fall, Spring, Summer. 3 to 8 credits. P:M: RET 362 and RET 371 R: Approval of department. SA: HED 493A  
Supervised professional experience in a selected company which cooperates in offering students structured management activities.
- 861 Research in Retailing**  
Fall. 3(3-0) RB: Research methods course. SA: HED 861  
Retailing research streams and methodology. Implications of research for future directions in retailing.
- 864 International Retailing Theory**  
Spring. 3(3-0) RB: RET 861 SA: HED 864  
Global retail systems. Internationalization theories.
- 865 Japanese Retailing**  
Summer. 3(3-0) SA: HED 865  
Distribution of consumer products in Japan. Changing retail formats leading to the emergence of discount retailers. Strategic alliances and vertical channel systems. Cultural considerations.
- 873 International Consumer Behavior**  
Spring. 3(3-0) SA: HED 873  
Analysis and application of consumer behavior theory and models in international retailing. Behavioral and cross cultural research and theoretical issues in the global marketplace. Strategy development for adapting merchandising to global markets.
- 890 Supervised Independent Study in Retailing**  
Fall, Spring, Summer. 1 to 6 credits. A student may earn a maximum of 9 credits in all enrollments for this course. SA: HED 890A  
Independent study in topics related to consumer behavior, ecommerce, retail strategy, human resource management, or international retailing.
- 891 Topics in Retailing**  
Fall, Spring, Summer. 3(3-0) SA: HED 891A  
Selected topics related to consumer behavior, ecommerce, retail strategy, human resource management, or international retailing.
- 893 Internship in Retailing**  
Fall, Spring. 1 to 3 credits. A student may earn a maximum of 3 credits in all enrollments for this course. SA: HED 893A  
Supervised internship in a professional setting in consumer behavior, ecommerce, human resource management, or international retailing.
- 898 Master's Project**  
Fall, Spring, Summer. 1 to 4 credits. A student may earn a maximum of 8 credits in all enrollments for this course. R: Open only to master's students in the Retailing major.  
Master's degree Plan B project. Participation in a research project in retailing.

- 899 Master's Thesis Research**  
Fall, Spring, Summer. 1 to 7 credits. A student may earn a maximum of 20 credits in all enrollments for this course. R: Open only to master's students in the Retailing major.  
Master's thesis research.
- 900 Decision Processes in Retailing**  
Spring. 3(3-0) R: Approval of department. SA: HED 900  
Theories and literature on decision processes in organizational and individual consumer contexts.
- 901 Professional Seminar**  
Fall. 3(3-0) RB: Research methods course. SA: HED 901  
Identification of researchable problems in retailing, services, and industries. Strategies and techniques for preparing grant proposals and manuscripts for publication.
- 999 Doctoral Dissertation Research**  
Fall, Spring, Summer. 1 to 36 credits. A student may earn a maximum of 36 credits in all enrollments for this course.  
Doctoral dissertation research.