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: (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.

402 Promotional Strategies in Retailing
Fall, Spring. 3(3-0) P: (RET 261 or MKT 351 or MKT 300 or MKT 327) and completion of Tier I writing requirement and (CSE 101 or CSE 131) and (MTH 112 or MTH 110 or MTH 152 or MTH 116 or MTH 124 or MTH 132 or MTH 201 or STT 200 or STT 201) and (ACC 201 or ACC 230) SA: HED 371
Overview of integrated marketing communications as they apply to retailing. Development and implementation of promotional strategies for retailers.

471 International Buying and Product Development
Fall, Spring. 3(3-0) P: RET 371 SA: HED 471

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.

492 Special Topics in Retailing
Fall, Spring, Summer. 1 to 9 credits. A student may earn a maximum of 9 credits in all enrollments for this course. R: Open to seniors or graduate students. Issues and problems in contemporary retailing. Effects of new technology and processes on retail practice.

493 Internship in Retailing
Fall, Spring, Summer. 3 to 8 credits. P: RET 362 or MGT 325 R: Approval of department. SA: HED 493A
Supervised professional experience in a selected company which cooperates in offering students structured management activities.

611 Research in Retailing
Fall. 3(3-0) RB: Research methods course. SA: HED 681
Research and writing in retailing. Identification of researchable problems in retailing.

717 Retail Theory and Strategy
Summer. 3(3-0) P: RET 371 SA: HED 717
Global retail systems. Internationalization theories.

864 International Retailing Theory
Spring. 3(3-0) RB: RET 681 SA: HED 864

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, e-commerce, 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 masters 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 masters students in the Retailing major. Master’s thesis research.

900 Decision Making and Judgment
Fall. 3(3-0) R: Approval of department. SA: HED 900
Theories and literature of decision making and judgment 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 24 credits. A student may earn a maximum of 99 credits in all enrollments for this course. Doctoral dissertation research.