The graduate certificate in global marketing is a 15 credit hour program which provides specialized content knowledge in brand management, marketing research and customer decisions for business, government and nongovernmental entities that operate on a global scale.

Program Description

Degree Awarded: Certificate Global Marketing (Certificate)

For global marketing, the domestic marketing frameworks and tools are not sufficient. Global marketing expands this content to include the idiosyncrasies and complexities of political, economic, legal, societal, and cultural differences that exist in foreign markets.

The courses in the global marketing certificate position and equip students in multinational corporations or international organizations to comprehend how and why customers make decisions the way they do, leverage branding as a capability to create value and use the abundance of data available in today's market to engage in cutting edge business analytics. The courses in this program emphasize experiential approach to learning, using case studies featuring companies across the globe with different cultures and complex legal environments. The common theme across these courses is to advance understanding of the critical nuanced differences that managers need to recognize when conducting business across borders. Students examine how customer decision-making, branding, business analytics, negotiation, channels and distribution, sales force management, product development and strategic services marketing are played out in the international arena.

At a Glance

- **College/School:** Thunderbird School of Global Management
- **Location:** Downtown Phoenix campus

Degree Requirements
15 credit hours

**Required Core (6 credit hours)**
TGM 553 Global Customer Decision Making (3)
TGM 554 Global Marketing Research (3)

**Electives (9 credit hours)**

**Additional Curriculum Information**
Students choose three elective courses from a restricted list. Additional courses may be utilized with approval from the academic unit.

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**Admission Requirements**

Applicants must fulfill the requirements of both the Graduate College and the Thunderbird School of Global Management.

Applicants are eligible to apply to the program if they have earned a bachelor's or master's degree, in any field, from a regionally accredited institution.

Applicants must have a minimum of a 3.00 cumulative GPA (scale is 4.00 = "A") in the last 60 hours of a student's first bachelor's degree program, or applicants must have a minimum of 3.00 cumulative GPA (scale is 4.00 = "A") in an applicable master's degree program.

All applicants must submit:

1. graduate admission application and application fee
2. official transcripts
3. proof of English proficiency

**Additional Application Information**
An applicant whose native language is not English (regardless of current residency) must provide proof of English proficiency.

Applicants must have taken TGM 551 Global Marketing Strategy and TGM 552 Global Marketing Management, or TGM 503 Global Marketing, or a three credit hour, 500-level graduate course with a minimum grade of "B" (scale is 4.00 = "A") or its equivalent. Coursework must be from a regionally accredited institution, from an institution accredited by a business accreditation organization such as the Association to Advance Collegiate Schools of Business (AACSB), European Quality Improvement System (EQUIS) or Association of MBAs (AMBA), or other institutions with approval from the academic unit.
Contact Information

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