Collection Development Policy, Marketing

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Collection Development Statement

Department: College of Business: Marketing
Drafted by: Shellie Foss
Date drafted: March 8, 2004
Date revised: 27 May 2008 by Jason Martin
Date revised: 20 April 2015 by Missy Murphey

Collection purpose

The collection supports the coursework and research activities of students at the undergraduate and graduate levels, as well as the instruction and research activities of faculty, as well as business and marketing-oriented programs throughout the University.

GRADUATE PROGRAMS

Doctoral Program--Business Administration: Marketing Concentration

The primary objective of the marketing track for the Ph.D. program in Business Administration is to prepare students for a successful academic career in marketing. Accordingly, the goal of the program is to produce skilled researchers who can make a valuable contribution to the discipline.

Master’s Degree Programs – Master of Business Administration

The UCF Executive MBA is a 19-month, cohort program designed for mid to senior-level professionals. The UCF EMBA offers an applicable curriculum and international residency in a rigorous, leadership focused program. Classes are held three Saturdays and one Friday per month starting each fall at the UCF Executive Development Center’s state-of-the-art downtown facility.

The UCF Professional MBA is a 24-month cohort program designed for emerging professionals. The UCF PMBA offers students the ability to complete an MBA program while maintaining their career path. Classes are held two evening per week starting at the UCF Executive Development Center each summer or at a regional campus each fall.

The UCF Evening MBA is designed to accommodate working professionals who want to pursue an MBA at their own pace. Offered each fall, this MBA program is part-time with evening, weekday classes held at the UCF Main Campus.

UNDERGRADUATE PROGRAMS

Majors

- Marketing
Marketing encompasses the total system of interacting business activities designed to plan, price, promote, and distribute products and services to customers. The marketing curriculum concentrates on developing the student's ability to understand, interpret, and measure market demand and to understand the blending of product, pricing strategies, promotional strategies, and distribution. There are currently two tracks: General and Professional Selling. Beginning in 2016, the Professional Selling track will be opened up to other majors in the business school. Within the major, certificates of achievement may be earned in the following areas: Selling and Sales Management; Retailing Management; E-Marketing; Sport Marketing Management; and Healthcare Marketing.

COLLECTION DESCRIPTION
The collection consists of print and electronic books, journals, magazines, newspapers, government publications, indexes, and numerous statistical and reference sources.

Current Databases and Online Journals
The Libraries' homepage provides access to these major databases used for marketing and consumer research, as well as links to selected Internet business information resources. Due to the focus on consumer research, demographics resources are also included.

ABI Inform Complete
BizMiner
Business Abstracts with Full Text
Business and Industry
Business Expert Press (eBooks)
Business Insights: Essentials
Business Source Premier
General Business File ASAP
Hoovers Online
Human Resources Abstracts
IBISWorld
Lexis/Nexis Academic (includes Company Dossier)
Marketline Advantage
Mergent Archives (digitized Moody’s Manuals)
Mintel Current
Orlando Business Journal et al with SGA/SDES/Career Services subscription to BizLink
S&P NetAdvantage
Proquest Statistical Insights
RDS Business Suite
SBRnet: Sports Business Research Network
SimplyMap
Social Explorer
ValueLine Research Center
Wall Street Journal (1984-current)
Collection guidelines

- **Chronology: Emphasis/restrictions**

Current material is emphasized although major historical and theoretical works of any period are also purchased.

- **Languages: Emphasis/restrictions**

English is strongly preferred. Materials in other languages are acquired only by request.

- **Geography: Emphasis/restrictions**

Emphasis is on the United States. A secondary focus is on the European Communities and Asia. Other areas, such as China, India, and Brazil, are also collected as literature warrants.

- **Subject treatment**

The collection supports present and anticipated teaching and research in the field of Marketing and its sub-disciplines. At present, the central focus of the department and the chief interests of the faculty are encompassed in the following areas of teaching and research: marketing research, sales and marketing management, industrial marketing, direct marketing, consumer behavior, retailing, advertising, international marketing, logistics, distribution channels, marketing and society, marketing strategy, marketing technology, relationship marketing, services marketing, technology and marketing, and transportation.

Theoretical works and published research are most important. Statistical and mathematical works are also collected, as are works dealing with the role of government in business. Histories are of less importance generally, but in some areas, for example, advertising, they are acquired.

Practice and methods and legal aspects of marketing are selectively acquired. Elementary textbooks are not normally acquired, but textbooks on the advanced level are acquired on a selective basis.

As of Summer 2008 “Research Recommended” books have not been automatically acquired via the approval plan from YBP.

- **Material formats: Emphasis/restrictions**
Suggestions for monographic and serial purchases are accepted from librarians, teaching faculty, students, and staff. Approval plans, reviews, bibliographies, publisher’s catalogs, and direct mail announcements are the basic sources used for selection.

Materials selected should include general monographs, bibliographies, collected works, conference proceedings, dictionaries, encyclopedias and handbooks. Media will be purchased per faculty request. Formats should include both print and electronic resources with a strong preference for electronic resources.

- **Publication dates**

Emphasis is on the acquisition of current imprints. Retrospective purchasing will be done to fill in the gaps in the collections and to replace lost volumes. In particular, retrospective purchasing on company histories will be actively sought.
### Subjects collected and Collecting levels

<table>
<thead>
<tr>
<th>LC Class</th>
<th>Subject Descriptors</th>
<th>Collection Level</th>
<th>Desired Level</th>
</tr>
</thead>
<tbody>
<tr>
<td>HD59-59.6, (HM263)</td>
<td>Public Relations</td>
<td>2</td>
<td>3</td>
</tr>
<tr>
<td>HD9980-HD9990</td>
<td>Services Marketing</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>HF1009.5-HF1416</td>
<td>Global Marketing (Export Marketing)</td>
<td>3</td>
<td>4</td>
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<tr>
<td>HF5387-HF5387.5</td>
<td>Business Ethics</td>
<td>3</td>
<td>4</td>
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<tr>
<td>HF5412.32-HF5412.33</td>
<td>Consumer Behavior</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>HF5415.13, HF5823</td>
<td>Marketing Management</td>
<td>3</td>
<td>4</td>
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<tr>
<td>HF5415.2-HF5415.34</td>
<td>Market Research</td>
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<td>HF5438.25, HF5415.126, HF5861</td>
<td>Direct Marketing</td>
<td>3</td>
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<tr>
<td>HF5415.129-HF5415.6</td>
<td>Distribution (Channels of Distribution)</td>
<td>3</td>
<td>3</td>
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<tr>
<td>HF5428-HF5429.6</td>
<td>Retailing (Retail Trade)</td>
<td>3</td>
<td>4</td>
</tr>
<tr>
<td>HF5437-HF5444</td>
<td>Purchasing, Selling, Sales personnel, Sales executives</td>
<td>2</td>
<td>4</td>
</tr>
<tr>
<td>HF5801-HF6182</td>
<td>Advertising</td>
<td>3</td>
<td>3</td>
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</tbody>
</table>

Table 1. Key: 0 = Libraries do not collect; 1 = Minimal level; 2 = Basic information level; 3 = Instructional support level; 4 = Research level; 5 = Comprehensive
Collection management issues:

- **Replacement**

  Any book lost or stolen, which appears on the Missing titles sheets distributed by the Circulation Department to the library liaison, will be considered for replacement. The title may be ordered directly from the Collection Development replacement budget fund at the discretion of the Head of Acquisitions and the Collection Development Librarian for Education if the title is essential to the collection. Outdated or superseded editions will not be reordered unless there is a specific need.

- **Retention/De-selection**

  - The decision to dispose of certain items takes into account such factors as past circulation, date of publication, nature of the material, and the judgment of interested faculty members as to the continued usefulness of the material to their subject areas.
  - Outdated, unused and no longer reliable materials are removed from the collection.
  - Deteriorated materials can be repaired, replaced or discarded.
  - Periodicals or electronic resources will be weeded when:
    - The library has only fragments of a title which do not justify the cost of filling out the run with an alternative format.
    - A title has not been subscribed to for more than ten years and its value is not apparent.
    - A title has not been currently subscribed to for at least five years and the related programs have been discontinued.
    - A title has been replaced by electronic access (or a different form of electronic access) and its retention is no longer necessary or advisable.

- **Out of print acquisition**

  World Wide Web access to out-of-print dealers now often makes location of these items relatively convenient. As with other acquisitions, out-of-print titles will be acquired if there is a clear need to have the specific item in the collection and the price is reasonable.

- **Preservation**

  The Collection Development Librarian will consult with the Special Collections Department on all matters relating to the care, repair, and safekeeping of all circulating library materials regardless of format type. Preservation issues of importance to the Collection Development Librarian include:
- Collection maintenance of existing materials – rehousing, rebinding, repair, conservation, media transfer
- Deacidification projects - selected titles, whole collections, or partial collections
- Reformatting materials to microfilm or digital images

**Key Contacts in the Marketing Department**

Dr. Ronald E. Michaels  
Chair

Ms. Renee Skivers  
Administrative Assistant

Dr. Carolyn Massiah  
Undergraduate Programs

Dr. Pradeep Bhardwaj  
Graduate Programs

Mr. Bill Steiger  
Professional Selling Program

**Students Served**

<table>
<thead>
<tr>
<th>College of Business Administration—Student Population</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
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<tr>
<td><strong>Total Students</strong></td>
<td></td>
<td></td>
<td></td>
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<tr>
<td><strong>Graduate Students</strong></td>
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<tr>
<td>Doctoral</td>
<td>11</td>
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<td>10</td>
<td>7</td>
<td>9</td>
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<tr>
<td>Masters</td>
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<tr>
<td>MBA</td>
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<td>493</td>
<td>545</td>
<td>436</td>
<td>386</td>
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<tr>
<td><strong>Undergraduate Students</strong></td>
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<td>1328</td>
<td>1350</td>
<td>1371</td>
<td>1408</td>
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<td>MKTG-BS</td>
<td>863</td>
<td>875</td>
<td>853</td>
<td>885</td>
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<td>MKTGGENRL</td>
<td>829</td>
<td>841</td>
<td>822</td>
<td>853</td>
<td>794</td>
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<tr>
<td>MKTGSales</td>
<td>27</td>
<td>30</td>
<td>31</td>
<td>31</td>
<td>35</td>
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<tr>
<td>MKTG no sub plan</td>
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<td>4</td>
<td>1</td>
<td></td>
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<tr>
<td>MKTG-PEND</td>
<td>440</td>
<td>453</td>
<td>497</td>
<td>486</td>
<td>579</td>
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</tbody>
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Table 2. Enrollment, 2010-2014 (Pegasus Mine)