



# Business Administration - Marketing Major

SCHOOL OF BUSINESS

## Overview

Do you enjoy solving problems for people, discovering patterns of opportunity, creating persuasive communications, influencing buyers, and strengthening brands?

This program provides a strong foundation in business and marketing principles and the latest trends. You'll be well-prepared for diverse career opportunities in content creation, digital analytics, media, sales, promotions, and events.

In this program, you will learn how to:

- conduct comprehensive environmental scans to assess market conditions, identify and target market segments
- determine the most effective distribution channels to support planning objectives and craft integrated digital communication strategies
- identify and target gaps in relevant market segments to meet customer needs
- create products that align with organizational objectives, and develop pricing strategies
- create communication strategies to maximize planning outcomes
- create consumer journey maps and identify buyer needs
- succeed in both business-to-business (B2B) and business-to-consumer (B2C) markets.

Upon graduation, you'll be ready for various career opportunities in marketing, public relations, media, advertising, sales, promotions, and events. You'll also have the option to pursue a Canadian Professional Sales Association (CPSA) designation.

## Traits, skills and aptitudes

Those in marketing tend to be directive, social and innovative.

You need:

- drive and flexibility to succeed in a competitive field
- problem-solving and decision-making skills
- the ability to be persuasive
- effective stress management techniques
- strong project management, analytic, and motivational skills
- the ability to understand data to create short- and long-term plans
- a creative, outgoing, upbeat nature
- an aptitude for computers and various software.

You should enjoy organizing information, directing others, negotiating, and finding creative solutions.

## Academic path

As a graduate of this program, you can apply for SAIT's Bachelor of Business Administration - Marketing major and earn your degree with a further two years of study.

Learn more about [program and institution transfer options](#).

## Professional designations and certifications

Upon graduation, you'll be prepared to pursue a Canadian Professional Sales Association (CPSA) designation.

## Credentials

Upon successful completion of this program, you'll receive a SAIT Business Administration diploma with a major in Marketing.

## Practicum, Co-op and Work Integrated Learning

You'll have the option to participate in an integrative experience capstone project in your final semester.

If you choose a capstone project, you'll work collaboratively with students from other majors to address a challenge faced by a local business or organization. You'll work together as a team to investigate and analyze the challenge or problem before presenting a solution to company representatives.

## Admission requirements

### Applicants educated in Canada

All applicants must demonstrate [English language proficiency](#) and meet the following requirements or equivalents.

- at least 50% in Math 30-1 or Math 30-2 AND
- at least 50% in English Language Arts 30-1, or at least 60% in English Language Arts 30-2.

SAIT accepts [high school course equivalents](#) for admission for applicants educated outside Alberta.

### Applicants educated outside of Canada

All applicants who were educated outside of Canada must demonstrate English Language proficiency and provide proof they meet the program admission requirements with an international document assessment. [Find out what educational documents are accepted and assessment options.](#)

SAIT may also accept courses completed at certain [international post-secondary institutions](#).

## Costs

### 2024/25 tuition and fees

The following costs are effective as of July 1, 2024.

#### Domestic Students

Year	Number of semesters	Tuition fees	Additional fees	Total per year
1	2	\$5,910	\$1,608	\$7,518
2	2	\$5,910	\$1,608	\$7,518
Total cost:				\$15,036

The estimated total cost of tuition and fees for domestic students is based on the recommended course load per year.

#### International Students

Year	Number of semesters	Tuition fees	Additional fees	Total per year
1	2	\$19,500	\$1,608	\$21,108
2	2	\$19,500	\$1,608	\$21,108
Total cost:				\$42,216

The estimated total cost of tuition and fees for international students is based on the recommended course load per year.

## Books and Supplies

Books and supplies are approximately \$1,000 - \$1,500 per full-time year.

This is a bring-your-own-device program with a standard computer hardware and software requirement. See the specific requirements on our [computers and laptops page](#).

Find your booklist on the [SAIT Bookstore's](#) website. The booklist will be available closer to the program start date. Can't find your program or course? The bookstore didn't receive a textbook list. Contact your program directly to determine if they're still refining course details or if you're in luck; no textbook purchase is required this term.

## 2023/24 tuition and fees

The following costs are effective until June 30, 2024.

### Domestic Students

Year	Number of semesters	Tuition fees	Additional fees	Total per year
1	2	\$5,910	\$1,570	\$7,480
2	2	\$5,910	\$1,570	\$7,480
Total cost:				\$14,960

The estimated total cost of tuition and fees for domestic students is based on the recommended course load per year.

### International Students

Year	Number of semesters	Tuition fees	Additional fees	Total per year
1	2	\$18,936.30	\$1,570	\$20,506.30
2	2	\$18,936.30	\$1,570	\$20,506.30
Total cost:				\$41,012.60

The estimated total cost of tuition and fees for international students is based on the recommended course load per year.