

### MSc in Marketing Strategy and Innovation oral admission exam requirements 2025A central admission procedure

Name(s) of graduate program(s)	MSc in Marketing Strategy and Innovation
Type of the exam	<b>Oral</b>
Name of the exam	Professional and Motivation Interview
Duration of the exam	<b>20 minutes</b>
Method of the exam	<b>online</b>
Short description of the exam	<p><b>1. Introduction</b></p> <p>a. Please summarize your professional <b>career</b> and educational background.</p> <p>b. What are your best achievements during your professional <b>career</b> and education?</p> <p>c. Describe your professional experience (internship, employment, entrepreneurship, etc.)</p> <p><b>2. Motivation</b></p> <p>a. Why would you like to study at the Corvinus University of Budapest?</p> <p>b. <b>What are your goals with completing the Marketing Msc programme?</b></p> <p>c. Why did you choose this programme?</p> <p>i. Are you working currently? If yes, how do you plan to complete the study requirements besides your work?</p> <p>d. Why did you decide to continue your studies in a master's programme right after graduating from a BA programme?</p> <p>e. How do you see yourself in 5 years, 10 years? How the Marketing MSc programme will fit into your plans?</p> <p>f. What are your strengths and weaknesses?</p> <p><b>3. Professional part</b></p> <p>a. Can you name a few examples when you used in practice the competencies acquired in previous studies? How successful have you been? What would you do differently?</p> <p>b. We are particularly interested in the fact whether the applicant has the necessary personal characteristics for the marketing profession (affinity for business problems, attitudes, communication skills, etc.), uses professional vocabulary, uses arguments correctly and easily, is able to give convincing answers to the questions asked during the interview.</p> <p>c. <b>Finally, you shall discuss a marketing research question received from the committee that is related to typical marketing problems.</b></p>
Materials that can be used during the exam	no material can be used

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Recommended reading materials	Marketing Management, Fifteenth edition, 2016 by Philip Kotler and Kevin Lane Keller, Pearson Selected chapters from Marketing research: An applied orientation. 6th (2010) or 7th ed. (2019), by Naresh, K. Malhotra, Pearson: Chapters: Introduction to Marketing Research, Defining the Marketing Research Problem and Developing an Approach, Research Design, Exploratory Research Design: Secondary and Syndicated Data, Exploratory Research Design: Qualitative Research, Descriptive Research Design: Survey and Observation, Causal Research Design: Experimentation, Measurement, and Scaling: Fundamentals and Comparative Scaling, Measurement and Scaling: Noncomparative Scaling Techniques, Questionnaire, and Form Design, Sampling: Design and Procedures, Sampling: Final and Initial Sample Size Determination, Frequency Distribution, Cross-Tabulation, and Hypothesis Testing.
Topics	Marketing research questions related to typical marketing problems based on the recommended reading materials
Sample questions	How can you research the buying decision process of consumers? What research and data collection methods can be used to study consumers' buying decision process? What are the pros and cons of the suggested methods?