

**SPMT 412: Sport Marketing - Spring 2016** GEORGE MASON UNIVERSITY - School of RHT

PROFESSOR: Mr. Andy Ruge OFFICE: 10517 Patriot Square  
EMAIL: [aruge@gmu.edu](mailto:aruge@gmu.edu) PHONE NUMBER: 703-993-3271  
OFFICE HRS: MW 9:30 – 11:30 pm & by Appointment  
CLASS MEETINGS: TR 12:00 – 1:15 pm CLASS LOCATION: West Building 1007

**COURSE DESCRIPTION:** This course investigates principles and processes in sport marketing and sales. Focuses on research and development, sport promotion, sport sponsorship, advertising, merchandising, and distribution of sporting goods.

**COURSE OBJECTIVES:** Students will be able to:

1. Identify contextual components of the global, national and local sport industry.
2. Apply the theoretic foundations of sport marketing to the sport industry.
3. Describe the fundamentals of economics as applied to the sport industry.
4. Describe promotional aspects in sport enterprises.
5. Describe sales operations in sport enterprises.
6. Describe fundraising, promotions, licensing, and media relations in sport enterprises.

**NATURE OF COURSE DELIVERY:** Face to face

**REQUIRED READINGS:**

Irwin, Richard, Sutton, William, & McCarthy, Larry. (2008). *Sport Promotion and sales management* (2<sup>nd</sup> Ed.). Champaign, IL: Human Kinetics.  
Optional: Pitts, B.G., & Stotlar, D.K. (2002). *Fundamentals of sport marketing* (4<sup>th</sup> Ed.). Morgantown, WV: Fitness Information Technology, Inc.

**HONOR CODE:**

George Mason shares in the tradition of an honor system that has existed in Virginia since 1842. The Honor Code is an integral part of university life. On the application for admission, students sign a statement agreeing to conform to and uphold the Honor Code. Students are responsible, therefore, for understanding the code's provisions. In the spirit of the code, a student's word is a declaration of good faith acceptable as truth in all academic matters. Cheating and attempted cheating, plagiarism, lying, and stealing of academic work and related materials constitute Honor Code violations. To maintain an academic community according to these standards, students and faculty must report all alleged violations to the Honor Committee. Any student who has knowledge of, but does not report, a violation may be accused of lying under the Honor Code. With this in mind, all students in this course are held to the strictest standards of the George Mason University Honor Code.

**STUDENT SUPPORT:**

Any eligible student with an exceptionality documented through George Mason University's Disability Resource Center must notify the instructor so that suitable accommodations can be implemented. The notification should take place during the first week of classes.

**EVALUATION:**

Project	75 points (30%)
Discretionary (participation, assignments, attendance, etc.)	50 points (20%)
Mid Term – Multiple choice, matching, true/false	50 points (20%)
Final Exam - Multiple choice, matching, true/false	75 points (30%)
<b>TOTAL</b>	<b>250 points</b>

*Instructor Expectations:*

1. All assigned reading for each class is expected to be done prior to coming to class.
2. All written assignments must be typed (computer word processing is recommended).
3. Regular attendance and participation is expected. If you miss a class, it is your responsibility to obtain class materials from sources other than the instructor.
4. Students must abide by the Honor Code, guided by the spirit of academic integrity.

*Class Attendance:* It enhances your academic success to be in class; therefore, you should attend ALL scheduled class meetings in accordance with George Mason policy: Students are expected to attend the class periods of the courses for which they register. In-class participation is important not only to the individual student, but to the class as a whole. Because class participation may be a factor in grading, instructors may use absence, tardiness, or early departure as de facto evidence of nonparticipation. Students who miss an exam with an acceptable excuse may be penalized according to the individual instructor's grading policy, as stated in the course syllabus.

*Participation:* Respect the free exchange of thought in an academic environment and the participants therein. For example: a) do not have any sound emitting devices turned on; b) wait until the teacher/guest speaker has finished prior to gathering your belongings; and c) do not smoke, chew tobacco, eat, sleep, disrupt others by inappropriate talking, or disrespect the class schedule by being tardy. You are encouraged to a) feel free to openly and respectfully contribute your thoughts; b) listen actively to the comments of others; c) be punctual; d) ask any and all appropriate questions that you have; and e) maintain civility in your interpersonal communications. Class discussions will be conducted in a civil, informed fashion wherein disruptive students will be asked to leave the class. Your contributions are not only welcomed, they are essential.

*Alternative Work:* There is NO make-up work. Only those excused absences supported by documentation will be addressed at the instructor's discretion on an individual basis (e.g. a physician's note for an illness). Alternative work due to intercollegiate athletic competitions or other legitimate university activity must be arranged PRIOR to due date. A grade of '0' will be assigned to all missed work unless otherwise determined by the instructor.

GRADING: *There will be NO extra credit!!!*

Cumulative Points	Percentage %	Letter Grade
244 - 250	100 – 98	A+
234 – 243	97 – 94	A
224 – 233	93 – 90	A-
214 - 223	89 – 86	B+
204 - 213	85 – 82	B
196 - 203	81 – 79	B-
189 - 195	78-76	C+
179 – 188	75-72	C
174 – 178	71-70	C-
149 – 177	69-60	D
< 148	59% & Below	F

The instructor is solely responsible for assigning grades. As such, the instructor reserves the right to assess student performance in each of the categories identified in the EVALUATION section of this syllabus. Student non-compliance with stated academic, honor, attendance, or participation expectations will result in a '0' for the associated evaluation.

Day	Date	Tentative Topics Covered	Readings Due:
Tuesday	1-19	Sport Marketing Intro / TSG / Bill Guertin	
Thursday	1-21	Intro to Sport Promotion and Sales	I- 1
Tuesday	1-26	Theory for Effective Promotion & Sales	I - 2
Thursday	1-28	Sport Consumer Incentivization	I - 3
Tuesday	2-2	Sport Ticket Sales Staff Training	I -4
Thursday	2-4	Sport Ticket Sales	I -5
Tuesday	2-9	Customer Service & Retention in Sport	I - 6
Thursday	2-11	Sport Sponsorship Fundamentals	I - 7
Tuesday	2-16	Sport Sponsorship Sales & Activation	I - 8 & 9
Thursday	2-18	John Spoelstra: The Ultimate Toolkit: Student Edition Kindle	\$49.95
Tuesday	2-23	John Spoelstra Part II	
Thursday	2-25	<b>MID TERM</b>	
Tuesday	3-1	Pricing in the Sport Industry / FF Intro	P-9
Thursday	3-3	Product in the Sport Industry / FF City	P-8
Tuesday	3-8	Spring Break	
Thursday	3-10	Spring Break	
Tuesday	3-15	Licensing & Logos / FF Name	P-14
Thursday	3-17	Project Info & Group Assignment, FF Promo	
Tuesday	3-22	Project prep	
Thursday	3-24	Excel	
Tuesday	3-29	Media Relations in Sport & Slogan 101 / FF Logo	P-12
Thursday	3-31	Sport Market Segmentation, Targeting/ FF Slogan	P-5
Tuesday	4-5	Social Media & Marketing Information Systems	P-15/6
Thursday	4-7	Sales Training: Principals: type, product, Time Mgt, Sales Game	
Tuesday	4-12	Sales Training: Asking	
Thursday	4-14	Sales Training: Presenting	
Tuesday	4-19	PROJECT PRESENTATION DAY	
Thursday	4-21	PROJECT PRESENTATION DAY	
Tuesday	4-26	Sales Training: Closing & Objections	
Thursday	4-28	The Sales Game	
Tuesday			
Thursday	5-5	<b>FINAL EXAM - 10:30 am-1:15 pm</b>	

Any circumstance arising that is not explicitly addressed in this syllabus or by George Mason University policy, is implicitly governed under the auspices of common sense and will be dealt with using the instructor's discretion.

*Student Expectations*

- Students must adhere to the guidelines of the George Mason University Honor Code [See <http://academicintegrity.gmu.edu/honorcode/>].
- Students with disabilities who seek accommodations in a course must be registered with the George Mason University Office of Disability Services (ODS) and inform their instructor, in writing, at the beginning of the semester [See <http://ods.gmu.edu/>].
- Students must follow the university policy for Responsible Use of Computing [See <http://universitypolicy.gmu.edu/1301gen.html>].
- Students are responsible for the content of university communications sent to their George Mason University email account and are required to activate their account and check it regularly. All communication from the university, college, school, and program will be sent to students solely through their Mason email account.
- Students must follow the university policy stating that all sound emitting devices shall be turned off during class unless otherwise authorized by the instructor.

*Campus Resources*

- The George Mason University Counseling and Psychological Services (CAPS) staff consists of professional counseling and clinical psychologists, social workers, and counselors who offer a wide range of services (e.g., individual and group counseling, workshops and outreach programs) to enhance students' personal experience and academic performance [See <http://caps.gmu.edu/>].
- The George Mason University Writing Center staff provides a variety of resources and services (e.g., tutoring, workshops, writing guides, handbooks) intended to support students as they work to construct and share knowledge through writing [See <http://writingcenter.gmu.edu/>].
- For additional information on the College of Education and Human Development, School of Recreation, Health, and Tourism, please visit our website [See <http://rht.gmu.edu>].

PROFESSIONAL BEHAVIOR: Students are expected to exhibit professional behaviors and dispositions at all times.

CORE VALUES COMMITMENT: The College of Education and Human Development is committed to collaboration, ethical leadership, innovation, research-based practice, and social justice. Students are expected to adhere to these principles.

