

# Sport Management Major

## Overview

Sport Management (SM) leads to a Kinesiology Bachelor of Arts degree and provides students with outstanding preparation for entry-level professional positions in business and sport industries. During the first year (Level 1), students must complete a series of required courses and take distribution courses.

Advancement to Level 2 of the program (years two, three and four) is competitive. Highest consideration will be given to those students who have successfully completed all required Level 1 courses and have demonstrated academic success and professional zeal. Courses taken during years two, three, and four provide students with a strong knowledge base while taking advanced courses focusing on the business of sport with emphasis on issues of management, marketing, strategic partnerships, finance, economics, policy, law, analytics, organizational behavior, and strategy. Students are required to apply the knowledge they gain in the classroom in internships; six credits of internship experience are required.

## Requirements

### Level 1 (Year One)

During the first year, students must take the courses listed below. These courses are meant to be completed before or by the end of the term in which students apply to SM Level 2. Students admitted directly to UM as freshmen must complete all Level 1 pre-requisite courses on campus through UM. External transfer students may petition for external credit for Level 1 pre-requisite courses only. ***Election of these courses does not guarantee or presume advancement to Level 2 of the Sport Management Program.***

### Level 1 Required Courses Outside Kinesiology

- **PSYCH 111** (SS) or **PSYCH 112** (NS) - Introduction to Psychology (4 cr.)
- **FYWR** or **ENGLISH 125** - Writing and Academic Inquiry– *must earn a C or better* (4 cr.)
- **ECON 101** (SS) - Principles of Economics I (Micro) (4 cr.) - *ECON departmental credit received from AP exams will not fulfill this requirement.*
- **MATH 105** - (4 cr.) *or equivalent or higher level math course, calculus advanced placement credit or a calculus definite math placement recommendation; required only of students pursuing Path 2 Sport Policy & Analytics Concentration.*
- **STATS 250** (NS) or **SOC 210** (NS) - Introduction to Statistics and Data Analysis (4 cr.) - *Note: Students entering UM with AP STATS credits who elect to take STATS 250 or SOC 210 will forfeit their AP credits. Students entering UM with STATS AP credits who wish to keep their AP credits are required to take STATS 280 or a 400-level STATS course.*

## Level 1 Required Courses Within Kinesiology

- **SM 100** Freshman Seminar (2 cr.)
- **SM 101** (HU) - Public and Small Group Communication (3 cr.)
- **SM 111** - Historical and Sociological Issues in Sport & Fitness (3 cr.)
- **SM 203** – Introduction to Sport Management (3 cr.)

Note: Students in Level 1 may register for internship credits under SM 290. SM 290 does not fulfill the six credits of required internship, which must be completed in Level 2 as SM 403. SM 290 and SM/UC 280 may count towards a student's general elective credits.

## Level 2 (Years Two, Three and Four)

SM Level 2 required and elective classes cannot be substituted with courses from other U-M units and/or US colleges/universities unless by announcement from the Sport Management faculty. Students with unsatisfactory academic performance in Level 2 courses may be placed on probation or withdrawn from the program.

## Level 2 Required Courses

- **SM 217** (HU) – Business Communications (3 cr.)
- **SM 238** Introduction to Accounting and Finance (3 cr.)
- **SM 241** Introduction to Economic and Policy Issues in Sport (3 cr.)
- **SM 246** Principles of Marketing (3 cr.)
- **SM 249** (NS) - Research Methods for the Sport Industry. *Advisory prerequisite of STATS 250.* (4 cr.)
- **SM 332** - Organizational Behavior of Sport Organizations (3 cr.)
- **SM/HF 333** - Legal & Ethical Issues in Sport (3 cr.)
- **SM 499** Strategy of Sport Organizations (3 cr.) - requires senior standing
- **SM 403** - Students are required to complete six credits of internship experience; internships must be pre-approved by the internship coordinator, see the SM 403 form for details.

## Sport Management Concentrations

Students must complete 21 credits of electives in Years Three and Four. At the end of Year 2 students will work with their academic advisor to declare a concentration in either Path 1: Sport Marketing and Management or Path 2: Sport Policy and Analytics. Students will choose their electives to complete their concentration as detailed below.

Once students complete their SM requirements, they are expected to take coursework outside of the SM program to complement their degree. Many students elect to take these courses overseas or on campus through completion of a minor, or potentially, a second major. Students wishing to complete additional credits in SM, beyond the required 21 elective credits, may submit an academic appeal to the program director.

### Path 1: Sport Marketing & Management

This concentration explores themes, including marketing, management, social enterprise, leadership, entrepreneurship, and socio-cultural factors, influencing the business of sport.

To complete a concentration in Sport Marketing & Management a student must take seven electives as follows: five courses listed under their declared concentration and at least one course listed under the other concentration that is unique to that concentration path.

### **Path 2: Sport Policy & Analytics**

This concentration focuses on data analytics, specifically in relation to finance (e.g., venues, real estate, etc.), economics (e.g., the economic impact of sport venues, competitions, etc.), and policy issues (e.g., local, state, national, and international policies affecting sport competitions, venues, etc.) relevant to business development in sport. **Students pursuing this concentration must have Math 105 or equivalent or higher level math course, calculus advanced placement credit or a calculus definite math placement recommendation.**

To complete a concentration in Sport Policy & Analytics a student must take seven electives as follows: five courses listed under their declared concentration and at least one course listed under the other concentration that is unique to that concentration path.

*Note: This means one course will be of student's choosing (from either concentration) to reach the required seven electives.*

<b>Path 1: Sport Marketing &amp; Management</b>	<b>Path 2: Sport Policy &amp; Analytics</b>
SM 330 Data Management & Visualization in R	SM 330 Data Management & Visualization in R
SM 331 Business Optimizaton (Excel)	SM 331 Business Optimizaton (Excel)
313 Social Media Marketing	313 Sport Real Estate Facility Financing & Development
313 Business Development in Sport	313 Sport & Entertainment District Research Seminar
SM 317 Career Planning	SM 317 Career Planning
421 Gender & Sport	433 Sport & Public Policy
430 Mgmt of Non-Profit Sport Orgs	*438 Econ of College Sport
431 Sport & the Media	439 Sponsorship-Linked Marketing
432 Human Resource Management	440 Sport Econ Devel & Urban Revitaization
435 Sport & the Consumer	441 Monetizing Sport
436 Race Relations, Cultural Images & Sport	*450 Intro to Sport Analytics (enforced prereeq for SM 451)
437 Psychological Aspects of Sport & Exercise	*451 Sport Analytics Team Performance
439 Sponsorship-Linked Marketing	454 Sport Marketing Analytics
440 Sport Econ Devel & Urban Revitalization	461 Detroit Olympics
444 Sales Management for Sport Industry	462 Global & Major League Soccer
445 Sport Tourism	463 Football & Football
446 Brand Strategy & Advertising Campaigns	
454 Sport Marketing Analytics	
463 Football & Football	

SM 402 Course Assistant - *May be taken for 1 or 2 credits; requires faculty approval and override to register. A student may repeat SM 402 once, not to exceed 4 credits total, in which case the second experience's credits count towards general graduation credits, not towards SM elective credits.*

Note: As new classes are offered, faculty will announce which concentration path they will fulfill.

## Minors

SM students completing minors may not count minor courses towards their SM credits. If a minor requires courses that are repetitive in content to the SM requirements, students may petition to take an additional SM course in place of the repetitive-content course; for example, students pursuing a minor in the Ross School of Business, may petition to take MKT 300 in place of SM 246, in which case they will be required to take an additional SM upper-level marketing course to satisfy the three SM credits.

## Study Abroad Courses

Credit from Kinesiology-sponsored and non-Kinesiology-sponsored study abroad programs can be used as general credit toward graduation and to fulfill distribution requirements. With prior approval by the sport management program chairs, students can potentially use study abroad credit to fulfill SM 403 credits. See general policies and procedures for study abroad below.

## University Distribution Courses

Students must complete the distribution requirements of a minimum of 12 credits in Humanities, 11 credits in Natural Science/Quantitative Reasoning and 12 credits in Social Science. Completion is not required prior to applying to SM Level 2. To see which required courses count toward distribution in addition to satisfying program requirements, students should refer to the **Sport Management Record Sheet**, found on the **Policies and Procedures** page of the Kinesiology website (<http://www.kines.umich.edu/student-life/policies-procedures>). For further general distribution information, visit the Appendix of this Bulletin.

## Elective Courses Beyond those Required for Level 2

In addition to the Sport Management required courses, Sport Management electives, distribution courses, and prerequisite courses, students should select other elective courses to reach the total 120 credit hours needed to graduate. SM Level 2 students are required to take 15 of these credits in Years 3 and 4 outside of SM, unless otherwise approved by the SM director; students should consider taking courses that interest them or that will contribute to their professional development and growth.

## Advancement to Level 2 in Sport Management

Advancement to Level 2 of Sport Management is limited to assure a high quality educational experience for accepted students. The application is open to students who will have sophomore standing by Fall term of their second year and who have completed all prerequisite courses. Students should achieve at least a 3.0 cumulative GPA in their first year to be a competitive applicant. Students must complete and submit the Level 2 application by the deadline included on the application in order to have their application reviewed.

The **SM Level 2 Application** and **SM Level 2 Application Guidelines** are available through the School of Kinesiology's Office of Undergraduate Student Affairs, or on the **Policies and**

**Procedures** page of the Kinesiology website (<http://www.kines.umich.edu/student-life/policies-procedures>). Applications are accepted for Fall or Winter semesters only. The deadlines are October 1st for the following Winter term start and February 1st for the upcoming Fall term start. Should these dates fall on the weekend, applications should be submitted by 5 p.m. on the Friday leading up to the date. Applications must be completed and submitted online. The application link may be found on the Sport Management section of the School of Kinesiology website. Review of applications will be completed by the Admissions Committee and decisions will be communicated to students on or near the following dates: November 15 for applications submitted by the October 1st deadline and March 15 for applications submitted by the February 1st deadline.

## Sport Management and Ross School of Business Dual Degree Option

Students in Kinesiology or the Ross School of Business have the option of applying for admission to both Level 2 of Sport Management and the BBA program, and completing dual degree requirements. Those who elect the dual-degree option with Sport Management and the BBA must be admitted to Level 2 of Sport Management as well as admitted to the BBA program. Students admitted to the dual degree will complete all of the Ross BBA requirements, as well as the Sport Management Program requirements as detailed below.

### Level 1 Required Courses for Dual Sport Management/BBA Students

- **PSYCH 111** (SS) or **PSYCH 112** (NS) - Introduction to Psychology (4 cr.)
- **FYWR** or **ENGLISH 125** - Writing and Academic Inquiry– *must earn a C or better* (4 cr.) - *also required for BBA program*
- **ECON 101** (SS) - Principles of Economics (4 cr.) - *also required for BBA program*
- **SM 100** - Freshman Seminar (2 cr.)
- **SM 111** - Historical and Sociological Bases of Human Movement (3 cr.)
- **SM 203** – Introduction to Sport Management (3 cr.)

### Level 2 Required Courses for Dual Sport Management/BBA Students

- **SM 238** (NS) Introduction to Accounting and Finance (3 cr.)
- **SM 241** Introduction to Economic & Policy Issues in Sport (3 cr.)
- **SM 249** (NS) - Research Methods for the Sport Industry (4 cr.)
- **SM 332** - Organizational Behavior of Sport Organizations (3 cr.)
- **SM/HF 333** - Legal & Ethical Issues in Sport & Fitness (3 cr.)
- **SM 499** - Strategy of Sport Organizations (3 cr.) - requires senior standing
- **SM 403** - Internship Experience (6 credits are required, see the SM 403 form for details)

### Level 2 Elective Courses for Dual Sport Management/BBA Students

See the previous section on Sport Management Level 2 elective courses. Students are required to declare a concentration path at the end of Year 2 and complete 21 credits of electives following the requirements detailed in the previous section.

## **Degree Progress**

Once students have gained admittance to both the BBA program and Level 2 of Sport Management, they must complete the **Multiple Dependent Degree Program (MDDP)** form either through the Ross School of Business or the School of Kinesiology to be jointly enrolled in both schools. This form can be accessed on the **Policies and Procedures** page of the Kinesiology website (<http://www.kines.umich.edu/student-life/policies-procedures>). The MDDP Form will be completed with whichever of the two schools the student selects to be his or her “home school.” For more information about this process or about choosing a home school, students should consult with a Kinesiology advisor and/or an advisor in the Ross School of Business.