

# COLLEGE OF HOSPITALITY, SPORT, AND TOURISM

## Master of Science in Sport Management Goals

The Master of Science in Sport Management is an academic and professional program that will develop professionals at an advanced level for positions in all sectors of the sport industry and for further study in the field of sport management. The program will refine and enhance the skills of its students, creating expert managers, planners, marketing professionals with technical and research training for positions in the public and private sectors of the sport industry. Students will focus on both practical application and theoretical aspects of sport management to develop a broad-based perspective of the sport industry while possessing the skills to be successful as a professional. This approach will be consistent with the mission and goals of the College of Hospitality, Sport, and Tourism Management as they relate to skills attainment, practical experience, ethics, diversity and service.

1. The ability to identify, understand and critically analyze pertinent information and issues applicable to the sport industry and individual sport organizations that will affect the application of management theory in those settings.
2. The ability to obtain, process and utilize data and statistics for analysis and problem solving in the sport setting.
3. The ability to organize and write responses to problems and cases, management plans and proposals commonly used in a variety of sport settings.
4. If selected, the ability to conduct research in the sport field and to use that research to disseminate information, make recommendations or apply to the resolution of industry problems and issues.
5. The ability to work collaboratively on class projects, research and in professional settings.
6. To appreciate the need to stay up to date on core concepts, critical developments and methodologies in the sport management field.
7. To understand sport in the context of culture, society, economics and politics and the effect of sport managers decisions on these areas.

## Master of Science in Sport Management Admission Requirements

The admissions requirements for this program include

- an undergraduate degree
- a cumulative 3.0 GPA supported by undergraduate transcripts
- two letters of recommendation
- a resume
- personal statement of intent

Students with an overall undergraduate GPA of less than 3.0 will be required to provide GRE or GMAT scores. Significant work experience in a related field may be considered to supplement these requirements. The sport management program director can answer any questions concerning admission requirements.

- Sport Management, M.S. (<http://catalog.niagara.edu/graduate/programs-az/hospitality-tourism/sport-management/sport-management-ms/>)

### SPM 525 — Strategic Management in Sport and (3 credits)

This course provides students the opportunity to examine in-depth, unique areas of need in the field of sport management including human resource management, risk assessments, public relations, educational settings and non-for-profit organizations with an eye toward forming the foundation for future issue identification and areas for further study.

### SPM 533 — Technology & Info. Mgt. (3 credits)

This course will provide students with an understanding of computers for use in conducting research in a sport setting using a statistical software package (SPSS). Students will develop a fundamental understanding of the use of computers for management applications and be able to integrate these applications to actual sport related activities.

### SPM 535 — Issues & Ethics (3 credits)

This course focuses on sport as social and cultural phenomena using sociological concepts and critical thinking to investigate such issues as how sport and sport participation affect our lives and how sport impacts our ideas about masculinity, femininity, class inequality, race and ethnicity, work, fun, achievement, competition, individualism, aggression and violence and how sport is connected with important spheres of social life in societies.

### SPM 541 — Special Topics Seminar in Sport (3 credits)

This course will allow the student to focus in-depth on a segment of the sport industry of interest to them, require the student to do directed reading, discussion and presentations pertaining to that segment of the sport industry. It is intended that the student focuses on an area where they will pursue practical experience including the structured internship.

### SPM 545 — Research Methods (3 credits)

This course will provide the student with an introduction to the spirit and theory of research tying the scientific method and application to the sport management profession. Methods of problem identification, statement of testable hypothesis, design, summation of findings, research reporting, and writings will be examined.

### SPM 555 — Sport Marketing (3 credits)

This course includes an in-depth study of sports marketing and its influence on the accomplishment of objectives in sport. It involves a thorough review of the product and service, and details bringing the product to market. Topics include advertising, promotions, public relations, location, pricing, sponsorships, licensing, market segmentation, and the role of research.

### SPM 560 — External Relations (3 credits)

This course is designed to provide a student with an understanding of the field of public relations, communications, development and support organizations as they apply to sport organizations. An understanding of public relations planning is provided as well as a study of the concepts of sports fundraising. It provides a framework within which development staff, managers, and directors can operate and develop fundraising programs and create support.

### SPM 573 — Event & Facility Mgt. (3 credits)

This course will examine all aspects of the management of sport facilities and events, including development, planning, staffing, operations, and evaluation. Students will study the relationships between the respective parties among ownership, management and the event itself.

**SPM 580 — Legal & Regulatory Environ. (3 credits)**

This course will provide a basic understanding of legal concepts as they apply to the recreation and sport business. Lectures will focus on legal issues within both amateur and professional sports and will incorporate case law and other materials from both the text and outside sources. Students are encouraged to pursue outside legal readings in particular areas of interest.

**SPM 585 — Financial Management in Sport/Recreation (3 credits)**

This course focuses on the importance of understanding the nuances of financial management within sport and recreation organizations. It will discuss how sport and recreation organizations manage money efficiently and effectively through revenue development and expenditure choices and requirements. The course focuses on the importance of understanding, preparing and defending operating and capital budgets for sport and recreation organizations.

**SPM 593 — Sport Management & Recreation Internship (3 credits)**

Students will be expected to complete a 400 hour structured and supervised internship with an organization in a segment of the sport industry of their choosing. The internship will contain an advanced level of creativity and responsibility for the student. The student will set goals with a supervisor and will be evaluated on those goals. A final reflective paper will be required.

**SPM 593.01 — Sport Management & Recreation Internship (3 credits)**

Students will be expected to complete a 400 hour structured and supervised internship with an organization in a segment of the sport industry of their choosing. The internship will contain an advanced level of creativity and responsibility for the student. The student will set goals with a supervisor and will be evaluated on those goals. A final reflective paper will be required.

**SPM 595 — Structure & Function of Sport/Recreation (3 credits)**

Students will be expected to complete a 400 hour structured and supervised internship with an organization in a segment of the sport industry of their choosing. The internship will contain an advanced level of creativity and responsibility for the student. The student will set goals with a supervisor and will be evaluated on those goals. A final portfolio and presentation will be required for completion of the internship.

**SPM 598 — Thesis I (3 credits)**

This is the formal development of an original research project under the direction of a faculty committee. Students will identify an original question to study, develop hypotheses collect and interpret data as appropriate. The thesis experience includes the planning and presentation of an oral proposal defense and an oral final defense of a completed research manuscript.

**SPM 599 — Thesis II (3 credits)**

This is the formal development of an original research project under the direction of a faculty committee. Students will identify an original question to study, develop hypotheses collect and interpret data as appropriate. The thesis experience includes the planning and presentation of an oral proposal defense and an oral final defense of a completed research manuscript.