### SPORT MANAGEMENT (SPRT)

**SPRT F280  Sport Leadership**  
3 Credits  
Offered As Demand Warrants  
Provides leadership theory and develop leadership skills for application internal and external to their sport. Focus on the identification and development of leadership skills/abilities and application within the classroom, a sport and for an on-campus project.  
*Cross-listed with LEAD F280; SPRT F280.*  
*Lecture + Lab + Other: 3 + 0 + 0*

**SPRT F281X  Introduction to Sport Management**  
3 Credits  
Offered As Demand Warrants  
Provides a basic understanding of the methods employed to manage amateur and professional sports organizations and the legal issues involved. Topics such as stadium financing, risk management contracts and human resource management, data collection, public versus private sector labor laws, collective bargaining and drug testing will be examined. Basic management techniques, theory and problems associated with the field sport management are discussed along with history and current trends in sport management.  
*Cross-listed with BA F281X.*  
*Attributes: UAF GER Social Sciences Req*  
*Lecture + Lab + Other: 3 + 0 + 0*

**SPRT F481  Entertainment and Sport Event Management**  
3 Credits  
Offered As Demand Warrants  
This course is designed to provide the student with knowledge pertaining to the various aspects of sales and ticketing techniques to help them in their pursuit of employment. Some of the topics discussed include ticket distribution, customer service, ticketing software as well as real-life ticket sales campaigns. Sport sales will also be discussed from a unique Alaska viewpoint, as sport sales can differ from the traditional "professional sporting event" with the unique nature of Alaska entertainment and sport.  
*Prerequisites: BA F343, BA F281X; COJO F141X.*  
*Cross-listed with BA F481.*  
*Lecture + Lab + Other: 3 + 0 + 0*

**SPRT F482  Sport Marketing**  
3 Credits  
This course provides a decision-orientated overview of sport marketing management in sport organizations. This course is designed to acquaint students with comprehensive fundamental theories and issues in sport marketing, grounded within traditional marketing principles, and emphasizing unique application to the sport industry. Accordingly, the most basic objectives of the course are to provide you with a broad introduction to sport marketing concepts, the role of sport marketing in society, the role of sport marketing within organizations and the various factors that influence marketing decision-making.  
*Prerequisites: BA F343, BA F281X; COJO F141X.*  
*Cross-listed with BA F482.*  
*Lecture + Lab + Other: 3 + 0 + 0*

**SPRT F483  Sport Sales**  
3 Credits  
This course is designed to provide the student with knowledge pertaining to the various aspects of sales and ticketing techniques to help them in their pursuit of employment. Some of the topics discussed include ticket distribution, customer service, ticketing software as well as real-life ticket sales campaigns. Sport sales will also be discussed from a unique Alaska viewpoint, as sport sales can differ from the traditional "professional sporting event" with the unique nature of Alaska entertainment and sport.  
*Prerequisites: BA F343, BA F281X; COJO F131X or COJO F141X.*  
*Cross-listed with BA F483.*  
*Lecture + Lab + Other: 3 + 0 + 0*