

SMM4561 : Sports Sales and Sponsorship

The Sports Sales and Sponsorship course provides students with an overview of current factors and issues related to sports sponsorship, including planning, sales and negotiations, proposals, and evaluations. Students will explore sports organizations' relationships with businesses, universities, corporate sponsors, advertising agencies, and individual ticket consumers. This course concentrates on the notions of communication and branding through sales, the value of sponsorship, and the alignment of marketing concepts for each respective client base.

Credits 4