

# Postgraduate Certificate People Management in Sports

Endorsed by the NBA



**tech** technological  
university



## Postgraduate Certificate

### People Management in Sports

Course Modality: Online

Duration: 6 weeks

Certificate: TECH Technological University

Official N° of hours: 150 h.

Website: [www.techtute.com/us/physiotherapy/postgraduate-certificate/people-management-sports](http://www.techtute.com/us/physiotherapy/postgraduate-certificate/people-management-sports)

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# 01

# Introduction

When managing a sports center, it is possible to have a large group of staff in charge, having to deal with different administrative, economic and even legal departments. This is an important task, which is why it is important to have professionals who are capable of facing this type of management challenge. With the program focused on People Management in Sports, the future graduates will be able to understand all the basics of conflict resolution and improve their leadership style.





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*Enhance leadership skills within a sports organization and learn how to properly manage people in this sector”*

Good leadership is the key to efficiently exercise a managerial position in any sports center. It also requires the ability to learn how to create cooperative environments, take risks intelligently, and leverage the individual talents of staff and athletes. All of this is geared towards success.

For this reason, this program focused on introducing students to People Management in Sports has been developed. In this way, the professionals who wish to be in charge of a sports institution will have a perfect understanding of the different leadership styles, improving their communication skills and management under pressure.

Furthermore, it is a 100% online Postgraduate Certificate that provides students with comfortable study and ease, wherever and whenever they want it. All you need is a device with internet access to take your career one step further. A modality according to the current times with all the guarantees to position the physiotherapist in a highly demanded sector.

This **Postgraduate Certificate in People Management in Sports** contains the most complete and up to date scientific program on the market. The most important features of the program include:

- ◆ The development of numerous practical case studies presented by specialists in People Management in Sports
- ◆ The graphic, schematic and practical contents of the course are designed to provide all the essential information required for professional practice
- ◆ Exercises where the self assessment process can be carried out to improve learning
- ◆ Algorithm-based interactive learning system for decision-making
- ◆ Special emphasis on innovative methodologies in personal training
- ◆ Theoretical lessons, questions to the expert, debate forums on controversial topics, and individual reflection assignments
- ◆ Content that is accessible from any fixed or portable device with an Internet connection



*Get ready to work in the sports industry as a high profile manager at a prestigious center"*

“

*Develop yourself professionally with a 100% online program that will give you the opportunity to learn in a practical and dynamic way"*

*Improve your leadership skills and perfectly manage any situation under pressure.*

*Understand all aspects involved in team leadership and talent management.*

The program's teaching staff includes professionals from sector who contribute their work experience to this training program, as well as renowned specialists from leading societies and prestigious universities.

The multimedia content, developed with the latest educational technology, will provide the professional with situated and contextual learning, i.e., a simulated environment that will provide immersive training programmed to train in real situations.

This program is designed around Problem-Based Learning, whereby the professional must try to solve the different professional practice situations that arise throughout the program. For this purpose, the student will be assisted by an innovative interactive video system created by renowned and experienced experts.



# 02 Objectives

The program of this Postgraduate Certificate in People Management in Sports has been developed to meet a series of general and specific objectives that will help students achieve their professional goals. Based on this, the student will learn all the details that are indispensable to become a successful sports manager, improving communication skills and crisis management under pressure. In this way, academic excellence is guaranteed, which is essential to comply with the professional profile required by the different Sports Entities at an international level.





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*Count on a program focused on improving your communication and negotiation skills as a sports manager”*



## General Objectives

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- ◆ Provide knowledge about the environment and the sports market
- ◆ Train professionals prepared to work in the sports industry
- ◆ Become a successful sports manager
- ◆ Train managers, leaders and future administrators of sports entities
- ◆ Gain knowledge about the global market, with practical experiences of the professionals who are part of the faculty
- ◆ Understand that sport is an economic and business sector different from any other sector, with its specificities and particularities





## Specific Objectives

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### Module 1. Leadership and People Management in Sports

- ◆ Enhance leadership skills within a sports organization and learn how to properly manage people in this sector
- ◆ Provide knowledge about the environment and the sports market
- ◆ Train professionals prepared to work in the sports industry
- ◆ Become a successful sports manager
- ◆ Train managers, leaders and future administrators of sports entities
- ◆ Gain knowledge about the global market, with practical experiences of the professionals who are part of the faculty
- ◆ Understand that sport is an economic and business sector different from any other sector, with its specificities and particularities



*Rediscover a new way to learn and improve by completing a program focused on enhancing your profile as a Sports Center Manager"*

# 03

# Course Management

The faculty gathered for the development of this Postgraduate Certificate in People Management in Sports will provide future students with the opportunity to receive the best education in this field of action. Therefore, this program has a highly qualified team with extensive experience in the sector, which will offer the best tools for students to develop their skills during the course. In this way, students have the guarantees they need to specialize at an international level in a booming sector that will catapult them to professional success.





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*Count on the support and experience of a group of professionals who have dedicated their careers to sports management”*

## Management



### Ms. Bellver Alonso, Reyes

- ♦ Sports Law Attorney and Founding Partner at Bellver Sports - Legal Boutique
- ♦ Founder and president of the Leadership Woman Football platform
- ♦ Founding member and president of the Sports Law Association of Madrid
- ♦ Coordinator of the International Association WISLaw - *Women in Sports Law*, in Spain
- ♦ Member and founding member of the Spanish Association for Ethical Quality in Sport
- ♦ Degree in Law with a specialization in European Union Law from CEU San Pablo University
- ♦ Master's Degree in *International Relations* from CEU San Pablo University, Madrid
- ♦ Master's Degree in Business Taxation by ICADE
- ♦ Master's Degree in Sports Law from the University of Lleida
- ♦ Miki Roqué "Peace through Sport" Award for her associative work, training and improvement of the sports sector, especially in gender issues and defense of women in sport
- ♦ Certified by FIFA through its FIFA Female Leadership Development Program
- ♦ Included in the prestigious international list *Who's Who Legal (WWL: Sports & Entertainment)*, as one of the leading lawyers in the Sports Law sector

## Professors

### Ms. Pascual, Mónica

- ◆ CEO and Founder of Making Talent Happen
- ◆ Handling GSE Manager in Swissport Handling Madrid UTE
- ◆ I&D&i Manager and Project Manager at Inpropack
- ◆ Creator of the podcast "Imparables"
- ◆ Author of the blog "Mentalidad Imparable" in Diario AS
- ◆ Degree in Industrial Engineering at Alfonso X El Sabio University
- ◆ Master's Degree in International Patent Law at the School of Industrial Organization
- ◆ Expert in Mediation at the Higher Institute of Law and Economy



# 04

## Structure and Content

A good leader is characterized by management skills and an excellent ability to solve problems under crisis situations. With this program, the student will understand in a practical and didactic way the different leadership styles and the application of coaching applied to sports. In this way, future graduates will have the confidence of having all the knowledge that will allow them to perform well in their professional environment.





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*Improving your leadership skills will help you face any challenge in your daily work as a sports manager”*

## Module 1. Leadership and People Management in Sports

- 1.1. Leadership Styles
- 1.2. Managerial Skills
- 1.3. Entrepreneurship
- 1.4. HR and Talent Management
- 1.5. Team Management
- 1.6. Coaching Applied in Sports
- 1.7. Negotiation
- 1.8. Conflict Resolution
- 1.9. Communicative Skills
- 1.10. Pressure Management





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*The management of a sports center requires a qualified manager. This program will become an excellent opportunity for your professional career”*

# 05

# Methodology

This academic program offers students a different way of learning. Our methodology uses a cyclical learning approach: **Relearning**.

This teaching system is used, for example, in the most prestigious medical schools in the world, and major publications such as the **New England Journal of Medicine** have considered it to be one of the most effective.





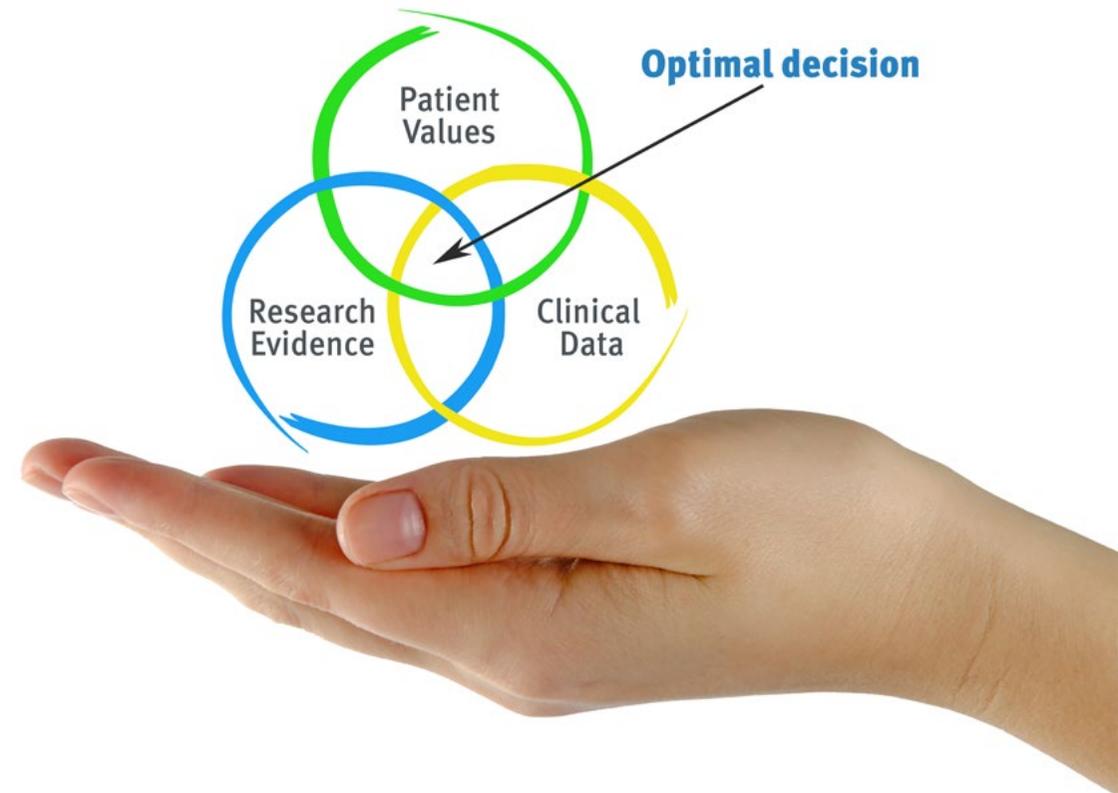
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*Discover Relearning, a system that abandons conventional linear learning, to take you through cyclical teaching systems: a way of learning that has proven to be extremely effective, especially in subjects that require memorization"*

## At TECH we use the Case Method

What should a professional do in a given situation? Throughout the program, students will face multiple simulated clinical cases, based on real patients, in which they will have to do research, establish hypotheses, and ultimately resolve the situation. There is an abundance of scientific evidence on the effectiveness of the method. Physiotherapists/kinesiologists learn better, faster, and more sustainably over time.

*With TECH you will experience a way of learning that is shaking the foundations of traditional universities around the world.*



According to Dr. Gérvas, the clinical case is the annotated presentation of a patient, or group of patients, which becomes a "case", an example or model that illustrates some peculiar clinical component, either because of its teaching power or because of its uniqueness or rarity. It is essential that the case is based on current professional life, trying to recreate the real conditions of professional physiotherapy practice.

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*Did you know that this method was developed in 1912, at Harvard, for law students? The case method consisted of presenting students with real-life, complex situations for them to make decisions and justify their decisions on how to solve them. In 1924, Harvard adopted it as a standard teaching method”*

The effectiveness of the method is justified by four fundamental achievements:

1. Physiotherapists/kinesiologists who follow this method not only grasp concepts, but also develop their mental capacity, by evaluating real situations and applying their knowledge.
2. The learning process has a clear focus on practical skills that allow the physiotherapist/kinesiologist to better integrate into the real world.
3. Ideas and concepts are understood more efficiently, given that the example situations are based on real-life.
4. Students like to feel that the effort they put into their studies is worthwhile. This then translates into a greater interest in learning and more time dedicated to working on the course.



## Relearning Methodology

At TECH we enhance the case method with the best 100% online teaching methodology available: Relearning.

This university is the first in the world to combine the study of clinical cases with a 100% online learning system based on repetition, combining a minimum of 8 different elements in each lesson, a real revolution with respect to the mere study and analysis of cases.



*The physiotherapist/kinesiologist will learn through real cases and by solving complex situations in simulated learning environments. These simulations are developed using state-of-the-art software to facilitate immersive learning.*

At the forefront of world teaching, the Relearning method has managed to improve the overall satisfaction levels of professionals who complete their studies, with respect to the quality indicators of the best online university (Columbia University).

With this methodology we trained more than 65,000 physiotherapists/kinesiologists with unprecedented success in all clinical specialties, regardless of the workload. Our pedagogical methodology is developed in a highly competitive environment, with a university student body with a strong socioeconomic profile and an average age of 43.5 years old.

*Relearning will allow you to learn with less effort and better performance, involving you more in your training, developing a critical mindset, defending arguments, and contrasting opinions: a direct equation for success.*

In our program, learning is not a linear process, but rather a spiral (learn, unlearn, forget, and re-learn). Therefore, we combine each of these elements concentrically.

The overall score obtained by our learning system is 8.01, according to the highest international standards.



This program offers the best educational material, prepared with professionals in mind:



#### Study Material

All teaching material is produced by the specialists who teach the course, specifically for the course, so that the teaching content is really specific and precise.

These contents are then applied to the audiovisual format, to create the TECH online working method. All this, with the latest techniques that offer high quality pieces in each and every one of the materials that are made available to the student.



#### Physiotherapy Techniques and Procedures on Video

TECH brings students closer to the latest techniques, the latest educational advances and to the forefront of current Physiotherapy techniques and procedures. All of this in direct contact with students and explained in detail so as to aid their assimilation and understanding. And best of all, you can watch them as many times as you want.



#### Interactive Summaries

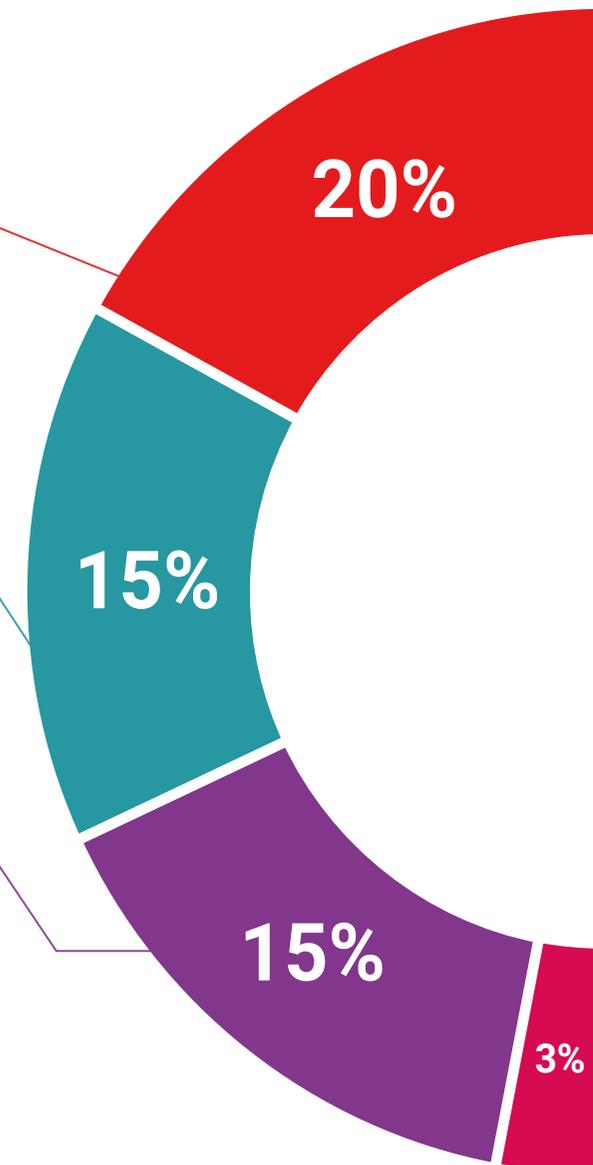
The TECH team presents the contents attractively and dynamically in multimedia lessons that include audio, videos, images, diagrams, and concept maps in order to reinforce knowledge.

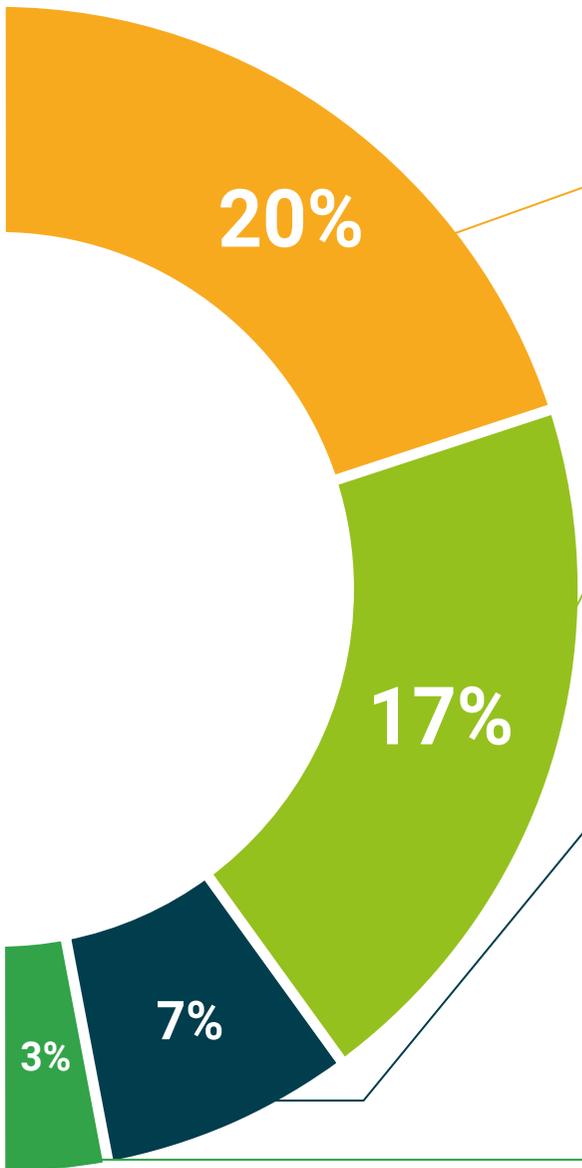
This unique multimedia content presentation training system was awarded by Microsoft as a "European Success Story".



#### Additional Reading

Recent articles, consensus documents and international guidelines, among others. In TECH's virtual library, students will have access to everything they need to complete their course.





#### Expert-Led Case Studies and Case Analysis

Effective learning ought to be contextual. Therefore, TECH presents real cases in which the expert will guide students, focusing on and solving the different situations: a clear and direct way to achieve the highest degree of understanding.



#### Testing & Retesting

We periodically evaluate and re-evaluate students' knowledge throughout the program, through assessment and self-assessment activities and exercises, so that they can see how they are achieving their goals.



#### Classes

There is scientific evidence on the usefulness of learning by observing experts. The system known as Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



#### Quick Action Guides

TECH offers the most relevant contents of the course in the form of worksheets or quick action guides. A synthetic, practical, and effective way to help students progress in their learning.



# 06 Certificate

The Postgraduate Certificate in People Management in Sports guarantees students, in addition to the most rigorous and up to date education, access to a Postgraduate Certificate issued by TECH Technological University.





*Successfully complete this program and receive your university qualification without having to travel or fill out laborious paperwork"*

This **Postgraduate Certificate in People Management in Sports** contains the most complete and up to date scientific program on the market.

After the student has passed the assessments, they will receive their corresponding **Postgraduate Certificate** issued by **TECH Technological University** via tracked delivery\*.

The diploma issued by **TECH Technological University** will reflect the qualification obtained in the **Postgraduate Certificate**, and meets the requirements commonly demanded by labor exchanges, competitive examinations, and professional career evaluation committees.

Title: **Postgraduate Certificate in People Management in Sports**  
Official N° of hours: 150 h.

Endorsed by the NBA



\*Apostille Convention. In the event that the student wishes to have their paper diploma issued with an apostille, TECH EDUCATION will make the necessary arrangements to obtain it, at an additional cost.

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institutions technology learning

community commitment

personalized service innovation

knowledge present quality

online training languages

development virtual classroom

**tech** technological  
university

**Postgraduate Certificate**

People Management  
in Sports

Course Modality: Online

Duration: 6 weeks

Certificate: TECH Technological University

Official N° of hours: 150 h.

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