



Strategic Planning in Sports Organizations

» Modality: online

» Duration: 6 weeks

» Certificate: TECH Global University

» Acreditation: 6 ECTS

» Schedule: at your own pace

» Exams: online

Website: www.techtitute.com/us/physiotherapy/postgraduate-certificate/strategic-planning-sports-organizations

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Certificate





## tech 06 | Introduction

The world of sports offers multiple business opportunities and challenges for the managers of these organizations. For this reason, strategic planning must be perfectly understood to ensure high-level management, knowing every little aspect of it, i.e. strengths and weaknesses, keeping clear and defined objectives to set the proper strategies to achieve them.

For this reason, this program focused on introducing students to Sports Law has been developed. In this way, the professional who wishes to be in charge of a sports institution will have a perfect understanding of the different organizations that work in harmony on a daily basis to ensure the internationalization of these entities.

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 Strategic Planning in Sports Organizations** 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 cases presented by specialists in Strategic Planning of Sports Organizations
- 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



Take control of your career by completing a program to introduce you to professional sports planning and analysis"



Immerse yourself in a 100% online Postgraduate Certificate to enhance your leadership and planning skills" You will have the opportunity to take a program focused on enhancing your skills in sports management.

Understand the new forms of sports business, as well as the most innovative techniques.

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 programmed to learn 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.







# tech 10 | Objectives



### **General Objectives**

- 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



Increase your skills with our high-quality program and give your career a boost"





### **Specific Objectives**

- Gain knowledge about the global sports ecosystem
- Understand the different actors involved in the sport at a global level
- Understand labor relations in the sports world
- Learn about strategy in sports
- Understand the importance of communication in sports
- Get to know the steps and stages for the realization of a sports event
- Understand the new forms of sports business, as well as the most innovative techniques
- Develop an interest in innovation and new trends in sports management
- Enhance leadership skills within a sports organization and learn how to properly manage people in this sector







#### **International Guest Director**

Brad Burlingame is an outstanding professional with an established career in the sports industry, where he has made a significant mark internationally. With more than 15 years of experience in corporate partnership management, he has proven to be an exceptional leader in generating revenue through innovative strategies and the creation of strategic alliances.

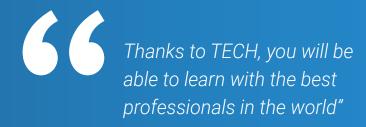
As such, he has served as Director of Partnership Sales at the Dallas Cowboys Football Club, one of the most prestigious sports organizations in the world. Here, during his career, he has led teams dedicated to exceeding financial goals, establishing the club as the undisputed leader in sponsorship revenue in the National Football League (NFL). In fact, his ability to take full advantage of intellectual property rights, the team's extensive television and radio network, as well as digital and social platforms, has been instrumental in maintaining the club's leading position in the marketplace.

He has also been Manager of Corporate Alliances at the Miami Heat basketball team, as well as Sales Manager at Palace Sports & Entertainment, accumulating extensive experience in the professional sports industry. In this sense, his ability to develop innovative ideas that drive sponsors' business, as well as his focus on leading results-oriented teams, have positioned him as a key figure in the global sports sales arena.



# Dr. Burlingame, Brad

- Senior Director of Corporate Partnership Sales, Dallas Cowboys Football Club, Texas, United States
- Manager of Corporate Alliances at Miami Heat, Florida
- Sales Manager at Palace Sports & Entertainment, Michigan, Michigan
- Bachelor's degree in Marketing and Business from Eastern Michigan University



## tech 16 | Course 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**

#### Mr. González Graña, Carlos

- Founder and Managing Director at Callander Sport & Business
- Co-Founder and Chief Operating Officer at Business Hub Innovation
- Partner of the professional sports area at Raheem GL Business Club
- Commercial Director of the Sports Area at Riskmedia Insurance Brokers
- Law degree from the University of La Coruña
- Specialization in Labor and Sports Law



Take the leap to specialize with some of today's leading professionals. You will gain a competitive advantage in your profession"



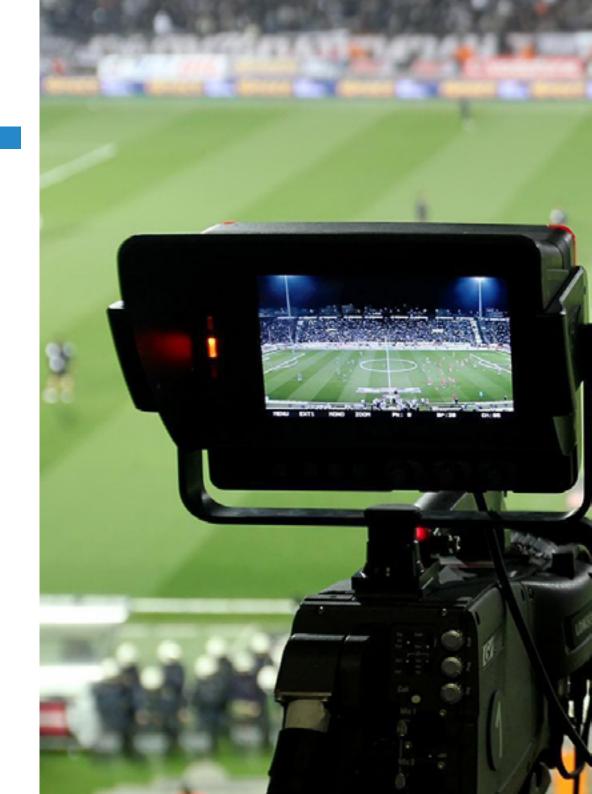


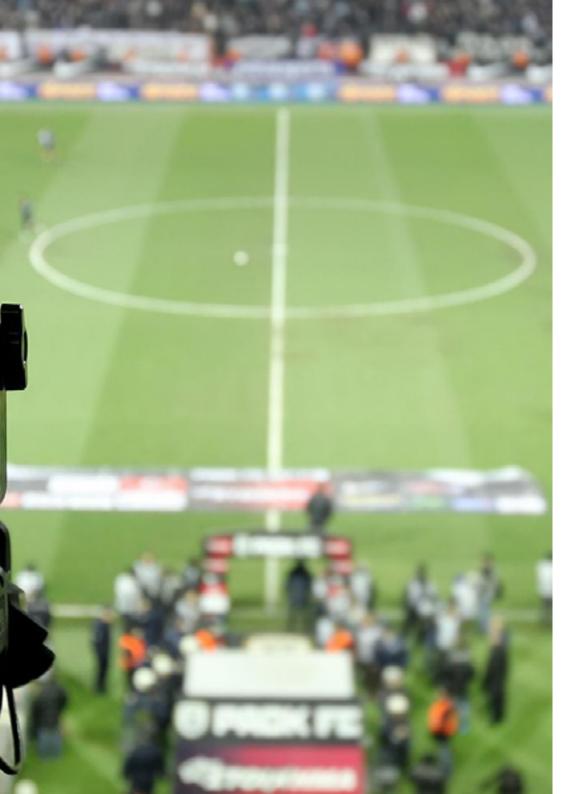


# tech 20 | Structure and Content

### **Module 1.** Strategic Planning in Sports Organizations

- 1.1. Introduction to Strategic Planning and Analysis in Professional Sport
- 1.2. Purchase and Sale of Sports Entities
- 1.3. Soccer Club Management
- 1.4. Structure and Sports Planning
- 1.5. Business Development and Operation of Stadiums
- 1.6. Brand Development and Commercial Rights
- 1.7. TV Rights
- 1.8. Internationalization of Sports Entities
- 1.9. Holding Companies and Investment Funds
- 1.10. Practical Business Models





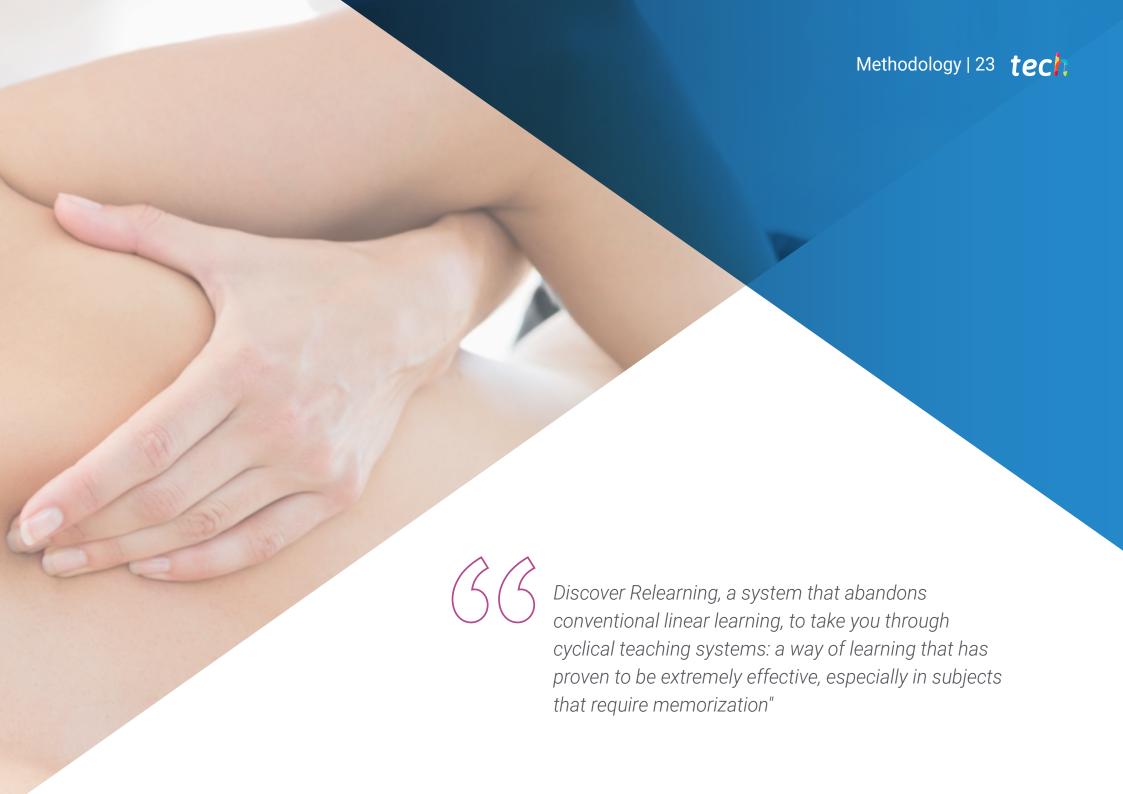


It is your moment to stand out in a labor field that every day demands excellence from its professionals"



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.

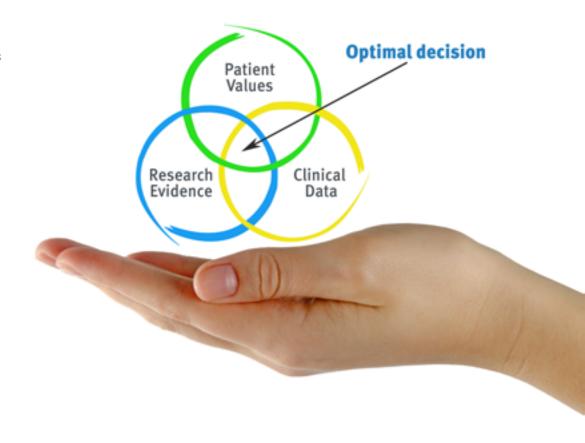


# tech 24 | Methodology

#### 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.



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.





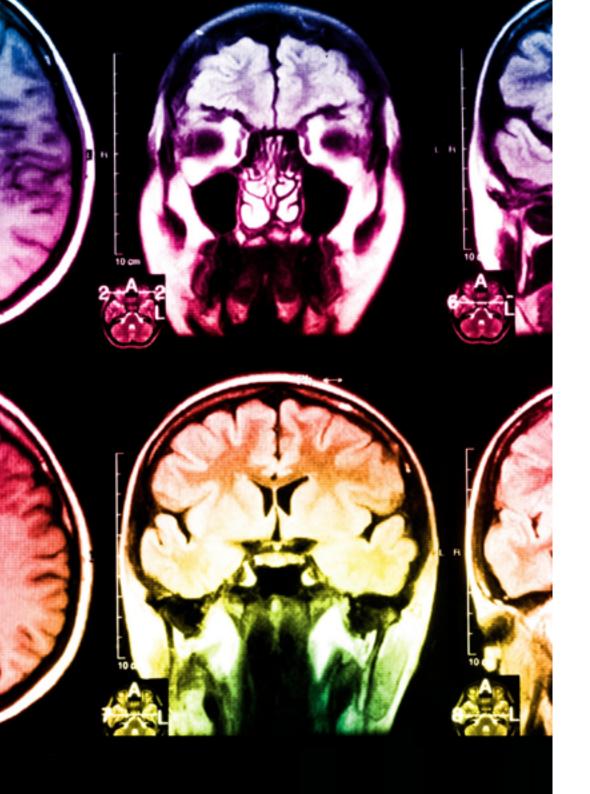
### Relearning Methodology

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.





### Methodology | 27 tech

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**

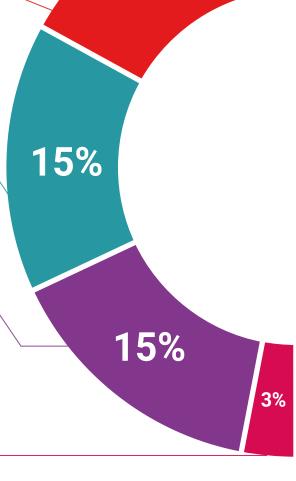
TECH brings students closer to the latest techniques, the latest educational advances and to the forefront of current Physiotherapy techniques and procedures. All of this in direct contact with students and explained in detail so as to aid their assimilation and understanding. And best of all, you can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

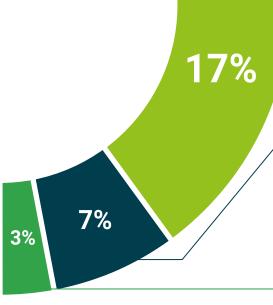
The system known as Learning from an Expert strengthens knowledge and memory, and generates confidence in future difficult decisions.



#### **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.





20%





### tech 30 | Certificate

This private qualification will allow you to obtain a **Postgraduate Certificate in Strategic Planning in Sports Organizations** endorsed by **TECH Global University**, the world's largest online university.

**TECH Global University** is an official European University publicly recognized by the Government of Andorra (*official bulletin*). Andorra is part of the European Higher Education Area (EHEA) since 2003. The EHEA is an initiative promoted by the European Union that aims to organize the international training framework and harmonize the higher education systems of the member countries of this space. The project promotes common values, the implementation of collaborative tools and strengthening its quality assurance mechanisms to enhance collaboration and mobility among students, researchers and academics.

This **TECH Global University** private qualification is a European program of continuing education and professional updating that guarantees the acquisition of competencies in its area of knowledge, providing a high curricular value to the student who completes the program.

Title: Postgraduate Certificate in Strategic Planning in Sports Organizations

Modality: online

Duration: 6 weeks

Accreditation: 6 ECTS



Mr./Ms. \_\_\_\_\_, with identification document \_\_\_\_\_ has successfully passed and obtained the title of:

## Postgraduate Certificate in Strategic Planning in Sports Organizations

This is a private qualification of 180 hours of duration equivalent to 6 ECTS, with a start date of dd/mm/yyyy and an end date of dd/mm/yyyy.

TECH Global University is a university officially recognized by the Government of Andorra on the 31st of January of 2024, which belongs to the European Higher Education Area (EHEA).

In Andorra la Vella, on the 28th of February of 2024



tech global university

# Postgraduate Certificate

Strategic Planning in Sports Organizations

- » Modality: online
- » Duration: 6 weeks
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- » Acreditation: 6 ECTS
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- » Exams: online

