

Sports and Entertainment Marketing

School Name _____
 Teacher Name _____
 Teacher Contact Information _____

This Marketing course is designed to develop skills in the areas of marketing analysis, event/marketing, communications and human relations along with a thorough understanding of the sports and entertainment industry and career options available. Course objectives include but are not limited to:

Marketing Program Overview
 Developing Job Search Skills
 Understanding the Importance of SEM Marketing
 Developing an Overview of Marketing
 Developing Effective Communication Strategies
 Careers in the Sports & Entertainment Field
 Describe the Economics of the Sports Industry
 Describing Product Development
 Workplace Readiness

Exploring the Concept of Branding
 Describing the Product Development
 Exploring Pricing & Distribution Strategies
 Developing a Promotional Mix
 Examining Product Licensing
 Exploring Forms of Advertising
 Using Social Media
 Exploring Public Relations & Sales Promotion
 Exploring Sponsorship & Endorsements
 Exploring the Marketing Plan

Course Evaluation: One letter grade will be posted on the Google Classroom and will be communicated verbally.

Classroom Management: Students will be given assignments in class daily.

Quizzes/Tests: Quizzes/Tests will consist of a variety of question types including multiple choice, true/false, matching, filling, and essay/question.

Project: There will be a group project, both independent and group, during the semester that relate to the course objectives. Ample time will be given in class for work to be completed. It is important to use this time wisely.

OECFA: OECFA is our on curriculum organization for marketing students and complementary classroom instruction. On occasion, students will be expected to participate in OECFA activities during class time for course credit. *Students may opt-in to join OECFA membership for playing local, state, and national events. This year, OECFA dues will be \$100.00. Students must be paid members in order to participate in outside-of-class OECFA activities including but not limited to certain field trips, competitions, and "club day" activities. Check playmate information. *OECFA participation is a privilege and students will be in good standing if they participate in all OECFA activities. Specifically, students will have a 10% margin in attendance while in a club trip and must give attendance during in order to be assessed their status for OECFA activities.

Final Assessment: Students will spend a large portion of the semester working on a project to evaluate student learning, skill attainment, and achievement. This project will include meaningful, authentic assignments that reflect the real-world experience of business and marketing professionally. A final evaluation of this project will take place near the end of the semester to assess the students' cumulative learning in the course. *Students are also expected to be professional in their behavior and conduct. Final assessment will be only used if the teacher the student's final grade for the course.

Google Classroom and Drive: We will be using the Google platform for accessing class material and turning in assignments. The Google Classroom code is _____.

Calculation of 3-4 letter grade:

I use the standard systems standard 3-4 grading scale and my gradebook will operate on a "Total Points System." Grades will be updated on Parent's home website.

Test: 70-100 points

Quizzes: 25-50 points

Project/Assignments: will vary

* Professional Development: 100 points

All participation in class will be counted up to the nearest whole number.

* Professional Development allows you the opportunity to learn more about the things that are of interest to you and how they relate to the Marketing world. You are required to accumulate 100-150 points per nine weeks.

*If a student wishes to have an assignment re-graded (for any reason), they must fill out the Take 2 Form on the Google Classroom. I will only re-grade assignments when it is convenient for me to do so.

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Table of Contents Sports And Entertainment Marketing Syllabus Barren

1. Understanding the eBook Sports And Entertainment Marketing Syllabus Barren
 - The Rise of Digital Reading Sports And Entertainment Marketing Syllabus Barren
 - Advantages of eBooks Over Traditional Books
2. Identifying Sports And Entertainment Marketing Syllabus Barren
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Sports And Entertainment Marketing Syllabus Barren
 - User-Friendly Interface
4. Exploring eBook Recommendations from Sports And Entertainment Marketing Syllabus Barren
 - Personalized Recommendations
 - Sports And Entertainment Marketing Syllabus Barren User Reviews and Ratings
 - Sports And Entertainment Marketing Syllabus Barren and Bestseller Lists
5. Accessing Sports And Entertainment Marketing Syllabus Barren Free and Paid eBooks
 - Sports And Entertainment Marketing Syllabus Barren Public Domain eBooks
 - Sports And Entertainment Marketing Syllabus Barren eBook Subscription Services
 - Sports And Entertainment Marketing Syllabus Barren Budget-Friendly Options

6. Navigating Sports And Entertainment Marketing Syllabus Barren eBook Formats
 - ePub, PDF, MOBI, and More
 - Sports And Entertainment Marketing Syllabus Barren Compatibility with Devices
 - Sports And Entertainment Marketing Syllabus Barren Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Sports And Entertainment Marketing Syllabus Barren
 - Highlighting and Note-Taking Sports And Entertainment Marketing Syllabus Barren
 - Interactive Elements Sports And Entertainment Marketing Syllabus Barren
8. Staying Engaged with Sports And Entertainment Marketing Syllabus Barren
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Sports And Entertainment Marketing Syllabus Barren
9. Balancing eBooks and Physical Books Sports And Entertainment Marketing Syllabus Barren
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Sports And Entertainment Marketing Syllabus Barren
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Sports And Entertainment Marketing Syllabus Barren
 - Setting Reading Goals Sports And Entertainment Marketing Syllabus Barren
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Sports And Entertainment Marketing Syllabus Barren
 - Fact-Checking eBook Content of Sports And Entertainment Marketing Syllabus Barren
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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