



**HARTPURY**

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BA (Hons)

# Sports Business Management

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UCAS Code: **NCF6**

Typical offer: **96 UCAS tariff points or equivalent**

Duration: **3 or 4 years full time; part-time available**

Placement year: **Optional**

Awarding body: **Hartpury University**

**Apply for this course here: <https://www.hartpury.ac.uk/university/courses/undergraduate/ba-hons-sports-business-management/ba-hons-sports-business-management-2021/>**

## OVERVIEW

### Course overview

**Immerse yourself in the business side of sport, studying events, sponsorship, entrepreneurship, and more. Benefit from an applied degree, strengthening your knowledge, understanding and experience in different business sectors.**

You'll graduate industry-ready thanks to work placements, and top additional qualifications, including the CIM Level 3 Award in Marketing Principles.

Focus on gaining practical experience, with everything from your modules to your assessments designed in line with industry, to ensure you hit the ground running once you graduate. You could find yourself leading an assessment centre on campus, or pitching an idea for a new start-up with the help of our innovation, careers and enterprise team. You'll develop the business skills and experience that employers are looking for.

Everything you'll study has been informed by industry. You'll learn how to succeed in a broad, resilient and exciting industry. Whether that's in events, marketing, and facility management, or even as an app developer or a business-leader, career opportunities are diverse.

For the duration of this course we'll register you as a student member of CIMSPA (Chartered Institute for the Management of Sport and Physical Activity). This gives you access to a whole

network of business-related benefits, including courses and data.

## WHAT YOU'LL STUDY

### What you'll study

This course covers a broad range of fundamental business and management topics through core modules, in finance, economics, and marketing.

This course is comprised of both compulsory and optional modules, which you'll be able to choose from to suit your interests and career goals.

Optional modules change each year in line with student, industry and research demands - you'll find recent topics studied below. You can attend introductory sessions for optional modules before deciding which ones to study.

### Level four (year one)

This year will provide you with core business skills and knowledge, covering finance, economics, and marketing. You'll also be introduced to the sports industry, studying contemporary issues linked to the business and management of sport.

## COMPULSORY MODULES

### **Personal and Management Development**

Develop a knowledge and understanding of leadership styles, delegation, motivation, conflict resolution, negotiation and influence.

### **Introduction to the Sports Industry**

Analyse the role and nature of public provision for sport and leisure, and the way in which government policy is decided and implemented.

### **Understanding the Business and Economic Environment**

Analyse external factors and how they contribute to fluctuations in business economics.

### **Contemporary Issues in Sport Management**

Demonstrate knowledge of emerging trends and recommend future improvements relevant to the sports management industry.

### **Introduction to Technology in Sport**

Understand and evaluate the impact of technology in sport in relation to improved athletic performance.

### **Introduction to the Principles of Marketing**

Understand the importance of market orientation as a cross-functional activity relating to business operations.

## **OPTIONAL MODULES**

### **None**

There are no optional modules during this year. Your learning is focused on compulsory modules to ensure you have a thorough understanding of key topics to prepare you for module choices in your subsequent years.

## **Level five (year two)**

In the second year you'll gain advanced business knowledge and experience by designing and running a pilot research project, as well as engaging in a professional work placement for a minimum of 150 hours. You'll also have the chance to select optional modules linked to your interests. You could explore entrepreneurship, consumer behaviour, human resources and accounting.

## **COMPULSORY MODULES**

### **Research in Professional Practice**

Analyse the various stages of the research process demonstrating practical application of an appropriately reasoned research model.

### **Professional Placement Experience**

Identify and undertake a suitable industry work placement for a minimum of 150 hours.

## **OPTIONAL MODULES**

### **Optional modules**

Optional modules change each year in line with student, industry and research demands.

Recent modules have included new venture creation, sports facilities and hospitality management, international sports development, and accounting information for business.

You can attend introductory sessions for optional modules before deciding which ones to study.

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## Level six (final year)

Your final year allows you to focus on the areas that interest you most and will support you with your career. One module is dissertation, a substantial research project that enables you to experience being responsible for planning, implementing and reporting on a specialist topic. In addition, you'll be exposed to contemporary challenges and more advanced business theory. You'll also gain an insight into strategy, project management, sponsorship and social media.

## COMPULSORY MODULES

### Undergraduate Dissertation

Independent research and analysis in a related area of your choice.

## OPTIONAL MODULES

### Optional modules

Optional modules change each year in line with student, industry and research demands.

Recent subjects have included strategic management, sports sponsorship and brand development, sport and social media, international sports development, as well as people, leadership and change.

You can attend introductory sessions for optional modules before deciding which ones to study.

Please visit our document library for more module information.

## HOW YOU'LL STUDY

### How you'll study

We're committed to supporting you to fulfil your unique potential, which is why you'll receive a minimum of 15 hours of scheduled teaching time per week in your first year - this is 25% above the UK average.

### Your support network

You'll benefit from a strong support network from day one to be the best you can be. This will range from your personal tutor and specialist academic support team (our Achievement and Success Centre) to dedicated wellbeing and employability (Innovation, Careers and Enterprise) centres.

## Your learning experiences

You'll experience a range of teaching methods to strengthen your digestion of topics, including lectures, workshops and practical sessions, as well as supported work placement learning as part of many courses.

## Your career

Each year of your course will be made up of two semesters, within which you'll study compulsory and optional modules on different industry-focused topics, enabling you to develop your own unique portfolio of knowledge, skills and experience, ready for your career.

## Further details

### + Academic support

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You'll have your own personal tutor while you're here who will support you to succeed in your studies. You'll also have access to our academic and wellbeing support teams who run regular workshops and one-to-one sessions on campus and online.

Alongside this, we have a comprehensive bank of online study skills resources to help you make the most of your qualification.

### + Module credits

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On successful completion of your modules you'll gain academic credit that accumulates towards your award. The marks you gain in your second and third years may contribute towards your final degree classification.

### - Teaching modes

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The modules contain a mixture of scheduled learning – lectures, workshops and practical sessions – alongside independent learning. Students are expected to dedicate at least two to three hours of independent study per contact hour. Your course may also include work placement learning as part of some modules.

The course is taught in English.

Year	Contact learning	Placement learning	Independent learning
Level four (year one)	28%	7%	65%
Level five (year two)	21%	12%	67%
Placement year (optional)	1%	80%	19%
Level six (final year)	18%	0%	82%

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## + Teaching contact time

You will receive a minimum of 15 hours scheduled contact time per week in your first year. In subsequent years, scheduled contact will vary depending on the modules you select but is typically around 12 hours per week

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## + Assessment and feedback

You will be assessed through a mixture of written exams, practical exams and written assignments. Many of the modules will be marked based on a mixture of assessment types, whilst others will be based solely on one type of assessment. Feedback will be given online (electronic and oral), and in some cases face to face.

Year	Written exam	Practical exam	Coursework
Level four (year one)	8%	56%	36%
Level five (year two)	0%	39%	61%
Placement year (optional)	0%	0%	100%
Level six (final year)	0%	35%	65%

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## + Timetables

Each year of this course is taught over two semesters, normally consisting of 12 weeks of scheduled teaching and then assessment weeks, with an overview below:

- Scheduled teaching takes place between 8:30 to 20:30 Monday to Friday.
- You will always have one day without timetabled sessions
- Wednesday afternoons are normally reserved for sports and cultural activities.
- Work placements may entail different days and hours.
- Part-time students may need to attend learning activities five days each week, depending on modules selected.
- Timetables are available during enrolment.

[View term dates](#) ▶

# EMPLOYABILITY



## Your career

Industry opportunities on this course are diverse to ensure you develop the skills, experience and connections needed for your graduate career. Many of our students secure graduate roles with their work placement employers.

## Enterprise opportunities

You could also have the opportunity to pitch new business ideas to professional consultants from 'The Business Kitchen'. They specialise in courses and workshops tackling the challenges faced by small enterprises and sole traders. Our Innovation, Careers and Enterprise Centre is also on hand to help business-savvy students put their innovative ideas into action. If you're a budding entrepreneur this could be an ideal opportunity.

## Work placements

Through the placement module leader and Innovation, Careers and Enterprise department we'll support you to secure a placement with a UK-based or international employer, to match your interests and career goals. Placements can be paid or unpaid, depending on position. Students have worked with organisations such as Major League Rugby in the USA, as well as APT Marketing and PR, among others.

## Professional industry qualifications

During your degree you'll have the opportunity to complete the CIM Level 3 Award in Marketing Principles, as well as the Project Fundamentals qualification by the Association for Project Management.

## Work experience

Our performance sports teams offer opportunities for students to gain industry experience on site. You could get involved in performance analysis and management roles to boost your CV. You'll also have opportunities to work with some of our partner sports clubs and organisations, with many students going on to gain graduate roles with these employers.

## Field trips and guest lecturers

Field trips and industry professionals in lectures form an important part of your learning, enabling you to experience different businesses, careers and best practices. Recent field trips have



included places such as Gloucester Rugby Club and Cheltenham Racecourse.

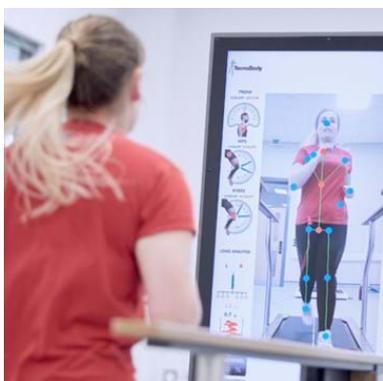
Guest lectures have included Dr Roland Hegarty regarding PRISMA. This framework provides a step-by-step guide to analysing data, useful for research in professional practice.

## Graduate destinations

As a business graduate the employment options are broad and varied with the range of transferable skills developed through the course. Our careers team can support you to find, prepare and secure your perfect role. Recent graduate destinations have included:

- Sports Marketing Agent, Pitch International LLP
- Sponsorship Co-ordinator, Three Counties Showgrounds
- Rugby Player Representative, Inside Rugby
- Events & Hospitality Manager, Sweetspot Group Ltd
- Travel Operations Executive, Gullivers Sports Travel
- Commercial Manager, Sahara Force India Formula One Team

## FACILITIES



### World-class facilities

You'll have access to a diverse range of facilities while you're here, many of which are newly built and world class. Alongside lecture halls and workshop spaces, these include:

#### Sports facilities

Our £8.8million Sports Academy includes fully equipped Human Performance and Biomechanics Laboratories, as well as an altitude chamber. Our new sports hall and 3G football pitch are equipped with state-of-the-art video analysis cameras for live capture of coaching sessions and gameplay. You'll also have access to grass pitches and a golf driving range. We also have indoor and outdoor equine arenas, and a cross-country track on campus.

#### Study spaces

Our University Learning Centre has journals, ebooks, computers and break-out study spaces, as well as our Study Lounge – an informal space with sports equipment, study booths and chill-out spaces to support both studying and relaxation.

# ENTRY REQUIREMENTS

## Entry requirements

- **UCAS tariff points** | 96 UCAS tariff points or equivalent.
- **GCSE** | A minimum of five GCSEs at grade 9 to 4, (or A\* to C grades if relevant) or equivalent, to include English Language and Mathematics.
- **A-level** | Typical offer is CCC - BBC or equivalent. This must include a minimum of two A-levels.
- **Vocational award** | Typical offer is a MMM - DMM in an Extended Diploma or equivalent in a relevant subject.
- We welcome students with equivalent qualifications. Please contact us to discuss.
- We may interview mature applicants and those with non-traditional qualifications to ensure this is the right course for you.

The minimum offer for this course is:

- UCAS tariff points | 72 UCAS tariff points or equivalent, providing this is combined with relevant experience.
- Previous learning towards a university-level qualification or relevant work experience may count as credit for this course.
- Please contact us for further information:

[Email us](#) ▶

# FEES AND FUNDING

## Tuition fees and financial support

Please visit our student finance page for information on tuition fees and student loans, as well as non-repayable grants, bursaries and scholarships, eligible to different groups, to support with study costs.

[Explore student finance](#) ▶

Below, you'll find extra costs associated with studying this course.

## Performance Sports Academy membership

Find out costs and details for joining one of our performance Sports Academy teams.

## Hartpury gym

Find out about costs and details for joining the Hartpury gym.

## Accommodation and living costs

Please visit our student accommodation page for details.

[Explore accommodation](#) ▶



### TEF Gold

We hold Gold in the Teaching Excellence Framework



### Top 10%

We're in the top 10% of UK providers for student satisfaction (NSS, 2020)



### 96%

of graduates are in employment, further study or other purposeful activity (Graduate Outcomes, 2020\*)

## HOW TO APPLY

You can apply for the BA (Hons) Sports Business Management degree via UCAS.

## FURTHER COURSE DETAILS

For further details about this course, including the programme specification and module descriptions, please visit our document library.

## Important information

Every effort has been made to ensure the accuracy of our published course information, however our programmes are reviewed and developed regularly. Changes or cancellation of courses may be necessary to ensure alignment with emerging employment areas, to comply with accrediting body requirements, revisions to subject benchmark statements or as a result of student feedback. We reserve the right to make necessary changes and will notify all offer-holders of changes as and when they occur.

\*Reflects activities after 15 months for those who graduated in 2018.

## CONTACT US

### ADDRESS

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