

Bachelor of Arts (Honours) Sport and Marketing

Module Outline

Year 1 Modules

Fundamentals of Sustainability in Management

Sustainability is a central and substantive part of the operating environment of all organisations. This module will help you to investigate the foundational concepts, theories, language and tools necessary to understand and enact sustainability within the management of all types of organisations. This module will help you to investigate the foundational concepts, theories, language and tools necessary to understand and enact sustainability within the management of all types of organisations. The module focuses on how sustainability (composed of social, environmental and economic) issues shape the way managers make decisions and act within organisations. We will seek to answer three questions: one, what is the state of the world (e.g. climate change, the Anthropocene, planetary boundaries); two, why do we care (e.g. business case for sustainability, legal requirements); three, what can we do about it (e.g. environmental management systems, systems thinking). The module concludes with key tools used by managers to manage sustainability issues.

Fundamentals of Marketing

Fundamentals of Marketing aims to give students an understanding of the foundations of Marketing, and illustrate how a Marketing approach can be implemented and managed in a range of situations and organisations.

On completion of this module, student will be able to:

- Describe what it means for a company to be market-led;
- Apply a customer focus in a range of situations;
- Describe the nature, content and application of marketing ideas and concepts;
- Outline the marketing management process and describe a range of techniques used to implement marketing strategies;
- Demonstrate the importance of marketing ideas and techniques in a range of organisations.

Socially Responsible Marketing

This module will develop students' knowledge and expertise on how strategically manage products and brands during the climate emergency. In doing this, students will develop a detailed understanding of the sustainable consumer, the causes of over-consumption and how marketing can be sustainably practiced. Upon completion, students will be able to:

- Demonstrate knowledge and awareness of the climate change and sustainability issues that create challenges for marketing, markets and society.
- Explain the multidimensional and dynamic environmental impacts of consumption and consumer choices.
- Describe and critically analyse the conceptual frameworks related to sustainable marketing and sustainable consumption.
- Selectively apply relevant theoretical and planning tools to either reactively or proactively solve a marketing management issue.
- Search for relevant sources of information in order to conduct and deliver assessed and non-assessed (seminar) coursework.

The Organisation of Business

There has been a worldwide expansion of organisation since the industrial era. It is almost impossible now to do anything without relying on, or at least interacting with, an organisation. Try to think about how many different organisations have entered your day-to-day activities just today and how many of them were necessary for you to get something done. This makes the study of organisation more important than ever.

In this module, students will be looking into the world of organisations, scrutinising it with questions that matter for the people who inhabit organisations as well as those who are affected by the consequences of their activities. What are the different ways by which business can be organised and is business the only, or best, way to organise?

From the early days of the railroads to the recent rise of new technologies of automation, students will be challenging the mistaken assumption that everything organisational is ultimately about profit. The Organisation of Business therefore provides you with a starting point for making informed and responsible judgements when managing people and technologies in contemporary work organisations.

Understanding Global Sport

The module aims to provide a sound base of knowledge and understanding in basic scientific concepts, sociology and management to underpin advanced study in the related streams of the Sports Studies, and Sport and Exercise Science programmes.

Students on this module will develop a basic understanding of three central knowledge streams that feature within the sports studies benchmark. This module will provide students with an understanding of human physiology, nutrition and sports science so that they are well equipped to understand the principles of health-related exercise. It will also allow students to explore the key social theories within sport that impact on opportunity, participation and performance. Students will also develop their knowledge in areas of sports finance and business that impact on sports management in the public and private sector.

On completion of this module students will be able to:

- Understand the key social theories and concepts utilized in the study of sport
- Understand the importance of finance and business in contemporary sport
- Understand basic concepts in sport nutrition and sport physiology
- Apply theories and concepts to the analysis of contemporary sports practice.

Global Retailing in Society

The module introduces students to retailing and provides an understanding of the business strategies, operations, formats and environments through which retailing is carried out. The materials covered would include, but not limited to the following areas:

- The complex and diverse retail industry
- The Changing Retail landscape
- Strategies for retail business
- Store formats for certain Retail trades
- Retail location
- Exemplary Customer Services within retailing
- Retail buying and merchandising
- Shoppers' behaviour
- Information gathering for repeated purchases.

Year 2 and 3 modules

Applied Marketing Strategy

Developing a marketing strategy is vital for all organisations as it ensures that the products and services that it offers to its customers remain relevant. This module identifies what decisions are necessary in the creation of a marketing strategy and how one may judge the success of any initiative. Marketing strategy, however, does not happen in vacuum. You will therefore explore the wider relationship between business and marketing strategy and understand why it is so important that they both align.

This module is not just about learning theories; you will examine the marketing activities of individual companies and discern best (and worst practice). As customers' preferences change, competitors evolve, and markets develop strategies need to be dynamic and constantly evolving. You will look at how the most successful organisations have, over time, managed to maintain a clear and distinctive market position.

Delivering Value in the Digital Age

This module introduces and examines modern approaches to supply chain management. It aims to introduce students to the subject of supply chains in the digital age and provides an understanding of the issues and of management's role in supply chains.

Digital and Experiential Marketing

The objective of this module is to introduce students to the latest developments in digital marketing, grounded in professional advances and current research. The module will explore the underlying themes and principles of the dynamic world of digital marketing environment. A variety of topics will be covered, including: mobile marketing, online consumer behaviour, internet-based marketing research, viral and word of mouth campaigns, search engine optimization, user generated content and social media, and digital analytics and metrics.

Managing the Business of Sport

This module introduces students to the concepts and practices involved in sport management. It aims to provide students with a grounding and understanding of the management of organizations within the sport business sector. The first theme of the module focuses on key concepts in the sport business. Central to the theme are the questions what is sport management and why is management different in the sport industry. The second theme presents a strategic perspective to the management of sports organizations. The third theme illustrates management tools, concepts for the operational management of sports organizations.

Sport Governance

This module provides students with an understanding of the role and importance of governance in sport and in sport organisations. The module will cover three broad themes: Governance in voluntary organisations, Governance and governing bodies in sport, and Corporate governance and sport. Students will be able to critically assess ways in which sport/sport organisations is/are governed and discuss different concepts of governance and explain their relevance to management of sport/sport organisations. It will also include reflecting theories that underpin governance and; to identify and apply criteria for the evaluation of good governance and related ethical practices in sport management contexts as well as the knowledge in sport governance failures.

Sport Marketing

This module investigates the application of modern marketing techniques to sport. The objectives of this module are to develop the capabilities of students to extend knowledge of marketing approaches and applications into a lesser known sector – sport and to utilize marketing concepts in understanding business approaches to sport marketing.

Sports Policy

This module will introduce students to the concepts and practices involved in sports policy. It covers a diverse and broad range of issues that underpin and explain how sport is organised and run. Central to these issues are questions around who makes policy, why and to what effect. The first theme of the module includes key concepts and ideas, and provides some examples of policy making.

The second theme presents a sample of contemporary issues which demonstrate how different approaches and the complexity of working within the multi-organisational sports environment can lead to problems, conflict and a failure to deliver policy aspirations. It will examine the different sectors that provide sport and what they are aiming to achieve. With the emphasis on critical discussion and analysis throughout the module, students will be equipped with the details and processes involved in sports policy.

The Business of eSports

This module will focus on the business of eSports, teaching students the theoretical principles of eSports and the practicalities of hosting and promoting events, creating businesses and building online communities. A broad view of eSports will be developed. It will encompass all forms of eSports stakeholders (participants and viewers) and take a multi-disciplinary approach to the topic. Issues of consumption and loyalty will be debated. The eSports setting (real and virtual ecosystems) will be considered. Branding and sponsorship in eSports will be discussed, including advertising, media rights and content licenses. The nature of event planning and digital stadia environments will also be a focus. The intention is to draw on eSports events across the globe, with particular focus on the UK. Whilst professional eSports will be core to the module, local eSports needs and community and participation dimensions will not be ignored. This module finally investigates the application of modern management and marketing techniques to eSports.

Understanding Consumers

The aim of this module is to provide students with the opportunity to develop a theoretical understanding of consumer behaviour in conjunction with the skills to apply this knowledge to practical marketing situations. The module also aims to develop your critical reading and writing skills. By the end of this module students will be able to:

- Appreciate the central role of consumer behaviour theory in marketing;
- Understand the antecedents of consumer behaviour in an individual and social context;
- Recognise the role of social and cultural influences upon consumer behaviour.

Dissertation

This module provides students with the opportunity to study in depth, a topic of particular interest in an appropriate sports studies discipline, to design and execute the research and to write a dissertation which is original work in the sense that students should attempt to present personal discussion and analysis of the chosen topic.