

ID	2309
Curricular Unit	Sport Marketing
Regent	Abel Hermínio Lourenço Correia
Learning Outcomes	<ul style="list-style-type: none"> - Understand the marketing concept applied to different sport organizations: public administration, private organizations and for-profit private non-profit organisations. - Develop studies to allow the collection of information to practitioners, spectators, families, providers, competition and environment that enable strategic development of sport. - Formulate policy options targeting and positioning according to those concerned, competition, limitations of the organization and environmental characteristics. - Understand and apply the strategies of service, price, place and communication. - Encourage teamwork, interest in research and improvement of public intervention.
Syllabus	<ol style="list-style-type: none"> 1. Concepts of sports marketing Economic and social environment and strategic management Sports organizations, practitioners, spectators, families and competition Sports Marketing Sports marketing point of view 2. Sports consumption behaviors Individual variables, cultural and group Decision-making in the face of sport and sports spectacle Sports offer 3. Strategic vision of sport marketing Define the target segment Develop positioning 4. Quality as a strategic factor of sport Quality and marketing management Quality concept in sports Implications of quality in sports management 5. Marketing-mix of sport Life cycle of sports and the development of new practices Determination of price: the social and economic aspects Sports facilities and the nature The mix of communication Sponsorships Evaluation and control of the marketing mix 6. Marketing plan Analysis of the situation Options and recommendations

Various:

- Constitution of responses to challenges posed by the teacher and following current topics related to course content
- Realization of worksheets.
- Individual and group work
- Written Exam, Individual or Group - decision classes defined in the firstone

Evaluation

Beech, J., & Chadwick, S. (Eds) (2007). The marketing of sport. London: Pearson Education Limited.

Correia, A., Sacavém, A., & Colaço, C. (Eds.) (2008). Manual de fitness & marketing. Lisboa: Visão e Contexto.

Ferrand, A., & McCarthy, S. (2009). Marketing the sports organisation: Building networks and relationships. New York: Routledge.

Mullin, B., Hardy, S., & Sutton, W. (2007). Sport marketing. (3 rd. Edition). Champaign, IL: Human Kinetics.

Schwarz, E. C., & Hunter, J.D. (2008). Advanced theory and practice in sport marketing. Oxford: Elsevier.

Bibliography