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*Federal State Autonomous Educational
Institution for Higher Education
PEOPLES' FRIENDSHIP UNIVERSITY OF
RUSSIA
(RUDN University)
Faculty of economics*

COURSE SYLLABUS

SPORTS ENTREPRENEURSHIP

Recommended by the Didactic Council for the Education Field

**Master Program "International Business"
field 38.04.01 "Economy"
specialization "International Business"**

Graduate's Degree: Master Degree

2022

1. THE GOAL OF THE COURSE

The goal of the course: Sports Entrepreneurship is to familiarize students with the basic theoretical paradigms of sports industry; to form a holistic understanding of it among students, give skills in analyzing strategies, and skills in developing strategies.

2. REQUIREMENTS FOR THE RESULTS OF MASTERING THE COURSE

Mastering the course "Sports entrepreneurship" is aimed at developing the following competencies (parts of competencies):

Table 2.1. The list of competencies formed by students in the mastering the COURSE

Competence code	Competence	Competence achievement indicators (within this course)
UC-4.	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction.	UC-4.1. Chooses the style of business communication, depending on the language of communication, goals and conditions of partnership; UC-4.2. Adapts speech, communication style and sign language to interaction situations; UC-4.3. Searches for the necessary information to solve standard communication tasks in Russian and foreign languages; UK-4.4. Conducts business correspondence in Russian and foreign languages, taking into account the peculiarities of the style of official and unofficial letters and socio-cultural differences in the format of correspondence; UC-4.5. Uses dialogue for cooperation in academic communication, taking into account the personality of the interlocutors, their communicative and speech strategy and tactics, the degree of formality of the situation; UC-4.6. Forms and argues his own assessment of the main ideas of the participants of the dialogue (discussion) in accordance with the needs of joint activities.
UC-5.	Able to analyze and take into account the diversity of cultures in the process of intercultural interaction.	UC-5.1. Interprets the history of Russia in the context of world historical development; UC-5.2. Finds and uses information about cultural peculiarities and traditions of various social groups in social and professional communication; UC-5.3. Takes into account the historical heritage and socio-cultural traditions of various social groups, ethnic groups and confessions, including world religions, philosophical and ethical teachings, in social and professional communication on a given topic; UC-5.4. Collects information on a given topic, taking into account the ethnicities and confessions most

Competence code	Competence	Competence achievement indicators (within this course)
		widely represented at the points of the study; UC-5.5. Substantiates the specifics of project and team activities with representatives of other ethnicities and (or) confessions; UC-5.6. Adheres to the principles of non-discriminatory interaction in personal and mass communication in order to fulfill professional tasks and strengthen social integration.
GPC-5.	Able to use modern information technologies and software tools in solving professional tasks.	GPC- 5.1 Knows modern information technologies and software tools used in solving professional tasks GP-C 5.2 Able to choose the most effective among modern information technologies and software tools for solving professional tasks. GPC- 5.3 Fully possesses the skills of solving standard tasks of professional activity with the use of information technologies and software.
PC-1.	Able to analyze and forecast the main socio-economic indicators of the enterprise, industry, region and the economy as a whole	PC 1.1. Able to prepare analytical materials for the evaluation of economic policy measures and strategic decision-making at the micro and macro levels; PC 1.2. Able to analyze and use various sources of information for economic calculations PC 1.3 Able to make a forecast of the main socio-economic indicators of the enterprise, industry, region and the economy as a whole;
PC-2.	Able to develop design solutions, strategies for the behavior of economic agents and evaluate their effectiveness.	PC-2.1 Able to independently prepare assignments and develop design solutions taking into account the uncertainty factor, as well as proposals and measures for the implementation of developed projects and programs; PC-2.2. Able to evaluate the effectiveness of projects taking into account the uncertainty factor PC-2.3 Able to develop strategies for the behavior of economic agents in various markets.
PC-3.	Able to independently carry out research activities and critically evaluate the results obtained	PC-3.1 Able to generalize and critically evaluate the results obtained by domestic and foreign researchers, identify promising areas, and draw up a research program; PC-3.2 Able to substantiate the relevance, theoretical and practical significance of the chosen topic of scientific research; PC-3.3 Able to conduct independent research in accordance with the developed program and present the results to the scientific community in the form of an article or report

3. Course in Higher Education Programme Structure

The Course “Sports entrepreneurship” refers to the Optional Disciplines formed by the participants in the educational relations of the block Higher Education Programme Structure

As part of the Higher Education Programme Structure , students also master other disciplines and / or practices that contribute to the achievement of the planned results of mastering the Course " Sports entrepreneurship " .

Table 3.1. The list of components of the Higher Education Program Structure that contribute to the achievement of the planned results of mastering the Course

Competence code	Competence	Previous Disciplines (Modules) *	Subsequent Disciplines (Modules)*
UC-4.	Able to apply modern communication technologies in the state language of the Russian Federation and foreign language(s) for academic and professional interaction.		Doing business in Russia
UC-5.	Able to analyze and take into account the diversity of cultures in the process of intercultural interaction.	International trade International labour and migration market	
GPC-5.	Able to use modern information technologies and software tools in solving professional tasks.	International trade Business' evaluation and company's cost management	
PC-1.	Able to analyze and forecast the main socio-economic indicators of the enterprise, industry, region and the economy as a whole	Business' evaluation and company's cost management International business management Corporate Security	Doing business in Russia
PC-2.	Able to develop design solutions, strategies for the behavior of economic agents and evaluate their effectiveness.	Business' evaluation and company's cost management International business management	Doing business in Russia
PC-3.	Able to independently carry out research activities and critically evaluate the results obtained	Business' evaluation and company's cost management International business management Corporate Security	Doing business in Russia

* - filled in in accordance with the matrix of competencies

4. Course Workload and Academic Activities

Course Workload and Academic Activities 3credits.

Table 4.1. Types of academic activities during the period of the HE program(me) mastering

Types of academic activities during the period of the HE programmatering		Course workload, academic hours	Semesters			
			1	2	3	4
<i>Contact academic hours</i>		36	36			
including:						
lectures						
Seminars		36	36			
<i>Self-study, academic hours</i>		63	63			
<i>Evaluation and assessment</i>		9	9			
Course workload	academic hours	108	108			
	credits	3	3			

5. CONTENT OF THE DISCIPLINE

Table 5.1. The content of the course (module) by type of educational work

Name of the course module	Contents of the module (topic)	Types of academic activities
Module 1. ECONOMIC FUNDAMENTALS of the SPORTS INDUSTRY	Topic 1.1. Sources of the income.	lectures Seminars
	Topic 1.2. TV-rights. Advertizing.	lectures Seminars
	Topic 1.3. Subscription and booking program. The VIP – a zone and boxes at stadium.	lectures Seminars
	Topic 1.4. Merchandising. Technical and title sponsorship. Transfers.	lectures Seminars
Module 2. ENTREPRENEURSHIP IN SPORTS	Topic 2.1. Operation of sports commercial real estate.	lectures Seminars
	Topic 2.2. Sports club as main link of the football industry.	lectures Seminars
	Topic 2.3. Operational management. Management structure.	lectures Seminars
	Topic 2.4. Commercial service. Selection and scout services. Tour-management. Information service. Legislation	lectures Seminars
	Topic 2.5 Agent business. Agencies. Regulation of agency activities	lectures Seminars

6. Classroom Equipment and Technology Support Requirements

Table 6.1. Classroom Equipment and Technology Support Requirements

Classroom for Academic Activity Type	Classroom equipment	Specialized educational / laboratory equipment, software and materials for mastering the discipline
Lecture	Classroom, equipped with a set of specialized furniture; whiteboard; a set of devices includes portable multimedia projector, laptop, projection screen, stable wireless Internet connection..	Laptop, projector, board, screen Software: Microsoft Windows, MS Office / Office 365, MS Teams, Chrome (latest stable release), Skype
Seminars	Classroom, equipped with a set of specialized furniture; whiteboard; a set of devices includes portable multimedia projector, laptop, projection screen, stable wireless Internet connection.	Laptop, projector, board, screen Software: Microsoft Windows, MS Office / Office 365, MS Teams, Chrome (latest stable release), Skype
Self-studies	Classroom, equipped with a set of specialized furniture; whiteboard; a set of devices includes portable multimedia projector, laptop, projection screen, stable wireless Internet connection.	Laptop, projector, board, screen Software: Microsoft Windows, MS Office / Office 365, MS Teams, Chrome (latest stable release), Skype

7. Recommended Sources for Course Studies

• Main reading(sources)

1. I. Deren, V. I. *Economics and international business: textbook and workshop for universities* / V. I. Deren, A. V. Deren. - 3rd ed., Rev. and additional - Moscow: Yurayt Publishing House, 2022. - 326 p. - (Higher education). - ISBN 978-5-534-14389-8. — Text: electronic // Educational platform Urayt [website]. — URL: <https://urait.ru/bcode/494604>

2. Mikhaylin, A.N., Smirnov, E.N., Loginov, B.B. *International offshore business: a textbook for universities*. - Moscow: Yurayt Publishing House, 2022. - 191 p. - (Higher education). - ISBN 978-5-534-10834-7. — Text: electronic // Educational platform Urayt [website]. — URL: <https://urait.ru/bcode/495559>

• Additional (optional) reading (sources)

1. J. Beach. *S. Chadwick Marketing of sports*, Pearson Education Limited, 2007

• Electronic libraries with access for RUDN students . Databases and search engines

. ЭБС РУДН и сторонние ЭБС, к которым студенты университета имеют доступ на основании заключенных договоров:

- RUDN Electronic Library System - RUDN EBS <http://lib.rudn.ru/MegaPro/Web>

- ELS "University Library Online" <http://www.biblioclub.ru>

- EBS Yurayt <http://www.biblio-online.ru>

- ELS "Student Consultant" www.studentlibrary.ru

- EBS "Lan" <http://e.lanbook.com/>

2. Databases and search engines:

- electronic fund of legal and normative-technical documentation <http://docs.cntd.ru/>
- Yandex search engine <https://www.yandex.ru/>
- Google search engine <https://www.google.ru/>
- abstract database SCOPUS <http://www.elsevierscience.ru/products/scopus/>

Educational and methodological materials for independent work of students in the development of the discipline/module:*

1. A course of lectures on the discipline " Sports entrepreneurship "
2. Topics for independent reports
3. Essay Topics

* - all educational and methodological materials for independent work of students are placed in accordance with the current procedure on the page of the discipline in TUIS!

<https://esystem.rudn.ru/course/index.php?categoryid=833>

8. EVALUATION MATERIALS AND SCORE-RATING SYSTEM FOR ASSESSING THE LEVEL OF FORMATION OF COMPETENCES IN THE COURSE

Evaluation materials and a point-rating system* for assessing the level of competence formation (part of competences) based on the results of mastering the discipline " Sports entrepreneurship " are presented in the Appendix to this Work Program of the discipline.

*** - OM and BRS are formed on the basis of the requirements of the relevant local normative act of the Peoples' Friendship University of Russia.**

Associate Professor of the Department

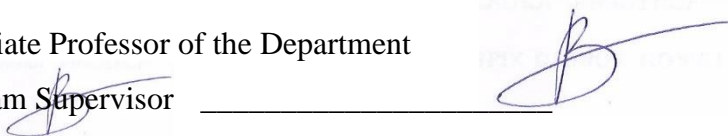
National Economy



R.O. Voskerichyan.

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R.O. Voskerichyan

Head of the Department of

National Economy, Professor



Y.N.Moseykin