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Sales and Revenue Generation in Sport Business David J. Shonk, James F. Weiner, 2021-10-21 The ability to generate sources of revenue continues to be the most important skill for individuals working in the sport industry Sales and Revenue Generation in Sport Business With HKPropel Access provides a comprehensive overview of the many ways in which sport organizations generate revenues and it teaches students the practical concepts they will need for success Going beyond theoretical concepts of sales and sales management the authors present an applied approach to revenue generation in sport the PRO method of sales PROspect PRObe PROvide PROpose PROtect Students will learn how this proven five step process for generating revenue is applicable across all avenues in sport business including ticket sales broadcasting and media revenue sponsorships corporate giving and foundation revenue fundraising and development grant writing concessions merchandising and social media The text covers how this sales strategy can be applied across the broad industry of sport from professional sport and intercollegiate and interscholastic athletics to amateur sport and organizations in recreational settings equipping students for meaningful careers with longer lasting success within any segment of the sport industry they enter Throughout the text themed sidebars provide examples of industry best practices and successful sales strategies Case studies in each chapter plus discussion questions enhance the learning experience Plus related online learning activities delivered through HKPropel offer practical interactive scenarios that will better prepare students to enter the sport industry Organized by function of revenue generation each section offers a video an interactive scenario activity that can be assigned by instructors and sales script templates that may be downloaded and edited for a specific application Sales and Revenue Generation in Sport Business is designed to give students the practical knowledge they need to understand the sales process and how to successfully apply the PRO method of sales Armed with this foundational knowledge they will be better prepared to begin and succeed in a career in sport business Note A code for accessing HKPropel is not included with this ebook but may be purchased separately

International Sports Law and Business Aaron N. Wise, Bruce S. Meyer, 1997-05-23 This comprehensive three volume set focuses on the legal and business aspects of sports in the United States and abroad The authors have presented the subject matter from a practical and pragmatic perspective yet with analytical precision and attention to fine points of detail This book is composed of five parts Part I deals with the law and business of sports in the United States with the primary emphasis on the legal aspects of professional sports Part II deals with the internationalization of sports from various perspectives principally North American team sports Part III explores the law and business of sports in 18 non U S jurisdictions subject matter hardly covered in other sources if at all Part IV treats the legal and to some extent business aspects of broadcasting and sports both in the United States and in selected foreign jurisdictions Part V focuses upon sports marketing in its various forms in the United States as well as its international perspectives This easy to read work is unmatched in that it covers subjects not addressed or only tangentially addressed in other works presents insiders

perspectives on the subject matter and focuses extensively on international aspects of sports law and business in connection with many different subjects Among its exhibits International Sports Law and Business includes a World League of American Football Standard Player Contract form a sample World League of American Football Acquisition and Operation Agreement Statute of Court of Arbitration for Sport and Regulations It also includes a comprehensive index **Annual Report of the Federal Communications Commission on the Effect of Public Law 93-107, the Sports Antiblackout Law, on the Broadcasting of Sold-out Home Games of Professional Football, Baseball, Basketball and Hockey**, 1975 *A Brief History of Basketball in Brazil - From Amazonian Playgrounds to Urban Courts* Luckey Helms, 2024-07-26 Explore the lively history of basketball in Brazil with *A Brief History of Basketball in Brazil* This book takes you from the sport's early days when it was brought by American missionaries in the 19th century to its place today as one of Brazil's most popular sports Learn how basketball grew in Brazil becoming a major part of the country's culture and producing famous players who shine on the global stage Read about the key moments and important people who shaped Brazilian basketball like the start of the Confedera o Brasileira de Basketball CBB and the international success of players such as Oscar Schmidt Hort ncia Marcari and Anderson Varej o Discover stories of legendary teams historic games and the unique style of Brazilian basketball See how grassroots programs and community efforts help develop young talent and promote inclusivity With interesting stories and thorough research *A Brief History of Basketball in Brazil* shows how basketball has impacted Brazilian society and culture Whether you love basketball study Brazilian history or are curious about sports this book is a compelling and informative read **Business Mexico**, 1993 **Representing Professional Athletes and Teams**, 1990 **Sports Law Practice** Martin J. Greenberg, 1993 **Brandweek**, 2007 **Principles and Practice of Sport Management with Navigate Advantage Access** Lisa Pike Masteralexis, Mary Hums, 2023-06-15 Offering an overview of the sport industry and coverage of the foundational knowledge and skills required of the today's sport manager *Principles and Practice of Sport Management* is devoted to educating students on the various industry segments where they can focus their careers After detailing the history and various principles from management and marketing to finance legal and ethical the book delves into key sports management segments discussing the skills needed in those sectors the types of positions available and the current issues facing those sectors New chapter on eSports introduces students to this rapidly developing billion dollar industry which draws in gamers spectators teams leagues and sponsors increasingly in need of sport managers expertise Discussion on the impact of the COVID 19 pandemic on the sports industry An expanded look at emerging and innovative forms of sports media in the Sports Communications Chapter Revamped Ethics chapter that addresses newly emerging issues and how sports managers should address them Interactive case studies and chapter questions offer opportunities to apply concepts and principles Digital Student Workbook New digital workbook in the *Navigate Advantage* offers over 570 activities many of which are automatically graded for each chapter *Navigate Advantage Access* included with

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