



## Undergraduate Course Syllabus

### SPT 425: Sport Licensing and Strategic Alliances

Center: Online

#### Course Prerequisites

SPT-208

#### Course Description

This course will explore why and how sport licensing is used effectively in the global business of sport. Both theoretical and applied perspectives will be used. The course will examine the strategic rationale and different forms of sports licensing and how sport managers can use sport licensing to lead their companies to achieve growth and other key objectives. Course content will include examining US and international sport leagues and how they administer their licensing programs. The course will cover the process of identification of licensing opportunities, selection of business partners, process of establishing a license agreement, international licensing and the management of licensing relationships. In addition, students will be introduced to strategic alliances with an emphasis on why and how domestic and international alliances may be used to achieve sport enterprise objectives. Global market.

#### Course Outcomes

- Understand and apply key definitions, principles, roles, and negotiation perspectives of sport licensees and licensors in the licensing planning and development process
- Identify and understand the key differences between the various segment types of sports licensing and how these differences may affect sport licensing planning and development in the United States and internationally
- Identify and understand how to create the key business elements of a sport licensing agreement (example: royalty rates, minimum sales, business terms)
- Identify, understand and use a "due diligence" process when preparing to select a sport licensing business partner
- Understand when and how to apply key sport licensing principles in alignment with firm marketing strategy
- Identify and understand the key international issues affecting sports licensing plan and agreement
- Application of the material to an actual case development and presentation of a sports licensing plan with a project learning team

#### Required Materials

Using your learning resources is critical to your success in this course. Please purchase directly through the [SNHU Online Bookstore](#) rather than any other vendor. Purchasing directly from the bookstore ensures that you will

obtain the correct materials and that the IT Service Desk, your advisor, and the instructor can provide you with support if you have problems.

*The Licensing Business Handbook*

8th edition

2012

SKU#:1865813

*SportsBusiness Journal*

This site is to be used to order a 12-week subscription: <https://www.sportsbusinessdaily.com/College-University/Subscribe/College-Subscription.aspx>

**Diversity, Equity, and Inclusion**

As indicated in our core values, SNHU is committed to “embrace diversity where we encourage and respect diverse identities, ideas, and perspectives by honoring difference, amplifying belonging, engaging civilly, and breaking down barriers to bring our mission to life.”

This may or will be reflected in SNHU’s curriculum as we embrace and practice diversity, equity, and inclusion (DEI) to provide the most transformative experience for our students, faculty, and staff. Because topics pertaining to DEI can be sensitive, please remember that embodying and practicing diversity, equity, and inclusion is one of our core values that you will encounter throughout the academic experience. In higher education, we are expected to think and engage critically. Use a growth mindset to embrace the diverse readings, course assignments, and experiences of your peers and faculty.

For more information about DEI at SNHU, please visit our website at the [Office of Diversity and Inclusion](#).

**Instructor Availability and Response Time**

Your class interaction with the instructor and your classmates will take place on a regular, ongoing basis. Your instructor will be actively engaged within the course throughout the week. You will normally communicate with your instructor in the weekly discussions or the General Questions discussion topic so that your questions and the instructor’s answers benefit the entire class. You should feel free, however, to communicate with your instructor via SNHU email at any time, particularly when you want to discuss something of a personal or sensitive nature. Your instructor will generally provide a response within 24 hours. Instructors will post grades and feedback (as applicable) within seven days of an assignment’s due date, or within seven days of a late submission.

**Grade Distribution**

Assignment Category	Number of Graded Items	Point Value per Item	Total Points
Discussions	9	25	225
Short Paper	1	125	125
SBJ Presentation	1	150	150
Sport Licensing Plan Milestones	3	100	300
Final Plan Document	1	200	200
			<b>Total Course Points: 1,000</b>

This course may also contain practice activities. The purpose of these non-graded activities is to assist you in mastering the learning outcomes in the graded activity items listed above.

### University Grading System: Undergraduate

Grade	Numerical Equivalent	Points
A	93–100	4
A-	90–92	3.67
B+	87–89	3.33
B	83–86	3
B-	80–82	2.67
C+	77–79	2.33
C	73–76	2
C-	70–72	1.67
D+	67–69	1.33
D	60–66	1
F	0–59	0
I	Incomplete	
IF	Incomplete/Failure *	
IP	In Progress (past end of term)	
W	Withdrawn	

\* Please refer to the [policy page](#) for information on the incomplete grade process.

### Grading Guides

Specific activity directions, grading guides, posting requirements, and additional deadlines can be found in the Assignment Guidelines and Rubrics section of the course.

### Weekly Assignment Schedule

All reading and assignment information can be found within each module of the course. Assignments and discussion posts during the first week of each term are due by 11:59 p.m. Eastern Time. Assignments and discussion posts for the remainder of the term are due by 11:59 p.m. of the student's local time zone.

In addition to the textbook readings that are listed, there may be additional required resources within each module.

Module	Topics and Assignments
1	<p>Introduction to Sport Licensing Intellectual Property and Segments</p> <p><i>The Licensing Business Handbook</i>, Chapters 1–3</p> <p>Read <i>SportsBusiness Journal</i></p> <p>1-1 Discussion: Sport Licensing Segments</p> <p>Sport Licensing Plan: Milestone One (due in Module Two)</p>
2	<p>The Licensing Process</p> <p><i>The Licensing Business Handbook</i>, Chapters 5 and 6</p> <p>Read <i>SportsBusiness Journal</i></p> <p>2-1 Discussion: Licensor vs. Licensee</p> <p>Sport Licensing Plan: Milestone One</p>
3	<p>Financial Aspects</p> <p><i>The Licensing Business Handbook</i>, Chapters 7 and 8</p> <p>Read <i>SportsBusiness Journal</i></p> <p>3-1 Discussion: Risk</p> <p>Sport Licensing Plan: Milestone Two (due in Module Four)</p>
4	<p>Contracts</p> <p><i>The Licensing Business Handbook</i>, Chapter 9</p> <p>Read <i>SportsBusiness Journal</i></p> <p>4-1 Discussion: Key Sport Licensing Contract Business Elements</p> <p>4-2 SBJ Presentation: Review Document</p> <p>Sport Licensing Plan: Milestone Two</p> <p>4-4 Short Paper: Licensing Opportunities</p>
5	<p>International Issues</p> <p><i>The Licensing Business Handbook</i>, Chapters 10 and 11</p> <p>Read <i>SportsBusiness Journal</i></p> <p>5-1 Discussion: International Sport Leagues</p> <p>Sport Licensing Plan: Milestone Three (due in Module Six)</p> <p>5-3 SBJ Presentation: Continue Work</p>
6	<p>Promotional Licensing</p> <p><i>The Licensing Business Handbook</i>, Chapter 12</p> <p>Read <i>SportsBusiness Journal</i></p> <p>6-1 Discussion: Promotional Sport License</p> <p>6-2 SBJ Presentation: Continue Work</p> <p>Sport Licensing Plan: Milestone Three</p>
7	<p>Strategic Alliances</p> <p>Read <i>SportsBusiness Journal</i></p> <p>7-1 Discussion: Strategic Alliance</p> <p>7-2 SBJ Presentation: Continue Work</p> <p>7-3 Sport Licensing Plan: Submit Final Plan Document</p>

Module	Topics and Assignments
8	Final Thoughts <i>The Licensing Business Handbook</i> , Chapter 13 Read <i>SportsBusiness Journal</i> 8-1 Discussion: SBJ Presentations 8-2 Discussion: Course Reflection 8-3 Submit SBJ Presentation

### Attendance Policy

Online students are required to submit a graded assignment/discussion during the first week of class. If a student does not submit a graded assignment/discussion during the first week of class, the student is automatically dropped from the course for non-participation. Review the [full attendance policy](#).

### Late Assignments Policy

Meeting assigned due dates is critical for demonstrating progress and ensuring appropriate time for instructor feedback on assignments. Students are expected to submit their assignments on or before the due date. Review the [full late assignment policy](#).

### SNHU Student Handbook

Review the [student handbook](#).

### ADA/504 Compliance Statement

Southern New Hampshire University (SNHU) is dedicated to providing equal access to individuals with disabilities in accordance with Section 504 of the Rehabilitation Act of 1973 and with Title III of the Americans with Disabilities Act (ADA) of 1990, as amended by the Americans with Disabilities Act Amendments Act (ADAAA) of 2008.

SNHU prohibits unlawful discrimination on the basis of disability and takes action to prevent such discrimination by providing reasonable accommodations to eligible individuals with disabilities. The university has adopted this policy to provide for prompt and equitable resolution of complaints regarding any action prohibited by Section 504, the ADA, or the ADAAA.

For questions about **support services, documentation guidelines, general disability issues, or pregnancy accommodations**, please visit the [Online Accessibility Center](#) (OAC).

As a student, you must complete an interactive intake process, with supporting documentation, in order to be granted accommodations. Once reasonable accommodations are approved by the OAC, you will receive an accommodations letter. You are then responsible for sharing the letter with your instructor. Accommodations are not retroactive.

If you feel you've been subject to discrimination on the basis of disability, by any party, you may file a complaint or grievance. For more information on the ADA/504 Grievance Policy, go to the [Disability and Accessibility Services](#) website.

### Academic Integrity Policy

Southern New Hampshire University requires all students to adhere to high standards of integrity in their academic work. Activities such as plagiarism and cheating are not condoned by the university. Review the [full academic integrity policy](#).

**Copyright Policy**

Southern New Hampshire University abides by the provisions of United States Copyright Act (Title 17 of the United States Code). Any person who infringes the copyright law is liable. Review the [full copyright policy](#).

**SNHU Withdrawal Policy**

Review the [full withdrawal policy](#).

**Southern New Hampshire University Policies**

More information about SNHU policies can be found on the [policy page](#).