

GEORGE MASON UNIVERSITY  
School of Recreation, Health, and Tourism

SPMT 420--Economics and Finance in the Sport Industry (3)  
Fall 2013

DAY/TIME:	T 4:30-7:10 pm	LOCATION:	Robinson Hall A249
PROFESSOR	Stephen Argeris	EMAIL ADDRESS:	<a href="mailto:sargeris@gmu.edu">sargeris@gmu.edu</a>
OFFICE LOCATION:	N/A	PHONE NUMBER:	202-955-1506
OFFICE HOURS:	Before class or by appointment	FAX NUMBER:	202-828-3725

PREREQUISITES      Undergraduate level SPMT 201 Minimum Grade of D

#### COURSE DESCRIPTION

Examines principles of economics, budgeting, and finance as they apply to the sport industry.

#### COURSE OBJECTIVES

The student will be able to:

1. Apply principles of valuation through relevant accounting, economic, and finance theory
2. Interpret financial statements and perform basic ratio analysis
3. Understand how ownership and capital structure affect value
4. Analyze how well enterprises have identified and developed sources of revenue (media rights, tickets, sponsorships, etc.) and managed expenses
5. Understand how broad trends in facility design, financing, and operation have affected revenues
6. Analyze how enterprises have responded to changes in demand through pricing and branding strategies
7. Understand the role case law, the courts, league or organization management, and government policy affect sports operations
8. Assess risks involved in capital budgeting decisions, from talent acquisition and retention to facility construction and management

#### COURSE OVERVIEW

The learning experiences in this course are afforded through assignments, discussions inside and outside class, film and video material.

#### STUDENT SUPPORT

Any eligible student with an exceptionality documented through George Mason University's Disability Resource Center must notify the instructor so that suitable accommodations can be implemented.

#### EXPECTATIONS

1. All assigned reading for each class is to be completed prior to coming to class.
2. Regular attendance and participation is expected.
3. Students must abide by the Mason Honor Code, guided by the spirit of academic integrity.

**REQUIRED TEXTS**

Winfree, J. A., & Rosentraub, M. S. (2011). *Sports finance and management: Real estate, entertainment, and the remaking of the business*. Boca Raton, FL: CRC Press.

*Sports Business Journal* (required)

Other readings as assigned.

**ASSESSMENT**

Three In-Class Tests:	40%
Final CBA Project Presentation and Paper:	40%
Class Participation:	20%

Three in-class tests measure the student's understanding of the material of a given section. Each will count 20% towards the students' final grade. Only your best two tests count.

The final project is a multiclass simulation of a collective bargaining negotiation. Students are assigned roles to play (e.g., team owner, player representative, league commissioner, union head, etc.) and are graded on their ability to achieve their objectives. Materials will be handed out during the course.

Class participation is not mere attendance but active and constructive contribution to class discussions.

**COURSE SCHEDULE**

<b>Date</b>	<b>Topic</b>	<b>Chapter</b>
1/21	CANCELED-SNOW	
1/28	Intro	1
2/4	Media Rights	7
2/11	Ticket Demand and Pricing	9,10
2/18	<b>Raptors-Wizards game---MEET AT VERIZON Center 5 pm</b>	
2/25	<b>Test One</b> (at 4:30); Ownership Structure	2
3/4	Facility Design	4
3/11	SPRING BREAK-NO CLASS	
3/18	Stadium Financing	5
3/25	Sports Teams and Real Estate	6
4/1	<b>Test Two</b> (at 4:30); Financial Statement Analysis	3
4/8	Financial Statement Analysis	3
4/15	Valuation	8
4/22	<b>Test Three</b> (at 4:30); League Legal Organization and Policy	12
4/29	Antitrust and Sports--Collective Bargaining Agreement	--

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### *Student Expectations*

- Students must adhere to the guidelines of the George Mason University Honor Code [See <http://oai.gmu.edu/honor-code/>].
- Students with disabilities who seek accommodations in a course must be registered with the George Mason University Office of Disability Services (ODS) and inform their instructor, in writing, at the beginning of the semester [See <http://ods.gmu.edu/>].
- Students must follow the university policy for Responsible Use of Computing [See <http://universitypolicy.gmu.edu/policies/responsible-use-of-computing/>].
- Students are responsible for the content of university communications sent to their George Mason University email account and are required to activate their account and check it regularly. All communication from the university, college, school, and program will be sent to students solely through their Mason email account.
- Students must follow the university policy stating that all sound emitting devices shall be turned off during class unless otherwise authorized by the instructor.

### *Campus Resources*

- The George Mason University Counseling and Psychological Services (CAPS) staff consists of professional counseling and clinical psychologists, social workers, and counselors who offer a wide range of services (e.g., individual and group counseling, workshops and outreach programs) to enhance students' personal experience and academic performance [See <http://caps.gmu.edu/>].
- The George Mason University Writing Center staff provides a variety of resources and services (e.g., tutoring, workshops, writing guides, handbooks) intended to support students as they work to construct and share knowledge through writing [See <http://writingcenter.gmu.edu/>].
- For additional information on the College of Education and Human Development, School of Recreation, Health, and Tourism, please visit our website [See <http://rht.gmu.edu/>].

**PROFESSIONAL BEHAVIOR:** Students are expected to exhibit professional behaviors and dispositions at all times.

**CORE VALUES COMMITMENT:** The College of Education and Human Development is committed to collaboration, ethical leadership, innovation, research-based practice, and social justice. Students are expected to adhere to these principles.

