

PER 571 | Sports Management

Comprehensive Exam Study Guide

NOTE – you have 50 multiple choice questions coming from the text which assess your fundamental understanding of major themes associated with your concentration: Sports Management. These questions look MUCH like those on exams from your course. You must score a 70% or better to pass this aspect of your comprehensive exam. You will then only have respond to two (2) of the six (6) questions presented.

Part 1: Introduction to Sports Management

- A. Managing Sports
 - 1) What is sport management?
 - 2) What does it take to be a successful manager?
 - 3) What do Sports Managers do?
- B. The Sport Industry
 - 1) What are typical ethical concerns in Sport Management?
 - 2) How do Sports Managers have social responsibility and what might those be?
 - 3) What is it meant to have Quality in Sport?

Part 2: Planning

- A. Creative Problem Solving and Decision Making
 - 1) Describe how meeting objectives, solving problems, and making decisions are connected.
 - 2) Discuss how goals and objectives are similar, but different.
 - 3) Explain how creativity and innovation differ.
 - 4) Explain how quantitative and cost-benefit analysis facilitate selecting alternatives.
- B. Strategic and Operational Planning
 - 1) Explain how strategic and operational plans differ.
 - 2) Describe why organizations analyze industries and competitive situations.
 - 3) Describe the 3 growth strategies.
 - 4) List and detail the 4 functional-level operational strategies.

Part 3: Organizing

- A. Organizing and Delegating Work
 - 1) Explain the 4 levels of authority.
 - 2) Describe the job characteristics model and what it's used for.
- B. Sport Culture, Innovation, and Diversity
 - 1) Identify the driving forces behind change.
 - 2) List and detail the four variables of change.
 - 3) Explain how diversity can affect innovation and quality.
 - 4) Know the legislation and Governmental Acts involved in providing equality and eliminating prejudice and discrimination in educational institutions. (EEO), Title IX, Equal Pay Act, and others.
 - 5) Compare and contrast the 2 change models associated with organizational environments.

Part 4: Leading

- A. Motivating to Win
 - 1) Explain how motivation works
 - 2) Discuss the 4 content-based motivation theories
 - 3) Discuss the 3 process-based motivation theories.
- B. Leadership Cultures
 - 1) Explain why managers are not always leaders.
 - 2) Explain the leadership trait theory.
 - 3) Identify the management levels where charismatic, transformational, transactional, and symbolic leaders are most effective.

Example Question: Describe the relationship between management and an organization's mission, resources, systems process, and structure. Which of these internal factors are ends and which are means? Provide a sports management scenario where you can illustrate the above question through a fluid and insightful response using terms, definitions, and aspects of the sport industry.