

COURSE SPECIFICATION

Course Aim and Title	Certificate of Higher Education (CertHE) Sports Management
Intermediate Awards Available	N/A
Teaching Institution(s)	Global Institute of Sport (GIS)
Alternative Teaching Institutions (for local arrangements see final section of this specification)	N/A
UEL Academic School	Royal Docks School of Business and Law
UCAS Code	TBC
Professional Body Accreditation	N/A
Relevant QAA Benchmark Statements	QAA Subject Benchmark Statement for Business and Management 2023
Additional Versions of this Course	N/A
Date Specification Last Updated	February 2026

Course Aims and Learning Outcomes

Course Overview

The Certificate of Higher Education in Sports Management provides a comprehensive introduction to the dynamic and fast-evolving global sports industry. This programme equips students with foundational knowledge of sport business operations, marketing, finance, fan engagement, and the relationship between sport, media, and society. Alongside academic study, students develop professional skills, self-awareness, and career readiness through a strong emphasis on personal development and mental wealth.

Designed for individuals seeking to enter the sports industry or progress into further study, the course blends theoretical understanding with practical application. Students will gain insight into how sport organisations operate commercially, how fans engage with sport brands, and how financial and marketing strategies underpin success in the sector.

What you will learn

Course Aims:

To provide students with a broad and coherent understanding of key concepts underpinning sports management, including sport business operations, marketing, finance, and the role of media and fan engagement.

To enable students to apply relevant theories and concepts to analyse issues within the sport industry, construct reasoned arguments, and develop solutions to practical sport management challenges.

To develop students' awareness of organisational structures, cultures, and the wider social, economic, and environmental contexts of sport, fostering ethical awareness and responsible leadership.

To equip students with essential academic, professional, and self-management skills, including reflective practice and independent learning, preparing them for careers in the sport industry or further study

Course Learning Outcomes:

- A systematic understanding of key aspects of sports management, including acquisition of coherent and detailed knowledge, at least some of which is at, or informed by, the forefront of defined aspects of a discipline.
- Conceptual understanding that enables the students to devise and sustain arguments, and/or to solve problems, using ideas and techniques at the forefront of sport management

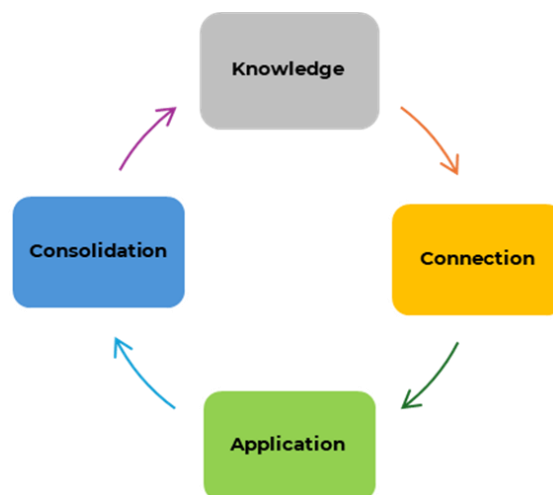
- Develop a critical understanding of organisations, cultures and structures, their management and wider economic, environmental and social contexts
- Instil an understanding of responsible leadership
- Provide preparation for and development of a wide range of careers, including in business and management
- The ability to manage their own learning, and to make use of scholarly reviews and primary sources (for example, referred research articles and/or original materials appropriate to the discipline)

Learning and Teaching / Assessment

At GIS, our learning and teaching approach is structured, student-focused, and designed to support the delivery of high-quality education across all disciplines. It reflects our commitment to creating meaningful learning experiences that integrate theory, promote active engagement, and foster reflection and personal growth.

This learning and teaching model promotes purposeful, engaging, and inclusive learning through a combination of **microlearning** and **active learning** strategies. It emphasizes structured delivery, allowing students to engage with content in manageable and meaningful ways that promote deeper understanding, learner autonomy, and practical skill development.

Figure 1. GIS Learning and Teaching Cycle (2025):



1. Knowledge (Core foundation)

Knowledge is developed and assessed through:

- Core academic literature, journals, books, and models aligned with module content and learning outcomes.
- Introduction to key concepts, definitions, and principles.
- Structured explanations of topics to provide foundational understanding.

- Contextual knowledge needed to support deeper exploration and application.

2. Connection (Thinking Skills – helping bring theory to life)

Critical thinking and analytical skills are developed and assessed through:

- Case studies
- Videos and animations
- Podcasts and audio explanations
- Interactive simulations or clickable definitions
- Guest speakers (live or recorded)

These tools help students connect theoretical knowledge to real-world contexts, encouraging deeper cognitive engagement.

3. Application (Practical Skills – putting learning in practice)

Practical and professional skills are developed and assessed through:

- Activities that bridge theory and practice or challenge existing assumptions
- Interactive tasks, problem-solving exercises, and hands-on learning
- Opportunities to apply concepts in real or simulated environments.
- Practice-based activities that reinforce understanding through experimentation.
- Tasks that promote reflection and active participation

4. Consolidation (Reinforcement - Skills for Life and Work)

Transferable and lifelong learning skills are developed and assessed through:

- Knowledge checks, reflections, quizzes (Declarative Knowledge)
- Collaborative opportunities to discuss, debate, and refine learning with peers and tutors (Procedural Knowledge)
- Live and classroom sessions that promote critical thinking and synthesis for long-term knowledge retention and personal development (Conditional Knowledge)
- Peer-to-peer learning and knowledge sharing to enhance communication and teamwork.

Work or Study Placements

N/A

Course Structure

All courses are credit-rated to help you to understand the amount and level of study required.

One credit is equal to 10 hours of directed study time (this includes everything you do e.g. lecture, seminar and private study).

Credits are assigned to one of 5 levels:

- 3 Equivalent in standard to GCE 'A' level and is intended to prepare students for year one of an undergraduate degree course
- 4 Equivalent in standard to the first year of a full-time undergraduate degree course.
- 5 Equivalent in standard to the second year of a full-time undergraduate degree course.
- 6 Equivalent in standard to the third year of a full-time undergraduate degree course.
- 7 Equivalent in standard to a Masters degree.

Courses are made up of modules that are each credit weighted.

The module structure of this course:

Level	Module Code	Module Title	Core/Option	Credit Weighting
4	HR4016	Introduction to Academic and Professional Development in Sport (Mental Wealth)	Core	20
4	TM4039	Understanding Sports Business	Core	20
4	MK4009	Principles of Marketing	Core	20
4	MK4010	Understanding Sports Fan Behaviour	Core	20
4	AC4012	Sport Finance & Accounting Fundamentals	Core	20
4	MS4042	Sport, Media and Society	Core	20

Further details about the delivery of this course:

This course is only taught online.

The overall credit-rating of this course is **120 credits**. You can read the University Student Policies and Regulations on the UEL website.

Course Specific Regulations

None

Typical Duration

The expected duration of this Undergraduate course is three years. A student cannot normally continue study on a course after 4 years of study in full time mode unless exceptional circumstances apply and extenuation has been granted.

Further Information

More information about this course is available from:

- The GIS web site (<https://gis.sport/>)
- The course handbook
- Module study guides
- [UEL Manual of General Regulations](#)
- [UEL Quality Manual](#)

All GIS are subject to thorough course approval procedures before UEL allow them to commence. We also constantly monitor, review and enhance our courses by listening to student and employer views and the views of external examiners and advisors.

Additional costs:

- **Technology** – Students are required to have access to a laptop, desktop computer or mobile device to support learning and assessment. The costs will be dependent on your choices. The GIS virtual learning environment is compatible with mobile devices, including tablets. However, students will need a reliable internet connection in order to view the content as part of their course.
- **Books, Journals and Periodicals** – Books will be available to access within the GIS and UEL e-library. If students wish to purchase books they can do so, however this is not a requirement of the course.
- **Accommodation and Travel** – If students are required to attend face to face learning as part of the course, or opt to attend in person events, students are responsible for arranging their own accommodation and travel, if it is required. Costs will be dependent on student choice of accommodation and travel.

Alternative Locations of Delivery

This course is also taught online by the Global Institute of Sport (GIS) and is awarded by the University of East London.

Students will have the opportunity to enhance their studies by attending GIS Global Summits throughout the duration of their studies, held at locations such as UK, Miami, Melbourne and Toronto. Further information on dates and activities available as part of the summits will be provided during your studies. Additional costs will apply to participate in Global Summit activities