

## 1. BASIC INFORMATION

<b>Course</b>	Professional Internships
<b>Degree program</b>	MBA in Sports Management Master's Degree
<b>School</b>	Faculty of Physical Activities, Sports and Physiotherapy Sciences
<b>ECTS</b>	6 ECTS
<b>Credit type</b>	Compulsory
<b>Language(s)</b>	Spanish / English
<b>Delivery mode</b>	Classroom-based
<b>Quarter / Semester</b>	Transversal
<b>Academic year</b>	2020/2021

## 2. PRESENTATION

Internships will serve to complement students' specialised training in the professional area and undertaking them will be an essential requirement in obtaining the Master's degree qualification.

Through personal interviews, students will demonstrate their particular interests, motivations and previous experience. With this information, the tutor-lecturer will produce a document with different student profiles. The document will be used to commence the selection process of professional internships that meet the interests and expectations of students. Likewise, the academic work produced over the Master's degree and the participation of each student to date will be taken into account when allocating internships.

Once students have received notification of the place in which they will undertake the internship, they will need to contact the tutor-lecturer of the Master's degree who is responsible for the internships. The lecturer will inform students of their responsibilities, rights and duties. Furthermore, the lecturer responsible for the professional internships, will contact the relevant person at the company or institution where the internship is to take place in order to organise in detail the corresponding collaboration.

On finishing the compulsory professional internships, all students will have to submit a report detailing all of the responsibilities assumed and the results achieved. Furthermore, each responsibility will be analysed in the report, commenting on the successes and mistakes that may have been made. Additionally, remarks or comments must be provided on the issues covered, in which students will attempt to contribute innovative ideas and constructive criticism that allow the different professional experiences gained to be shared with others. At the end of the document, students must include conclusions and a statement assessing the usefulness of the activity, as well as the work of the professionals with whom they undertook the internship.

Likewise, the person responsible for the student in the company will submit a report assessing the student's performance throughout the internship and his or her different skills.

The tutor or lecturer in charge of the professional internships is ultimately responsible for assessing the reports. Therefore, such person will have in his or her possession the report produced by the student and that produced by the person responsible for the internship at the collaborating company.

### **3. COMPETENCIES AND LEARNING OUTCOMES**

#### **Key Skills:**

- KS1: Possessing and understanding knowledge that provides a basis or opportunity to be original regarding the development and/or application of ideas, often in a research context.
- KS2: Students should know how to apply the knowledge acquired and their problem-solving skills in new or relatively little-known environments within wider (or multidisciplinary) contexts related to their area of study
- KS3: Students should be able to integrate knowledge and face the complexity of formulating opinions from information that may be incomplete or limited, but which includes thoughts on the social and ethical responsibilities linked to the application of their knowledge and opinions.
- KS4: Students should be able to communicate their conclusions, as well as the knowledge and underlying reasons they are based on, to expert and non-expert audiences in a clear and concise way.
- KS5: Students should possess the learning skills that enable them to continue studying in a way that will be self-directed or autonomous for the most part.

#### **Transversal Skills:**

- TS1: Responsibility: Students should be able to accept the consequences of actions and take responsibility for their own actions.
- TS2: Self-confidence: Students should be able to act with confidence and with sufficient motivation to achieve their objectives.
- TS3: Awareness of ethical values: Students' capacity to feel, judge, argue and act in accordance with moral values in a consistent, persistent and autonomous way.

- TS4: Communication skills: Students should be able to effectively express concepts and ideas, as well as possess clear and concise written communication skills and effective public speaking skills.
- TS5: Interpersonal understanding: The student should be able to actively listen for the purpose of reaching agreements using an assertive communication style.
- TS6: Flexibility: Students should be able to adapt and work in different and varied situations with different people. This involves assessing and understanding different positions, adapting their own approach as required by the situation.
- TS7: Teamwork: Students should be able to actively participate in achieving a common objective by listening, respecting and valuing the ideas and proposals of the other members of their team.
- TS8: Initiative: The student should be able to respond proactively to situations that emerge, proposing solutions or alternatives.
- TS9: Planning: Students should be able to effectively set their goals and priorities, defining the actions, time frames and optimum resources required to achieve these goals.
- TS10: Innovation-Creativity: Students should be able to come up with new and different solutions to problems that add value to problems posed.

**Specific Skills:**

- SS.1.- Having an integrated vision of all of the dimensions of the company in the sports sector -external, internal and organisational-, as well as of the people and human capital that comprise it, to be able to analyse issues and to look for solutions in teams that help to achieve its strategic objectives. As such, students will partake in autonomous and collective learning, helping them to make decisions and to assess the corresponding economic and social impact.
- SS.2.- Leading projects and teams from a comprehensively ethical approach and a social responsibility stance, assessing the impact of decisions on the market, profits, people and society.
- SS.3.-Controlling the key aspects of the most significant areas of the sporting world, transforming them into competitive advantages for the company's growth within its sector.

- SS.4.-Analysing the economic, legal and technological environment of a sector, as well as assessing and creating a medium- to long-term strategic plan, using current reference tools.
- SS.5.-Controlling the new business trends and practices of corporate social responsibility policies that affect the sports sector, while being able to establish an individual corporate social responsibility policy for each business.
- SS.6.-Taking on the skills of an executive: leadership, emotional intelligence, communication skills, team management, teamwork, planning, conflict resolution, negotiating and results-orientated skills, always with a responsible approach and a multicultural perspective, showing respect for diversity.
- SS.7.-Controlling the benchmark strategic concepts and tools regarding the organisational sizing of a company in the sports industry and being able to choose the best strategic alternative to apply in each market and company.
- SS.8.-Learning the tools used in managing the operations of a company and the benchmark business practices in the sports industry, which ensure the efficiency of activity and the fulfilment of set objectives.
- SS.9.- Designing the plans in the different areas (marketing, communication and sales, finance, production, human resources), using coordination criteria among them and aligning them with the company's general strategy.
- SS.10.- Controlling the key benchmark concepts regarding the sizing of new organisational structures and being capable of implementing plans that entail change and adaptation with criteria relating to resource optimisation and knowledge management.
- SS.11.-Applying and putting into action the knowledge acquired in one of the decision-making areas of the company by means of professional internships. Students may undertake internships through university agreements made with companies in the sports sector or industry, particularly in the area that most interests them in view of their future career development (management, marketing and communication, operations, finance), while also demonstrating their skills for successful integration into a business team.

### **Learning Outcomes**

- LO1. Applying professional skills acquired over the Master's degree.
- LO2. Applying knowledge acquired in student training.
- LO3. Creating options that offer original solutions to issues raised.

- LO4. Applying personal skills practised over the Master's degree to resolve issues

In the table below we present the connection between the skills to be develop in the course and the learning outcome we pursue:

Skills	Learning Outcome
KS2, KS3, TS1, TS2, TS3, TS9, SS1, SS3, SS4, SS8, SS9	LO1, LO2
KS1, KS4, KS5, TS4, TS5, TS6, TS7, TS8, TS10, SS2, SS5, SS6, SS7, SS10, SS11	LO3, LO4

## 4. CONTENT

The content is structured in the following way:

- Specifically defined for each internship position according to the corresponding requirements, but always linked to sports management.
- Students must demonstrate, among others:
  - Leadership skills
  - Teamwork
  - Individual autonomy and resolution
  - Commitment
  - Initiative

## 5. TEACHING-LEARNING METHODOLOGIES

The types of teaching-learning methodologies used are indicated below:

- Masterclass
- Collaborative learning
- Learning by solving problems

## 6. LEARNING ACTIVITIES

Listed below are the types of learning activities and the number of hours the student will spend on each one:

### Campus-based mode:

Learning activity	Number of hours
Practical Exercises:	30 hours
Problem solving:	30 hours
Debates:	30 hours

Case studies:	30 hours
Evaluations:	15 hours
Mentoring:	15 hours
<b>TOTAL</b>	<b>150 hours</b>

## 7. ASSESSMENT

Listed below are the assessment systems used and the weight each one carries towards the final course grade:

Report with 19 different aspects to be evaluated by the internship tutor

When you access the course on the *Campus Virtual*, you'll find a description of the assessment activities you have to complete, as well as the delivery deadline and assessment procedure for each one.

### 7.1. First exam period

To pass the course in the first exam period, you must obtain a final course grade of at least 5 out of 10 (weighted average).

### 7.2. Second exam period

To pass the course in the second exam period, you must obtain a final grade of at least 5 out of 10 (weighted average).

## 8. SCHEDULE

This table shows the delivery deadline for each assessable activity in the course:

Assessable activities	Deadline
Internship	October - December

This schedule may be subject to changes for logistical reasons relating to the activities. The student will be notified of any change as and when appropriate.

## 9. BIBLIOGRAPHY

- Coyle, D. "EL Código del Talento"
- De Sena, J. "Spartan Up". Dilts, Robert "El poder de la palabra"
- Grant, A. "Give and Take"

- Gladwell, M. “Fuera de Serie”
- Peters, T. “Reimagina”
- Sinek, S. “La Clave es el Por qué”
- Stephen R. Covey “Los siete hábitos de la gente altamente efectiva”

## 10. DIVERSITY MANAGEMENT UNIT

Students with specific learning support needs:

Curricular adaptations and adjustments for students with specific learning support needs, in order to guarantee equal opportunities, will be overseen by the Diversity Management Unit (UAD: Unidad de Atención a la Diversidad).

It is compulsory for this Unit to issue a curricular adaptation/adjustment report, and therefore students with specific learning support needs should contact the Unit at [unidad.diversidad@universidadeuropea.es](mailto:unidad.diversidad@universidadeuropea.es) at the beginning of each semester.

## 11. ONLINE SURVEYS

Your opinion matters!

The Universidad Europea encourages you to participate in several surveys which help identify the strengths and areas we need to improve regarding professors, degree programs and the teaching-learning process.

The surveys will be made available in the “surveys” section in virtual campus or via e-mail.

Your assessment is necessary for us to improve.

Thank you very much for your participation.