



UNIVERSITY OF PELOPONNESE
FACULTY OF HUMAN MOVEMENT AND QUALITY OF LIFE SCIENCES
DEPARTMENT OF SPORTS ORGANIZATION AND MANAGEMENT

STUDY GUIDE

**ACADEMIC YEAR
2015-2016**

CONTACT US:

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Welcome Letter

Dear students,

We are pleased to deliver the most recent version of the Student Handbook for the Department of Sports Organization and Management, Faculty of Human Movement Sciences and Quality of Life Sciences, University of Peloponnese.

The mission of our academic department is to create and nurture learning environments, and foster scientific knowledge related to the management of sport organizations and businesses, providing our students with the proper expertise that ensures excellent professional and scientific careers in the field.

Our departmental objectives for the next two years concentrate on:

- (a) developing long-term partnerships with private and public organizations and companies - operating within the sport industry - in order to create added educational and professional value for students, who practice their knowledge, skills and abilities as interns for those organizations;
- (b) forging educational partnerships with universities abroad (via the Erasmus Program), aiming at greater visibility for the Department internationally that will consequently lead to the establishment of a competitive advantage in our field;
- (c) enhancing the quality and visibility of the educational and scholarly work of the Department in this country, especially for the **three** successful and innovative graduate programs this Department offers;
- (d) supporting and facilitating faculty involvement in research projects with practical applications to the sport industry;
- (e) improving the efficiency and effectiveness of the department's administrative operations, and enhance the quality of the services to students

Our ultimate objective is to create an organizational culture based on the principles of unity, solidarity, eradication of all prejudices and justice for all stakeholders (students, faculty, the society at large). We strongly believe that only in an academic environment with such culture, future scientists and sport practitioners can become agents of change for the good of humanity.

Athanasios Kriemadis, Ph.D.

Professor and Chairperson
Department of Sport Management
Faculty of Human Movement and Quality of Life
University of Peloponnese

HISTORICAL REVIEW

The Faculty of Human Movement and Quality of Life was established by the Presidential Decree no. 118 of April 24, 2003: "Establishment of Schools and Departments of the University of

Peloponnese" (Appendix B). The Department of Sport Management of the University of Peloponnese was established by Presidential Decree 118/2003 (Government Gazette 102A) and belongs to the Faculty of Human Movement and Quality of Life, based in Sparta.

According to that Presidential Decree, the Department's mission is to (a) advance scientific knowledge in the fields of sport science and the organization and management of sport institutions; (b) provide students with the necessary skills and abilities that ensure competency as they advance towards a successful scientific and/or professional career; (c) organize postgraduate degree programs that successfully train students in developing an expertise in the various sport industry sub-disciplines; and (d) produce sport practitioners capable to assume the organization and management of sporting events, both domestic and international.

The Department of Sport Management at the University of Peloponnese is the only department advancing the sport management discipline in Greece.

WHAT IS SPORT MANAGEMENT?

Sport Management is one of the new and most rapidly growing disciplines in the world. Sports have grown into a business industry, with a huge volume of investments, revenues and profits, the management of which requires highly qualified professionals with specialized knowledge and experience. The organization of sport mega-events, the management of sporting facilities, the management of sports organizations and enterprises - to name a few - create an increasing demand for trained professionals, adhering to social responsibility and professionalism, to meet the demands of a growing and innovative industry.

MISSION STATEMENT

The Department of Sport Management's mission statement is to:

- (1)** Advance scientific knowledge in the fields of sport science and the organization and management of sport institutions;
- (2)** Provide students with the necessary skills and abilities that ensure competency as they advance towards a successful scientific and/or professional career;
- (3)** Organize postgraduate degree programs that successfully train students in developing an expertise in the various sport industry sub-disciplines;
- (4)** Produce sport practitioners capable to assume the organization and management of sporting events, both domestic and international.

GOVERNANCE

The Department of Sport Management at the University of Peloponnese, is autonomous and is governed by its Faculty Assembly consisting of the following:

- Professor Athanasios Kriemadis, CHAIRPERSON
- Professor Konstantinos Georgiadis

- Professor Apostolos Stergioulas
- Professor John Douvis
- Associate Professor Pantelis Konstantinakis
- Associate Professor Anthony Travlos
- Associate Professor Athanassios Strigas
- Associate Professor Marios-Daniel Papaloukas
- Associate Professor George Kypreos
- Assistant Professor Panagiotis Alexopoulos
- Assistant Professor Panagiota Antonopoulou
- Assistant Professor Basilica Avgerinos
- Assistant Professor Euthalia Chatzigianni
- Assistant Professor Penelope Athanasopoulou
- Assistant Professor Ourania Vrontou
- Assistant Professor Maria Ioakeimidi
- Member E.E.P. Alexandra Tripolitsioti
- Member of Technical Staff George Georgakopoulos
- Student Representative

PERSONNEL

ACADEMIC STAFF – Professors

- **Athanasios Kriemadis, Professor**

Field: Strategic Planning of Sport Organizations

Tel. office: 27310-89652, 89 670

E-mail: thanosk@uop.gr

- **Konstantinos Georgiadis, Professor**

Field: Cultural Dimensions of Olympism

Tel. office: 27310-89679

E-mail: kgeorgia@uop.gr

- **Apostolos Stergioulas, Professor**

Field: Biology of Exercise (emphasizing the organization / management of the prevention and rehabilitation)

Tel. office: 27310-89683

E-mail: asterg@uop.gr

- **John Douvis, Professor**

Field: Sport Marketing for Professional Sports

Tel. office: 27310-89674

E-mail: john_douvis@yahoo.com

ACADEMIC STAFF – Associate Professors

• **Pantelis Konstantinakos, Associate Professor**

Field: Sociology of Sport

Tel. office: 27310-89671

E-mail: pakon@uop.gr

• **Antonios K. Travlos, Associate Professor**

Field: Psychology of Sport and Motor Learning

Tel. office: 27310-89672

E-mail: atravlos@uop.gr

• **Athanassios Strigas, Associate Professor**

Field: Training and management of volunteers at sporting events

Tel. office: 27310-89659

E-mail: astrigas@uop.gr

• **Marios-Daniel Papaloukas, Associate Professor**

Field: Sport Law

Tel. office: 27310-89687

E-mail: mpapalouka@gmail.com

• **George Kypreos, Associate Professor**

Field: Organization and management of athletics and extreme sports

Tel. office: 27310-89668

E-mail: kipreos@uop.gr

ACADEMIC STAFF – Assistant Professors

• **Panagiotis Alexopoulos, Assistant Professor**

Field: Organization of team sports (emphasis in football)

Tel. office: 27310-89686

E-mail: alexop@uop.gr

• **Panagiota Antonopoulou, Assistant Professor**

Field: Sport media and communication

Tel. office: 27310-89681

E-mail: antonopoulougiota@yahoo.gr

• **Vassiliki Avgerinou, Assistant Professor**

Field: Sport Economics

Tel. office: 27310-89676

E-mail: vasavg@uop.gr

• **Euthalia Chatzigianni, Assistant Professor**

Field: International Sport Governing Bodies and Organizations

Tel. office: 27310-89673

E-mail: echatzi@uop.gr

• **Penelope Athanasopoulou, Assistant Professor**

Field: Marketing Services

Tel. office: 27310-89655

e-mail: athanapi@uop.gr

• **Urania Vrontou, Assistant Professor**

Field: Sport Tourism

Tel. office: 27310-89665

E-mail: ovrondou@uop.gr

• **Maria Ioakeimidi, Assistant Professor**

Field: Economics and Management of Human Resources

Tel. office: 27310-89659

E-mail: marilou_ioakimidis@yahoo.com

ACADEMIC STAFF – E.E.P.

• **Ioannis Anagnostopoulos**

Field: Sports Institutions and Legislation (emphasis in sport for all)

Tel. office: 2731089677

E-mail: ica@uop.gr

• **Alexandra Tripolitsioti**

Field: Organization and Management of Sport Arenas and Fitness Facilities

Tel. office: 27310-89685

e-mail: atripolitsioti@gmail.com

• **Panagiotis Dimitropoulos**

Field: Economics with emphasis in Accounting

Tel. office: 27310-89669

e-mail: dimitrop@uop.gr

TECHNICAL STAFF

• **George Georgakopoulos**

Technical Support / Computer and Network

Tel. office: 27310-89663

E-mail: ggeo@uop.gr

ADMINISTRATIVE STAFF

• **Anna Papastratakou**,
Administrative Assistant
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LIBRARY

• **Constantine Lafogiannis**
Librarian
Tel. office: 27310-89653
E-mail: lafogian@uop.gr

SECRETARIAT – GRADUATE PROGRAMS

"ORGANISATION AND MANAGEMENT OF SPORTS ORGANIZATIONS AND ENTERPRISES"

• **Anna Kourtesopoulou**
Tel. office: 27310-89670
Fax: 27310-89656
E-mail: akourtes@uop.gr

"OLYMPIC STUDIES, OLYMPIC EDUCATION, ORGANIZATION AND MANAGEMENT OF OLYMPIC EVENTS"

• **Vassiliki Voudouri**
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E-mail: master@ioa.org.gr

ACADEMIC FACILITIES

The Department of Sport Management is located in the newly constructed building complex of the Faculty of Human Movement and Quality of Life, located at the Eustathios and Stamatiki Valioti Avenue and Plateaon in Sparta (zip code 23100). The building has well-equipped classrooms, a library/reading room, computer labs, a cafeteria and an auditorium - seating 350 people, - which is used as a classroom, a conference and/or seminar site, as well as a venue for departmental meetings.

DEPARTMENT LABS

(1) Computer Lab

Our students are trained in IT using a modern computer lab that seats a maximum of 20 students at any given time. These computers have MS office software, and statistics software used by students throughout the course of their studies to practice and develop discipline-related skills. All computers provide access to email and various internet browsers. Furthermore, students have the option to access foreign university web portals, international research databases related to sport (ex. SportDiscus) and organizational and management-related databases (Management), both Greek and international (Heal-Link).

The staff and students of the Department of Sport Management are able to freely use the services provided by the University of Peloponnese data network, such as remote access services and email services.

(2) Laboratory in Organization and Management of Health, Exercise, Rehabilitation and Disability (People With Disabilities)

The laboratory has the following mission:

1. The coverage - at the undergraduate and postgraduate level - of teaching and research needs for both the Department of Sport Management and the Department of Nursing (also housed in Sparta), in the disciplines of biology of exercise, ergonomics, first aid and the organization of sport for people with disabilities
2. The collaboration with research centers and academic institutions in Greece and abroad, where the scientific objectives are similar, consistent and/or complementary with those of the laboratory
3. The organization of scientific conferences, workshops, seminars, symposia, congresses and other scientific events; the invitation of distinguished Greek and foreign scientists for research dissemination; and the preparation of scientific publications and presentations
4. The provision of services to individuals and organizations of any legal form as indicated in PD 159/1984 (A 53)

The laboratory currently publishes two scientific journals: (a) *Choregia*, and (b) *Biology of Exercise*

(3) Organization and Management Laboratory Services and Quality of Life

The laboratory has the following mission:

1. The promotion of science and the advancement of research in the discipline of Services Organization and Management. Those services are offered by the Public, Private, Non-Profit and Non-Government sector and address matters related to the organization and administration of sport, education, culture, local government, tourism, health, public administration and quality of life
2. The coverage - at the undergraduate and postgraduate level - of the teaching and research needs of the Department of Sport Management and other departments of the University of Peloponnese in matters falling within the laboratory's areas of expertise.
3. On any type of cooperation with research centers and academic institutions, domestic and foreign, since the scientific objectives coincide, consistent and complementary with those of the laboratory
4. The organization of scientific conferences, workshops, seminars, symposia, congresses and other scientific events; the invitation of distinguished Greek and foreign scientists for research dissemination; and the preparation of scientific publications and presentations
5. The provision of services to individuals and organizations of any legal form as indicated in PD 159/1984 (A 53)
6. The laboratory currently publishes the journal the Advances in Sport Management Research and the Department's newsletter

The Department of Sport Management at the University of Peloponnese is expected to operate the following laboratories in the near future:

- Laboratory in Sport Governance
- Laboratory in Extreme Sports and Leisure Activities

LIBRARY / READING ROOM

The Library/Reading Room at the Department of Sport Management has in its possession scientific journals, books, textbooks and trade magazines that can be used by students during their studies in the department. In addition, students can reach -via the internet - a great number of research databases and online libraries. The library possesses approximately 2000 Greek and foreign book titles related to Sports, Economics and Management. There are also a sufficient number of Greek research journals publishing articles on sport management research. The library provides the option to all students (attending our undergraduate and postgraduate programs), teaching and research staff to borrow books and other research material.

COLLABORATIONS – STUDENT EXCHANGE PROGRAMS

One of the main departmental objectives in supporting its academic programs is to develop bilateral agreements with departments that cultivate sport management science for the purpose of student exchanges. Through the implementation of the European Credit Transfer System (ECTS), the Department fully ensures the transferability of courses for those students that successfully complete coursework in our department, and the automatic conversion of their final grades.

A. Prerequisites for graduation

To graduate from the Department of Sport Management of the University of the Peloponnese, students have to fulfil the following:

- Successful completion of 56 semester-long, compulsory courses, which constitute the core of the curriculum and correspond to 197 ECTS
- Successful completion of at least 8 semester-long, elective courses (which are chosen from an almost double number of courses offered and/or even from the courses belonging to the specialisation cluster which the student has not chosen and which correspond to 24 ECTS)
- Successful attainment of a research-type project, which is undertaken on individual basis, lasts two semesters (7th and 8th), concludes with a dissertation, and corresponds to 7 ECTS
- Successful attainment of an Internship Programme (Practicum) which lasts four (4) months, is conducted anytime after the end of the 4th semester, and corresponds to 12 ECTS

The above requirements correspond to a total number of 240 ECTS credits.

Notes: a) All courses last one semester b) The internship programme may last for two segments of two months each (and for a total of four months), and usually takes place during summer

B. Expected learning outcomes and graduates' competences

Competencies-Skills (degree-specific):

Upon the completion of the program, the graduate will have developed the competencies and the ability to:

- Have a deep understanding of Management theory, practice, and methods of effective application of management principles for contemporary sport organizations and events
- Have a deep understanding of sport economics, along with methods of sound financial management for contemporary sport organizations and events in a global business environment
- Comprehend the concepts of innovation and entrepreneurship – as they relate to the sport and recreation industries - in order to be at the cutting edge of innovation for those industries, and/or other related fields like culture, education, health, tourism, and entertainment.

Generic Competencies

Upon the completion of the program, the graduate will have developed the following generic competencies and the ability to:

- Develop effective communication skills
- Enhance critical thinking abilities

- Encourage and promote innovation and creative thinking
- Ability to work effectively in teams and have the spirit of teamwork
- Ability of decision-making
- Develop excellent time management skills
- Developing short and long term goals
- Advance personal morality and integrity goals
- Ability to work in national and global environments
- Ability to recognize and respect the diversity and multiculturalism

POSTGRADUATE PROGRAMS

1. Management and Administration of Sport Organizations and Enterprises (M.Sc./ Ph.D.)

A postgraduate and doctoral studies program entitled "Organization and Management of Sports Organizations and Enterprises" (Official Gazette 1112 / vol. B / 04.07.2007) is offered for the first time in Greece, in the Department of Sport Management at the University of Peloponnese from the academic year 2007 - 2008.

The program awards M.Sc. in Organization and Management of Sports Organizations and Enterprises in the following specializations: (a) Organization and Management of Sports Organizations and Businesses, (b) Marketing of Sports Organizations and Enterprises, and (c) Management and Administration of Health Improvement Programs. The duration of the program is three (3) semesters and includes class attendance, written exams and postgraduate research work.

Admission to the program can claim degree holders from domestic universities or recognized foreign institutions, along with degree holders of Technological Educational Institutions (TEI) in similar disciplines (preferably graduates of the Department of Management and Administration of Enterprises and Organizations).

The program steering committee consists of the following professors:

Professor A. Kriemadis, **Program Director**

Professor I. Douvis

Associate Professor A. Travlos

Associate Professor M.D. Papaloukas

Assistant Professor O. Vrontou

Assistant Professor P. Alexopoulos

Assistant Professor E. Chatzigianni

For more information, you can visit the website of the Department of Sport Organization:
<http://sparti.uop.gr/~toda/indexmtp2.html>

The curriculum of the graduate program entitled "Organization and Management of Sports Organizations and Enterprises" is attached to this study guide.

2. Olympic Studies, Olympic Education, Organization and Management of Olympic Events (M.Sc.)

A postgraduate program entitled "Olympic Studies, Olympic Education, Organization and Olympic Events' Management (Official Gazette 2686 / vol.B / 31.12.2008) operates for the first time in Greece (started in the academic year 2009-2010), in the Department of Sport Management at the University of Peloponnese, in collaboration with the International Olympic Academy.

This postgraduate program in Olympic Studies constitutes a global innovation. The educational program is based on the three pillars of the Olympic Movement, Education, Sports and Culture, which are the basis of Olympism and Olympic Education. The philosophy of the program is consistent with the philosophy of the Olympic Movement to spread the Olympic ideals globally, to promote the knowledge and research in Olympic issues, and to promote global and equal participation.

The program that awards a Master of Science in the subject of the Olympic Studies, Olympic Education and Organization and Management of Olympic events lasts for three (3) semesters, and includes class attendance, written exams and postgraduate research work.

This postgraduate program admits graduates from domestic and foreign university departments, National Olympic Academies, National Olympic Committees, the International Olympic Committee and the European Union Committee for Education, Culture and Sport. The program also accepts graduates of Physical Education Departments, Media, Finance and other departments of domestic or foreign institutions, as well as degree holders of Technological Educational Institutions (TEI) in similar disciplines.

The program steering committee consists of the following professors:

Professor K. Georgiadis, **Program Director**

Professor Emeritus K. Mountakis

Associate Professor M.D. Papaloukas

Dionisios Gagkas, International Olympic Academy

Vasiliki Tzaxrista, International Olympic Academy

For more information, you can visit the website of the Department of Sport Organization: <http://olympicmaster.uop.gr/>

The curriculum of the graduate program entitled "Olympic Studies, Olympic Education, Organization and Olympic Events" is attached to this study guide.

The Department of Sports Organization and Management at the University of Peloponnese is expected to operate the new graduate program entitled "Sport Organization and Management for people with disabilities (Government Gazette 2103 / vol.B / 31-7 -2014). In addition, a new program entitled "Organization and Management of Sports Tourism and Leisure" is expected to be approved in the new future.

Doctor of Philosophy (PhD) degree program

Department of Sports Organization and Management

The Department of Sports Organization and Management offers a Doctor of Philosophy (PhD) degree program on an individual basis. The program offers specialization in topics that are related to the scientific field of the department and other relative fields.

The candidate has to agree first with a faculty member on the topic under examination. Application, acceptance and fulfilment of a doctoral degree is governed by applicable laws and provisions (article 9 of Law. 3685/2008).

The required documents for Admission to the Doctor of Philosophy (PhD) degree program are:

1. Application for Admission
2. Research proposal
3. Detailed CV
4. Photocopies of Official transcripts of undergraduate degree(s)
5. Photocopy of Official transcripts of Master of Science degree
6. Officially translated and authenticated certificate of good knowledge of English language in accordance with the regulations of Supreme Council for Civil Personnel Selection (ΑΣΕΠ)
7. Copy of identity or passport ID
8. Two recent passport-sized photographs
9. Two letters of recommendation from University Professors

Important note: In order to apply for a Doctor of Philosophy (PhD) degree program, Degrees issued by a foreign university must be declared equivalent to the Greek Undergraduate's and Master's Degree by the Hellenic National Academic Recognition Information Center (NARIC/DOATAP) (<http://www.doatap.gr>), according to procedures and deadlines established in the website.

CURRICULUM AND THE JOB MARKET

The Organization and Management of Sports (Sport Management) is one of the new and rapidly evolving disciplines worldwide. The recent development and growth of the sport industry has created a greater need for management training for people professionally engaged in various sports. Sports are big business. The sport industry is globally among the top industries with billions in revenue. The program curriculum includes courses in sports science, economics and business administration, and a number of legal courses related to various subjects. The internship program/practical training, a full-time, supervised experience with a sport organization, helps students to meet the high quality requirements of the marketplace. With practice, students gain valuable leadership experience and develop public relations skills necessary for future employment. Graduating with a management degree from the Department of Sport Management, enables our students to secure an excellent career with public or private sport organizations, sporting goods companies, and companies that are involved in the business of sport in various ways.

THE SPORT INDUSTRY MARKETPLACE

Graduates of the Department of Sport Organization can find employment in:

- **Youth and Sports Organizations** of the municipalities and prefectures of the country in order to manage programs related to sports and recreation of all citizens. The job description requires from graduates to be able to plan and organize the operation of indoor sporting facilities, manage finances, and organize sporting activities outside the boundaries of the municipality.
- **Private Sport Clubs** that operate with contributions of their members, donations and government grants (tennis, gymnastics, taekwondo, table, volleyball, basketball, football, etc.). The graduate of the Sport Management Department, in such cases, plans, organizes, establishes budgeting activities, organizes games and other activities.
- **Private Indoor Facilities.** The graduate of the Department of Sport Management has the potential not only to contribute in the management of a gymnasium, but also organize all recreational activities for the benefit of trainees, manage and monitor financial activities, and propose ways to improve the service.
- **Sporting facilities and stadiums**, which are the legacy of large sporting events or events (eg. Olympic Games). The graduate of the Department of Sport Management is the one who will plan and organize sporting events, conferences, exhibitions and other activities in order to make the sports center a profitable sport enterprise.
- **Sport Corporations (PAE & KAE).** Professional clubs in popular team sports (football, basketball, handball, volleyball), have been evolved into businesses with high budgets. The graduate of the Department of Sport Management is the professional, who will organize, lead, govern, manage and implement sport-specific development programs such as strategic marketing plans and sponsorships.

- **Lodging-Hotels.** The graduate of the Department of Sport Management in those companies will manage and organize sporting activities, during the winter (horse riding, canoeing, kayaking, skiing), and during the summer (skiing, sailing, etc.).
- **Olympic Committee, Secretariat General of Sports, Ministry of Education** – Physical Education Department.
- **Retail sale of sporting goods** (sporting goods stores, online sporting goods trading companies). The graduate of the Department of Sport Management plans, manages and uses the marketing activities for the promotion and sale of sportswear.
- **Sports Federations and Sports Associations.** The graduate of the Department of Sport Management will be the one who is responsible for the planning, management, advertising, organization, culture, promotion and development of the sport, representing the federation.
- **Non-profit organizations** associated with educational, cultural, recreational and sporting activities.
- Finally, the graduate of the Department of Sport Management - with the knowledge gained through coursework - can work for any business, private or public, as an **economist**.

STUDENT TRAINING – INTERNSHIPS

In order to meet graduation criteria for their degree in Sport Management, students of the Department of Sport Management at the University of Peloponnese, are required to complete an internship/ student training experience that lasts 4 months (275 hours), and corresponds to a total of 11 credits (ECTS); the experience should take place in the 4th and 6th semester, during the summer months.

DEPARTMENT OF SPORT MANAGEMENT
Undergraduate Program in Sport Management

The curriculum of the Department of Sport Management can be taught in eight (8) semesters.

CORE COURSES

	CODE	1° semester	LECTURE HOURS-Weekly	ECTS	CODE	2° semester	LECTURE HOURS-Weekly	ECTS
1	OA052	Computer Science and Information Systems	4	4	MA036	Cultural Dimensions of Olympism	4	6
2	OA050	Research Methods in Sport Management	4	5	OA055	Statistics for Social Sciences	4	6
3	MA035	Introduction to Sports Science	4	5	OA056	Services Marketing	4	6
4	OA051	Principles of Business Management	4	6	OA057	Mathematics for Economics	4	6
5	OA042	Introduction to Law	4	5	OA058	Sport Law	4	6
6	OA053	Microeconomics	4	5				
	TOTAL			30	TOTAL			30
	CODE	3° semester	LECTURE HOURS-Weekly	ECTS	CODE	4° semester	LECTURE HOURS-Weekly	ECTS
1	MA040	Organization and Management of team sports	4	6	MA039	Organization and Management of Individual Sports – Track & Field	4	5
2	OA063	Financial and Managerial Accounting	4	6	OA065	Institutions & Economic Organizations in the European Union	4	5
3	OA064	Sport Marketing	4	6	OA066	Sport Economics	4	5
4	MA037	Sport Psychology and Motor Learning	4	6	OA067	Media and Journalism in Sport	4	5
5	MA038	Sociology of Sport	4	6	OA068	Macroeconomics	4	5
						Intenrship		5
	TOTAL			30	TOTAL			30

	CODE	5° semester	LECTURE HOURS-Weekly	ECTS	CODE	6° semester	LECTURE HOURS-Weekly	ECTS
1	OA069	Sport Governance	4	6	MA041	Organization of professional sports	4	5
2	OA070	Economics and Management of Human Resources	4	6	OA073	Money and capital markets	4	5
3	OA071	Entrepreneurship and Management of Small and Medium Enterprises (SME)	4	5	MA042	Management of health programs	4	5
4	OA072	Financial Management	4	5	OA074	Sport Sponsorship Management	4	5
5		Elective	4	4		Elective	4	4
6		Elective	4	4		Internship		6
	TOTAL			30	TOTAL			30
	CODE	7° semester	LECTURE HOURS-Weekly	ECTS	CODE	8° semester	LECTURE HOURS-Weekly	ECTS
1	OA075	Advanced Sport Management	4	6	OA079	Sports Tourism Management	4	6
2	OA076	Public Finance	4	6	OA080	Strategic Planning for Sport Organization	4	6
3	OA077	Contemporary Olympic Games and Mega Sporting Events	4	5	MA043	Free Time and Sport Recreation	4	5
4	OA078	Management of Volunteer Labor for Sporting Events	4	5	OA081	Total Quality Management in Services	4	5
5		Elective	4	4		Elective	4	4
		THESIS		4		THESIS		4
	TOTAL			30	TOTAL			30

	CODE			CODE	
1	OΔE040	Sport Management Seminar	21	MAE056	Biology of Exercise
2	OΔE041	International Organizations and other forms of cooperation in sport	22	MAE057	Management of Diversity in Sport
3	OΔE042	Organizational Behavior	23	MAE058	First aid and emergency care
4	OΔE043	Advanced Statistics for Social Sciences	24	MAE059	Mediation and Negotiations in Sport
5	OΔE044	Tourism Policy and Strategy	25	MAE060	Organization & Management of Extreme Sports
6	OΔE045	Communication and Writing Skills	26	MAE061	Organization & Management of Training Tourism
7	OΔE046	Public Relations in Sports	27	MAE062	Health & safety at work place
8	OΔE047	Consumer Behaviour	28	MAE063	Sport policy in local government
9	OΔE048	Strategic Marketing	29	MAE064	Organization of Cultural Activities
10	OΔE049	New Product & Service Development – Innovation	30	MAE065	Sport for All
11	OΔE050	Professional Liability	31	MAE066	Management of Racquet Sports
12	OΔE051	Sport Market and Competition Law	32	MAE067	Olympic Education
13	OΔE052	Betting in Sports	33	MAE068	Ethics in Sport and Entrepreneurship
14	OΔE053	Management and Marketing of Non – Governmental Organizations	34	MAE069	Organization of futsal and beach volley
15	OΔE054	Sport management for disabled	35	ΞΓ007	English Terminology of Sport Management
16	OΔE055	Labor Relations and Sports Institutions			
17	OΔE056	Planning and Managing Sports Venues			
18	OΔE057	Marketing Research in Sport			
19	OΔE058	Educational Management			
20	OΔE059	International Economics			

EXPLANATION OF CODES:

MA: sport management courses (MANDATORY)

OΔ: organization & management courses (MANDATORY)

MAE: sport management courses (ELECTIVES)

OΔE: organization & management courses (ELECTIVES)

ΞΓ: Foreign Language (ELECTIVE MANDATORY)

The **THESIS** is mandatory, performed during the 7th and 8th semester and corresponds to a total of 8 credit points (ECTS).

CONDITIONS FOR CONFERRING THE DEGREE

To obtain their diploma, students must:

- Attend at least eight (8) semesters
- Successfully pass written exams in 37 compulsory courses
- Successfully pass written exams in four (4) electives
- Successfully complete XG007: English Terminology in Sport Management, an elective-mandatory course (according to the provisions of Law 4009/2011, Article 33, paragraph 13)
- Complete 240 credits (ECTS), broken down as follows:
 - > 5-6 Credits (ECTS) correspond to any compulsory course except for Computer Science and Information Systems which corresponds to 4 Credits (ECTS)
 - > 4 Credits (ECTS) correspond to any elective course
 - > Elective Courses need to be identified after the beginning of 5th semester
- Prepare a thesis during the 7th and 8th semester, which corresponds to a total of 8 Credits (ECTS)
- Complete a four-month long INTERNSHIP experience, which corresponds to a total of 11 credits (ECTS); the experience needs to take place during the 4th and 6th semester

CALCULATION OF DEGREE OVERALL GRADE

The method of calculating the degree overall grade is determined by the Ministerial Decision B3 / 2166/1987 (Government Gazette 308 B).

COURSE OUTLINES

1st SEMESTER

CUMPOLSORY

(OA052) COMPUTER SCIENCE & INFORMATION SYSTEMS

COURSE OUTLINE

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Faculty of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate (1st cycle of studies)		
COURSE CODE	OA052	SEMESTER	1st
COURSE TITLE	COMPUTER SCIENCE & INFORMATION SYSTEMS		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		General background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/courses/OMA285/	

2. Learning Outcomes

Level of knowledge

The course aims to equip students with the necessary knowledge on topics of computer science and information systems such as office software, the concept of information systems and their use in the world of business and management.

Skill level

At the end of the course, students will be able to use word and excel software for data management and information, they will use the Internet for decision-making in companies and for the management of knowledge and know how to search data from modern databases.

Attitudes level

Feel the importance of information technology and information systems for planning and decision making in general for the successful operation of a business and be mobilized to implement modern information systems in business activities such as electronic commerce, marketing etc.

General abilities

Search, analysis and synthesis of data and information, using the required technologies
 Decision making
 autonomous work
 Criticism and self-criticism
 Teamwork
 Promotion of free, creative and inductive thinking
 Working in an international environment
 Generating new research ideas

3. COURSE CONTENTS

Introduction to computer science and information systems
 Information systems and strategy
 Search and manage data with databases
 Computers - CPUs - numbering systems - information technology infrastructure
 Telecommunications - Internet and information systems
 e-business
 Ethical - social issues related to information systems
 Applications of information systems using appropriate software (laboratory)
 Development and management systems – decision making and knowledge management
 Crowd sourcing - Collective intelligence and other concepts

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunication equipment	Yes the e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Teaching Structure	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures (13 teaching weeks of 3 hours per week)	39 hours
	Literature study (3 hours per week)	39 hours
	Completion of coursework	10 hours
	Non-guided study for the final exams	12 hours
	Total contact hours and training	100 hours (4 erts)
STUDENTS EVALUATION	The assessment takes into account the final grade in the exam, grade written work, and participation-presence of students / students in the lecture.	

5. RECOMMENDED READING

1. Laudon, K & Laudon J. (2014). Πληροφοριακά Συστήματα Διοίκησης, 11η έκδοση, Εκδόσεις Κλειδάριθμος, Αθήνα
2. Wallace, P. (2014). Πληροφοριακά Συστήματα Διοίκησης, Εκδ. Κριτική, Αθήνα
3. Γκοτσίνης, Α. και Καλοβρέκτης, Κ. (2013). Πληροφοριακά Συστήματα Οικονομικών και Διοικητικών Επιστημών, Εκδ. Βαρβαρήγου.

-Relative scientific journals:

Journal of Systems and Information Technology

Journal of Enterprise Information Management

(OA050) RESEARCH METHODS IN SPORT MANAGEMENT

COURSE OUTLINE

1. GENERAL

FACULTY	School of Human Movement and Quality of Life Sciences		
DEPARTMENT	Faculty of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA050	SEMESTER	1st
COURSE TITLE	RESEARCH METHODS IN SPORT MANAGEMENT		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		Compulsory	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/courses/OMA168/	

2. Learning Outcomes

Upon completion of the course the students will be able to know:

- What are the characteristics of scientific research, the types of research, the basic and applied research.
- How to think about finding a topic for research and formulating the research hypothesis.
- How research databases to determine the scientific gap in the area of interest to the researcher.
- The principles of quantitative research applied to sport management and the opportunity to realize the design of a questionnaire, a scale and how quantification and recording of responses.
- The principles of qualitative research.
- The design of a pilot study.
- The possibility to conduct and write a research study.

General abilities

- Be able to select a topic for undergraduate work.
- Be able to search the databases.
- Be able to design and write undergraduate thesis.

3. COURSE CONTENTS

The research types in the sport management.
 The terminology used.
 The introduction of undergraduate work.
 The review of the literature.
 The methodology (methods, subjects, data collection, statistical analysis).
 Results.
 Discussion/conclusions/suggestions for new studies.
 The literature review.
 The quantitative research.
 The qualitative research.
 Study of publishing papers.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face)	
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even through the search will be presented and reviewed research for better understanding of the methods used.</p>	
Teaching Structure	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Team qualitative research topic search study	27 hours
	Team quantitative research topic search study	28 hours
	Review of literature presentation before the final ex	31 hours
	Total contact hours and training	125 hours (5 ects)
STUDENTS EVALUATION	Final written examination.	

	<p>The evaluation of the students will be in Greek language with multiple choice questions.</p> <p>For the evaluation of the students will be taken into account review work to be completed and delivered before the semester exam</p>
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5. RECOMMENDED READING

Καμπίτσης, Χ. (2005). *Η έρευνα στις αθλητικές επιστήμες. Στατιστική ανάλυση-αξιολόγηση*. Θεσσαλονίκη, Εκδ. Σάλτο.

Creswell, J.W. (2012). *Σχεδιασμός, διεξαγωγή και αξιολόγηση της ποσοτικής και ποιοτικής έρευνας*. Εκδόσεις Έλλην, Αθήνα.

Eduards, A. & Skinner, J. (2009). *Qualitative research in sport management*. Human Kinetics, U.S.A.

Damon, A., Pedersen, P. & McEvoy, C. (2011). *Research methods and design in sport management*. Human Kinetics, U.S.A.

Ming Li, M., Brenda G. Pitts, B.G. & Quarterman, J. (2008). *Research methods in sport management*. Human Kinetics, U.S.A.

(MA035) Introduction to Sports Science

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Faculty of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate (1st cycle of studies)		
COURSE CODE	MA035	SEMESTER	1st
COURSE TITLE	Introduction to Sports Science		
TEACHING ACTIVITIES	HOURS PER WEEK	ECTS	
Lectures and Tutorial exercises	3	5	
COURSE TYPE:	Of General Background		
PREREQUISITES:			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/courses/OMA231/		

2. Learning Outcomes

The course is the main introductory course to Sports Science and Sports Management.
The course material aims at introducing students to the basic concepts of Sports Science, Research in Sports Science and understanding Sports management
Also the organisation of major sports events such as the Olympic Games is referred to.
Furthermore, the students will enhance their knowledge regarding the Teaching and Methodology of Sports/Athletics, Sports Games, Sports Facilities and Gyms

On successfully completing the course the students will be in a position to

1. Understand the introductory approach to science
2. Enhance their knowledge on the conceptual approach to science
3. Comprehend the contribution of sports to socialization and the development of the personality
4. Perceive the way sport is organised in Greece

Knowledge also will be acquired on

5. The organisation of studies and research in sports science
6. The development of the way the teaching of the swimming skill is organised
7. The documentation of the independence and autonomy of sports science
8. The relation between sports facilities' specifications and games' systems

General abilities

- Seeking out, analysing and composing data and information using the necessary technology

3. COURSE CONTENTS

- i. Definition of science
- ii. Basic principles of sciences
- iii. Basic principles of sports science
- iv. What is sport
- v. Sports in modern times and modern Olympic Games
- vi. Sports management
- vii. International sports management institutions
- viii. Sports management in Greece
- ix. The kinds of sports in Greece
- x. Man as a biological and social being
- xi. Principles and methods of sports science
- xii. Research in sports science
- xiii. The future of sports scientific research
- xiv. Studies in sport science
- xv. Teaching and methodology of sport
- xvi. Purpose and aims of sport
- xvii. Modern theories of sport
- xviii. Games and games' systems, scheduling, special problems that occur during games
- xix. Sports facilities, sports facilities' and gyms' specifications
- xx. Minimum abilities and skills. The swimming teaching programme.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Learning procedure supported by the electronic platform e-class and emails in order to send and receive specific educational materials and internet sites for the students to access information	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Study and Analysis of Literature	36 hours
	Group Assignment	25 hours
	Individual Assignment	25 hours
	Total contact hours and training	125 hours (5 ect)
STUDENTS EVALUATION	Final written examination (50%) including -Multiple choice questions -Short answer questions -Topic development	

	<p>Individual Assignment (20%)</p> <p>Presentation of Individual Assignment (20%)</p> <p>Development and justification of questions and answers during the lectures (10%)</p>
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5. RECOMMENDED READING

- Αυγερινός, Θ., Κυπραίος, Γ. (2013). Ο Αθλητισμός ως Θεσμός. Θεσσαλονίκη: University Studio Press.
- Αυγερινός, Θ., Κυπραίος Γ. (2012). Διδακτική & Μεθοδική της αθλητικής αγωγής (φυσικής αγωγής). Θεσσαλονίκη: University Studio Press.

(OA051) Principles of Business Management

COURSE OUTLINE

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Organization & Management of Sport		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA051	Semester	1 st
COURSE TITLE	Principles of business management		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		3	6
COURSE TYPE	Compulsory		
PREREQUISITES			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. LEARNING OUTCOMES

Upon successful completion of this course, students will be able to:

- Fully understand the different approaches that have been developed and constitute the science of management and business organization
- Identify and analyze the four Functions of Management: Planning, Organizing, Leading & Controlling
- Develop Organizational Skills & Managerial Thinking
- Learn about decision-making and problem-solving techniques
- Manage change and innovation effectively
- Identify & Analyze Operations Management theory and techniques
- Be Informed about organizational behavior and human decision processes

Generalabilities

- Project Management
- Decision Making
- Individual Assignment
- Critical thinking and self-directed learning
- Group Assignment

Work effectively in an international environment

3. COURSE CONTENTS

Principles of Management is a comprehensive introductory course on the management process from a manager's & supervisors' perspective, with particular emphasis on the skills, competencies, techniques and knowledge needed to successfully manage organizations & enterprises. It focuses on the entire organization from both a short and long-term perspective to formulate a strategic vision, setting objectives, crafting a strategy and then implementing & evaluating it. This course examines the logic and work of organizations. It also investigates how organizations develop and maintain competitive advantage within a changing business environment influenced by political, economic, social, technological factors. The course also discusses the need and importance of knowledge management in organizations, and it is organized around the systematic understanding of management-related output such as improved efficiency, effectiveness and competitiveness.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	Lectures	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Lectures are taking place in classrooms equipped with computer and wireless projector, which can be linked to computers, tablets etc • All the educational material (notes, presentations, texts, pictures, etc) is provided through the eclass platform • Communicating with students is taking place via email and through the eclass platform, as well as via the use of eclass platform's forum which allows the interaction between students and professor • The use of Markstrat virtual simulation software to teach students. Markstrat is a strategic marketing simulation which offers students a risk-free platform to test theories and make decisions. Thanks to this marketing strategy simulation game every aspect is real: from competitive forces to the effects of sales, distribution, R&D and advertising. Each team's actions will have direct consequences on the market, thus competitive analysis is a must. Competitor actions and reactions, new product launches, sales and distribution strategies all define how teams will manage their own product portfolio, R&D projects, positioning, pricing and distribution channels. 	
TEACHING STRUCTURE	Teaching Activities	Hours Workload
	Lectures	39 hours
	Individual/Group Assignment	35 hours
	Participation in Markstrat Simulation	30 hours
	Autonomous study for final exams	46 hours
	Total Course workload (25 hours per credit unit)	150 hours (6 ECTS)

STUDENT EVALUATION	<ul style="list-style-type: none"> • Written exams (70% of grade) plus individual/group assignment (30%) • The evaluation of students is in Greek language, with multiple choice questions via the use of a specialized software (labpro-verificare), which creates the tests and corrects the answersheets. More specifically, the software has the ability to create unique combinations of question sets (based on a given question bank stemming from the teaching material and created by the professor) as well as multiple choice answers for each question. Then the answersheets of students are scanned and corrected electronically, with the final results to be exported directly to the department's secretary electronic database of department, ensuring objectivity and immediacy. • Students' evaluation is also based on their participation in the Marktstratsimulation software • For the final evaluation of students their individual assignment during the semester is also taken into consideration
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5 RECOMMENDED READING

-Suggested Reading:

1. Principles of Business Management
Vol: 1/2012
Writers: Robbins Stephen P., Decenzo David A., Coulter Mary
ISBN: 978-960-218-754-8
Type: Book
Publisher: KRITIKI PUBLICATIONS
2. Introduction to business and management.
Book Code in Eudoxos: 50659964
Vol: 3rd/2015
Writers: Mpourantas Dimitrios
ISBN: 978-960-359-117-7
Type: Book
Publisher: E. MPENOUPUBLICATIONS
3. Management
Book Code in Eudoxos: 50659975
Vol: 2nd/2015
Writers: Mpourantas Dimitrios
ISBN: 978-960-359-118-4
Type: Book
Publisher: E. MPENOUPUBLICATIONS

(OΔ042) INTRODUCTION TO LAW**COURSE OUTLINE****1. GENERAL**

FACULTY	School of Human Movement and Quality of Life Sciences		
DEPARTMENT	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ042	SEMESTER	1st
COURSE TITLE	Introduction to Law		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3 hours	5
COURSE TYPE:		General	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. LEARNING OUTCOMES

This course is the basic introductory course to law.

This course aims to introduce students to the basic concepts of law and the distinction between the different law systems.

The course also refers to the productive causes of Law and it describes the basic methods and the interpretation of the legislative procedures.

Finally it describes the legal reasoning from the interpretation of the law until the issuing of a judgment.

The student acquires a comprehensive knowledge of the law and the various jurisdictions and also the interaction and interdependence between the State and the Law.

This course is the basis for any particular legal course. The ultimate aim of the course is the understanding of the fundamentals of a legal system from the birth of a rule of domestic law or international law until its application.

Upon successful completion the student will be able to:

- 1. Understand the basic features of the Law
- 2. Understand the influence of the specific time and place factor in the law-making procedure
- 3. Understand all the stages leading to the production of the provisions of law rules
- 4. Know the methods of interpretation of the rules of law
- 5. Understand the procedure leading to a judgment and can interpret the content of judgments
- 6. Understand the relationship between the State and the Law and the effect of each of the three powers (executive, legislative, judicial) on the legal provisions.

General abilities

- Independent Work
- Teamwork
- Knowledge of relevant issues of Law
- Knowledge in matters concerning the jurisprudence and judicial practice
- Respect for diversity and multiculturalism
- Critical thinking
- Promotion of free, creative and inductive thinking.

3. COURSE CONTENTS

- I. The concept of law and of the legal order
- II. The State and its relation with the Law (time and place factor)
- III. The historical facts (historical context) and social conditions that shape the Law
- IV The definition of rules of law
- V. The definition of branches of law and criteria for the integration of law rules in a certain branch of law
- VI. Courts and judicial decisions
- VII. The interpretation of law rules and judgments
- VIII. Legislative power
- IX. Theory and Practice
- X. Conclusions

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Exercises	61 hours
	Study	50 hours
	Total contact hours and training	150 hours (6 ects)
STUDENTS EVALUATION	The assessment takes into account the final grade in the oral or written exam and the grade of any written work-essay.	

5. RECOMMENDED READING

Aravantinos, I. P. «Introduction to the Legal Science», Editions Sakkoulas, 1983
Papaloukas, M., Principles of Law», Editions Sakkoulas, 2006
Papachristos, T, K, «Introduction to the Socology of Law», Editions Sakkoulas, Komotini, 1983
Fefes, M., B., «Introduction to Law», Nomiki Vivliothiki, 2004

(OA053) Microeconomics**COURSE OUTLINE****1. GENERAL**

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA053	SEMESTER	1 st
COURSE TITLE	Microeconomics		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Assignments		3	5
COURSE TYPE:	Specific Background (basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA130/		

2. LEARNING OUTCOMES

The course aim is to introduce students to the basic principles of microeconomics and provide them with an understanding of the concepts and models used in microeconomics.

Students will be able to:

- define key concepts used in microeconomics
- understand the model of demand and supply process and the concept of equilibrium price
- discuss about consumer and producer surplus
- apply the concept of elasticity on numerical data
- explore how economic agents decide through the theory of consumer choice
- develop an understanding of costs and revenues of a firm
- identify different market structures and how firms maximize profit in each one of them
- solve exercises on all above concepts

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment

3. COURSE CONTENTS

1. Introduction to economics and basic principles
2. Trade-offs and trade
3. Supply and demand
4. Consumer and producer surplus
5. Taxes
6. Elasticity
7. The theory of choice
8. Behind the supply curves: inputs and costs
9. Perfect competition
10. Monopoly
11. Oligopoly
12. Monopolistic competition
13. The economics of the welfare state

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload

	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study and solving of exercises (2 hours per week)	26 hours
	Preparation of written assignment	10 hours
	Study for the final exams (non-directed study)	50 hours
	Total Course workload (25 hours per credit unit)	125 hours (5 ects)
STUDENT EVALUATION	I. Written exam (90%): - Multiple choice, questions and exercises II. Assignment (10%) Students are informed about their grades through classweb system.	

5 RECOMMENDED READING

- *Suggested Reading:*

- *Selected scientific articles:*

1. Krugman, R. & Wells, R. (2009). *Microeconomics*. Thessaloniki: Εκδόσεις Επίκεντρο.
2. Κώττης Γ.Χ. & Πετράκη-Κώττη, Α. (2010). *Εισαγωγή στη Σύγχρονη Μικροοικονομική*. Αθήνα: Εκδόσεις Μπένου.
3. Katz, M. & Rosen, H. (). *Μικροοικονομική*. Θεσσαλονίκη: Εκδόσεις Επίκεντρο.
4. Lecture slides available through e-class

2nd SEMESTER

CUMPOLSORY

(MA036) CULTURAL DIMENSIONS OF OLYMPISM

COURSE OUTLINE

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	MA036	SEMESTER	2 nd
COURSE TITLE	CULTURAL DIMENSIONS OF OLYMPISM		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		3	6
COURSE TYPE:	General background		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/courses/OMA218/		

2. LEARNING OUTCOMES

- Apprehend the goals of the philosophical and historic approach of Sport.
- Apprehend the methods of historic research; be able to use them in their research and recognize their application problems.
- Apprehend the basic theories for the birth of Sport.
- Get to know the sporting tradition of different nations.
- Acquire knowledge and apprehend the origin of Sport and its development in Ancient Greece, during the roman period, the byzantine and the contemporary era.
- Approach and understand the relation between Sport and education, religion, war, entertainment, etc.
- Approach and examine the social, moral and philosophical dimensions of Sport.
- Get to know and understand the relation between politics and sport.
- Apprehend the historical evolution of the Ancient Pan-Hellenic Games and their social effects.
- Get to know and approach the concept of Olympic Truce as an educational idea.
- Apprehend the multicultural dimension of Olympism.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- The purpose of the historic and philosophical approach of sport.
- Methodology of historic research.
- Sources for the study of history.
- Theories for the birth of Sport.
- Exercise at the Egyptians and in Mesopotamian.
- The sporting activities during the Minoan and the Mycenaean period.
- Physical education in Ancient Greece.
- The Pan-Hellenic Games.
- Olympia and the Olympic Games.
- Sport in roman period.
- The sporting tradition of Greeks during Byzantium and Ottoman rule.
- The rebirth and revival of the Olympic Games.
- The first International Olympic Games.
- Olympism and Olympic Truce as educational ideas.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Hours Workload

	Interactive lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading	25 hours
	Educational visits	10 hours
	Project	11 hours
	Writing of assignment	32 hours
	Study for the final exams (non-directed study)	33 hours
	Total Course workload (25 hours per credit unit)	150 hours (6 ects)
STUDENT EVALUATION	<i>The evaluation is realized taking into account the final grade in the oral exams that are conducted in Greek, the grade of the written assignment, the participation and the performance in the projects and the participation – presence in the lectures of the course.</i>	

- *Suggested Reading:*

- Mouratidis, I., History of Physical Education and Sport in the Ancient World, Thessaloniki 2009.
- Albanidis, E., History of Exercise in the Ancient Greek World, Thessaloniki 2004, Salto.
- Valavanis, Panos, Games and Sanctuaries in Ancient Greece: Olympia, Delphi, Isthmia, Nemea, Athens, Getty Publications, Los Angeles 2004.
- Miller, Stephen G., Arete: Greek Sports from Ancient Sources, University of California Press, Berkeley 2004.
- Kyle, Donald, Sport and Spectacle in the Ancient World, Blackwell Pub. Oxford 2007.
- Golden, Mark, Sport in the Ancient World from A to Z, Routledge, London New York 2004.
- Notes in the form of PowerPoint.
- Updated scientific articles related to the subject.

- *Selected scientific journals:*

- Nikiforos,
- International Journal of Sports History
- Stadium
- International Journal of Sports Philosophy
- International Olympic Academy Sessions' proceedings

(OA055) Statistics for Social Sciences

COURSE OUTLINE

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA055	SEMESTER	2 nd
COURSE TITLE	Statistics for Social Sciences		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures, Laboratories & Assignments		3	6
COURSE TYPE:	Specific Background (basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA215/		

2. LEARNING OUTCOMES

Is an introductory course on the basic concepts of Statistics, as implemented in Social Sciences, with an emphasis in science and sports management.

Students will be able to:

1. understand the basic concepts of statistics,
2. create and explain frequency tables and frequency distributions,
3. calculate and understand measures of central tendency and dispersion, and justify their properties,
4. transform raw data into standard scores (z , T , & σ),
5. understand the properties of normal and sampling distribution,
6. discuss and contrast hypothesis testing; understand the importance of biased and unbiased assessment,
7. understand statistical significance,
8. calculate and understand parametric and nonparametric relationships,
9. compare two means for dependent and independent samples and justify the findings according to the selected level of significance,
10. compare frequencies by applying the appropriate statistical method.

All the above are organized in such a way that sport managers will be able to process, present and analyze data (at the level of the covered material) with Microsoft Excel and the statistical package IBM SPSS.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Adjustment to new situations
- Design and managing projects
- Demonstrate social, professional and ethical responsibility
- Decision-making process

<ul style="list-style-type: none"> • Autonomous work • Critical thinking • Teamwork • Promotion of free, creative and inductive thinking • Production of new research ideas
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3. COURSE CONTENTS

14.	Introduction to statistics and to Statistical Package for the Social Science IBM SPSS.
15.	Basic Statistical Concepts – connecting research methods with statistical procedures
16.	Organizing and Graphing data
17.	Measures of Central Tendency
18.	Measures of Variation or Dispersion
19.	Standard Scores and Normal Distribution
20.	Probability and Sampling Distribution
21.	Statistical Significance and Sampling Distribution
22.	Simple Linear Correlation
23.	Chi Square (χ^2) tests for frequencies
24.	t-test for dependent and independent samples
25.	Nonparametric Relationships
26.	Nonparametric Comparisons

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face) and in the laboratory (lectures, and laboratory exercises).	
Information technology and telecommunications equipment	<p>Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge.</p> <ul style="list-style-type: none"> • Using e-class and selected Greek and international databases. Also, as learning aids we used SPSS and Microsoft Excel. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures and the laboratories. • The provided material for using SPSS and Microsoft Excel is in a digitized form. It is identified after web-searching and using compatible software we create and store the necessary educational material. • All assignments are submitted via e-class. In addition, the Multi-choice software is used to evaluate students. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures and labs (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (3 hours per week)	39 hours

	Study and preparation of written assignments	39 hours
	Study for the final exams (non-directed study)	33 hours
	Total Course workload (25 hours per credit unit)	150 hours (6 ect)
STUDENT EVALUATION	<p>I. Written exam (70%):</p> <ul style="list-style-type: none"> - Multiple choice - Short answer questions - Solve selected statistical exercises <p>Students are informed about their grades through classweb system.</p> <p>II. Assignments (30%)</p> <p>Assignments for 11 thematic sections. All assignments are submitted via e-class, and students have access to corrections and grades of the each assignment.</p>	

5 RECOMMENDED READING

- *Suggested Reading:*

- *Selected scientific articles:*

1. Βαγενάς, Γ. (2014). *Στατιστικές Εφαρμογές στην Αθλητική Επιστήμη - Με Παραδείγματα στο SPSS* (5^η εκδ). Αθήνα: Βαγενάς. (Κωδικός στον Εύδοξο: 41955061).
2. Παπαϊωάννου, Α., & Ζουρμπάνος, Ν. (2014). *Εφαρμογές της Στατιστικής στις Επιστήμες του Αθλητισμού και της Φυσικής Αγωγής με τη Χρήση του SPSS 18*. Δίσκιμα (ISBN: 978-960-9495-55-4 και κωδικό στον Εύδοξο: 41963331)
3. Τσαγρής, Μ. (2014). *Στατιστική με τη χρήση του πακέτου IBM SPSS 22*. Αθήνα: Τσαγρής.
4. Σημειώσεις που παρέχονται στους φοιτητές μέσω e-class. Ωστόσο, οι φοιτητές μπορούν να ανατρέχουν και σε άλλα συγγράμματα Στατιστικής που βρίσκονται στη βιβλιοθήκη του τμήματος.

(OA056) SERVICES MARKETING**COURSE OUTLINE****1. GENERAL**

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA056	SEMESTER	2 nd
COURSE TITLE	SERVICES MARKETING		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures , Tutorial exercises, Case Studies		3	6
COURSE TYPE:		Required	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

The aim of this course is to introduce the student to Marketing Science and to the specific nature of services. Services are very important since a high percentage of GDP comes from services in Greece and many other countries. The goal of this course is to analyse the concept of marketing, present its main concepts and practices and explain the differences of services marketing. This course will be the basis for understanding future courses that are more specialized such as Sports Marketing and Consumer Behavior.

As a result of taking this course, the student should know:

- 1) What is Marketing Science and which are its main parts.
- 2) How Marketing affects and is affected by the environment (local or international)
- 3) Which are the differences of services marketing and how do these affect in practice strategic decisions of firms.
- 4) How we can analyse and affect consumer behavior.
- 5) The methodologies used to analyse the industry, customers, competitors and the company and how this information is used for developing marketing strategy.
- 6) How to develop a marketing plan.
- 7) The way we can develop new products and services.
- 8) What is important for services marketing in the international environment and in the electronic market.
- 9) How we can analyse a case study with an aim to make managerial decisions.
- 10) How to work in teams in order to develop an effective marketing plan.

General abilities

- Decision making.
- Autonomous work.
- Group work.
- Generation of free and creative thinking.
- Working in an international environment.
- Searching for, analysing and synthesizing data and information.

3. COURSE CONTENTS

1. Definition, basic marketing concepts, evolution of marketing as a science.
2. The marketing environment.
3. Products and services – similarities and differences. The special characteristics of services and how they affect marketing strategy.
4. Management of consumer behavior.
5. Segmentation, targeting and positioning.
6. The role of marketing research.
7. Marketing strategy and its main concepts.
8. The marketing mix for products and services.
9. Developing new products and services
10. International and electronic marketing .

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	Course support by the e-class electronic platform.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures, interactive teaching	39 hours	
	Group project	30 hours	
	Individual project	35 hours	
	Individual study	46 hours	
	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	Final exam (60% of grade) with multiple choice questions . Group project (Written document and presentation) - 25% of grade. Individual project – 15% of grade.		

5. RECOMMENDED READING

Μάρκετινγκ Υπηρεσιών. Σπύρος Γούναρης, Εκδόσεις Rosili, 2012.
Principles of Services Marketing. Palmer, Adrian. McGraw-Hill Publishing Co., New York, latest edition
Services Marketing by Christopher Lovelock (2001), Prentice Hall, 4th ed.
Εισαγωγή στο Μάρκετινγκ. Πέτρος Μαλλιαρης, Εκδόσεις Σταμούλη 2012.
Βασικές αρχές Μάρκετινγκ: μια στρατηγική προσέγγιση. William Perreault, Jr., Joseph Cannon and Jerome McCarthy. Επιμέλεια ελληνικής έκδοσης - Νικόλαος Παπαβασιλείου. Εκδόσεις Πασχαλίδη, 2012.
MARKETINGΚ: Όσα πρέπει να γνωρίζετε και δεν έχετε ρωτήσει, Δημήτρης Πασχαλούδης, Εκδόσεις ΚΡΙΤΙΚΗ Α.Ε, Αθήνα 2009
Βασικό Μάρκετινγκ – 2^η έκδοση (2006), Βασίλειος Γαλάνης, Εκδόσεις Σταμούλη.
Εισαγωγή στο Μάρκετινγκ, Gary Armstrong & Philip Kotler, Εκδόσεις Επίκεντρο Α.Ε, 9^η έκδοση, 2009.
Marketing: Concepts & Strategies Pride W. & Ferrell O., , Houghton Mifflin (2003), 12th ed
Marketing Management: Analysis, Planning, Implementation and Control, Kotler, P. , Prentice Hall, (latest edition)
www.ama.org (**American Marketing Association**)
www.emac.org (**European Marketing Academy**)
European Journal of Marketing
Journal of Marketing
Journal of Marketing research
Journal of Marketing management
Επιχειρηματικό Μάρκετινγκ (Ελληνικό Περιοδικό)
The Service Industries Journal
Journal of Services Marketing
International Journal of Service Industry Management
Journal of Service Management
Managing Service Quality

(OA057) Mathematics for Economics**COURSE OUTLINE****1. GENERAL**

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA057	SEMESTER	2 nd
COURSE TITLE	Mathematics for Economics		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		6
COURSE TYPE:	Specific Background (basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/courses/OMA317/		

2. LEARNING OUTCOMES

The course aim is to introduce students to the mathematics for economics. After completing the course students will be able to:

- Solve linear models with matrix algebra
- Use rules of differentiation in comparative statics
- Solve problems of optimization

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment

3. COURSE CONTENTS

1. Basic concepts
2. Introduction to mathematical economics
3. Economic models
4. Equilibrium analysis in economics
5. Linear models and matrix algebra I
6. Linear models and matrix algebra II
7. Comparative Statics and the Concept of Derivative
8. Rules of Differentiation and Their Use in Comparative Statics
9. Comparative-Static Analysis of General-Function Models
10. Optimization I
11. Optimization II
12. Optimization with Equality Constraints
13. Revision exercises

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study (4 hours per week)	52 hours
	Exercises	9 hours
	Study for the final exams (non-directed study)	50 hours
	Total Course workload (25 hours per credit unit)	150 hours (6 ects)

STUDENT EVALUATION	Written exam Students are informed about their grades through classweb system.
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5 RECOMMENDED READING

- <i>Suggested Reading:</i> - <i>Selected scientific articles:</i>
1. Chiang, A.C. & Wainwright, K. (2007). <i>Μαθηματικές Μέθοδοι Οικονομικής Ανάλυσης</i> . Αθήνα: Εκδόσεις Κριτική. 2. Hoy, M., Livernois, J., McKenna, C., Rees, R. & Stengos, T. (2013). <i>Μαθηματικά Οικονομικών Επιστημών</i> . Αθήνα: Gutenberg.

(OA058) SPORT LAW**COURSE OUTLINE****1. GENERAL**

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA058	SEMESTER	2 nd
COURSE TITLE	Sport Law		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Tutorial exercises	3		6
COURSE TYPE:	General		
PREREQUISITES:	Introduction to Law		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. Learning Outcomes

The course is a basic course in the scientific field of Sports Law.

This course aims to introduce students to the basic concepts of Sports Law.

It describes the basic methods and interpretation procedures of the sports law.

The student acquires an overall knowledge of the Sports Law and also understands the interaction and interdependence between the State and Sporting bodies to produce the Sports Law and supra-national rules produced by international sports bodies.

The ultimate aim of the course is the understanding of the function of the sporting system and its rules from their issuing until their application.

Upon successful completion of the course the student will be able to:

- Understand the basic principles of sports law science as well as the organizational structure of the sports legal system.
- Understand the basic concepts related to the specificity of sports law in relation to other parts of the law, the sports law provisions (Law 2725/1999) as revised and valid until today, the legal provisions concerning amateur and professional sports, the legislation of national and international sports organizations and the legislation concerning match-fixing, doping, hooliganism and sports violence.
- Understand the basic principles governing the sport dispute resolution system.
- To diagnose the points on which the existing sports legislation is susceptible of improvement and propose solutions to address the existing problems.
- Understand the law and be able to get informed perpetually on relevant developments.

General abilities

- Independent Work
- Teamwork
- Knowledge of relevant issues of Law
- Knowledge in matters concerning the jurisprudence and judicial practice
- Respect for diversity and multiculturalism
- Critical thinking
- Promotion of free, creative and inductive thinking.

3. COURSE CONTENTS

- I. The birth of sport and the conditions under which the law began to regulate the sport.
- II. The Constitutional provisions about sport.
- III. The State and the sports law.
- IV. Fair play and sporting ethics.
- V. Doping.
- VI. Hooliganism and Sport Violence.
- VII. Match-fixing
- VIII. Responsibility of sports injuries.
- IX. Organization and hierarchy in sport (from the state).
- X. Organization and hierarchy in sport (by sports bodies).
- XI. The Sports Code.
- XII. Institutions and sports dispute resolution methods.
- XIII. Supranational sports law.
- XIV. European sports law.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	

	Exercises	61 hours	
	Study	50 hours	
	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	The assessment takes into account the final grade in the oral or written exam and the grade of any written work-essay.		

5. RECOMMENDED READING

Papaloukas, M., «European Sports Market», Papaloukas Edition, 2012
Papaloukas, M., «Principles of Law», Editions Sakkoulas, 2006
Papaloukas, M., «CAS: The Court of Arbitration for Sport», Papaloukas Edition, 2013.
Panagiotopoulos, D., «Sports Law I & II», Nomiki Vivliothiki, 2005

3rd SEMESTER

CUMPOLSORY

(MA040) Organization in team sports

COURSE OUTLINE

1. GENERAL

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MA040	SEMESTER	3 rd
COURSE TITLE	Organization in team sports		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		4	6
COURSE TYPE:		general background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

The aim of the subject is to introduce team sports, how football, Basketball, Volley were born and developed at an international sports federation level (FIFA-FIBA, World Championships, European Championships, Champions League, Euro league), historical retrospective analysis of big sport events until today, the acquisition of knowledge by students on practical aspects of the organization of team sports such as managing an athletic team, the recording of the needs of the team, the formation of the program throughout the season, the analysis of the strong points and opportunities, new arbitration rules of all three sports and the regulations of the matches of all three sports.

Skill level

At the end of the course the students will be able to organize and implement techniques for the methodological development of team sports.

They will be able to thoroughly analyze organizing characteristics of all three team sports on the court and off.

Attitudes level

They will sense the importance of modern organization and international organizing structures in worldwide level, and they will be motivated to integrate the tools they have learnt in their professional occupation when and where it is needed.

General abilities

- Search, analysis and synthesis of data and information, with the use of the required technologies
- Decision making
- autonomous work
- Criticism and self-criticism
- Teamwork
- Promotion of free, creative and inductive thinking
- Working in an international environment
- Generating new research ideas.

3. COURSE CONTENTS

- Introduction to the field of team sports
- Historical retrospect
- Development of team sports
- Organizing structures in global and European level of international organizations and their structure.
- Design and analysis of regulations of the matches (football – basketball- volleyball)
- The role- the aims - the mission of world sports federations.
- Introduction to organization and creation - structure of a sports team (administrative levels- departments- task hierarchy – responsibilities- means of communication.
- Concept – member of the technical team and actions of the partners in team sports.
- Models of teams' organization (plans establishment, goal formulation, identification of necessary activities, grouping).
- Timetables study of world sports federations (FIBA FIFA)
- Jobs positions and responsibilities in a football - basket- volleyball team.
- The concept of power and the undertaking of responsibilities of the manager of team sports.
- Responsibilities and obligations of the manager concerning the organizing of team sports.
- Syntax - implementation of function regulations of a team.
- Operation Errors of organizing a team - evaluation of the performance
- control stage of a team (measuring individual and team performance, comparison of actual and desired performance, identification and interpretation of deviations from targets, corrective measures)
- Determination of standard goals in team sports (performance results, specific actions)

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (in person)	
Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Sec for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Study and literature analysis	26 hours
	Study and preparation of written work	40 hours
	Study for the exams	45 hours
	Total contact hours and training	150 hours (6 ect)
STUDENTS EVALUATION		

5. RECOMMENDED READING

1. Takis D. Alexopoulos, Athanasios Kriemadis. (2010), Management strategic and professional football, Ed. Telethrion, Athens
 2. I Kostopoulos., Kalaizis K., (2007) Management of Basketball, ed. Pashalidis, Athens
- related Scientific journals:
Journal of Public Finance
Public Finance Review
Fiscal Studies

(OΔ063) FINANCIAL AND MANAGERIAL ACCOUNTING

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ063	SEMESTER	3rd
COURSE TITLE	FINANCIAL AND MANAGERIAL ACCOUNTING		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	6
COURSE TYPE:		General background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/courses/OMA150/	

2. Learning Outcomes

Level of knowledge

The purpose of the course is students to gain knowledge on practical issues of modern Financial and Management Accounting as the management and registration of business transactions, the recording of the assets of a business, the preparation of financial statements, analysis of balance sheet assets and theoretical application thereof to Greek GAAP, International accounting Standards (IAS) and the new UEFA's licensing regulation and accounting effects, as well as budgeting, costing and other decision-making practices using accounting information.

Skill level

At the end of the course, students will be able to assess the financial situation of enterprises, will be able to prepare budgets of various forms and adapt them to changes and can use the techniques they will learn to achieve more effective programming of a company's actions.

Attitudes level

To integrate the use of budgets in future professional everyday life as well as general practices of modern management accounting and valuation, feel the importance of accounting practices for the successful development of an enterprise and mobilized for the effective use of accounting information demystifying the difficulties believe that may include the science of accounting.

General abilities

Search, analysis and synthesis of data and information, using the required technologies
Decision making

autonomous work
 Criticism and self-criticism
 Teamwork
 Promotion of free, creative and inductive thinking
 Working in an international environment
 Generating new research ideas
 Working in a multidisciplinary environment

3. COURSE CONTENTS

Introduction to Accounting Science, Greek GAAP, International Accounting Standards, General theory of accounting standards
 Introduction to the Balance Sheet, Assets and Liabilities - Practical applications
 Introduction to Income Statement-Income and Expenses - practical applications
 Introduction to Cash flow statement- Inflow and Outflow of Money - applications
 UEFA's new licensing regulation and accounting implications
 Concept Accounting circle- the journal, trial Balances
 Year-end records, inventory, tax accounting, accounting depreciation
 Managerial Accounting, financial budgets, Costing
 Efficiency Rating
 profit volume-cost analysis
 Valuation of stock, logistics
 transfer prices
 Repetitive exercises and applications - paper presentations

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	Yes the e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures (13 teaching weeks of 3 hours per week)	39 hours	
	Literature study (5 hours per week)	65 hours	
	Completion of coursework	20 hours	
	Non-guided study for the final exams	26 hours	
	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	The assessment takes into account the final grade in the exam, grade written work, and participation-presence of students / students in the lecture.		

5. RECOMMENDED READING

Walter B.Meigs-Robert F.Meigs(1988): «Λογιστική-Τόμοι Α & Β'»,Εκδ.Παπαζήση
Άγγελος Τσακλάγκανος (2005): «Χρηματοοικονομική Λογιστική», Β' Εκδ., Εκ. Κυριακίδη
Ταχυνάκης, Γκίνογλου, Μωϋσή (2005): «Γενική Χρηματοοικονομική Λογιστική», Εκδ.Rosili.
Αλυφαντής Γεώργιος (2007): «Χρηματοοικονομική Λογιστική», Τόμος Α, Εκδ. Πάμισος.

-Relative scientific journals:

Journal of Accounting Research,
Journal of Accounting and Economics,
Review of Accounting Studies
Accounting Review
International Journal of Accounting,
Journal of Applied Accounting Research
Management Accounting Research

(OA064) Sport Marketing**COURSE OUTLINE****1. GENERAL**

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA 064	SEMESTER	3 rd
COURSE TITLE	Sport Marketing		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	6
COURSE TYPE:		OBLIGATORY	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/OMA132/	

2. Learning Outcomes

Completing the course the students should be able to:

- Comprehend the basic elements and specific characteristics of the sport industry and the sport product.
- Comprehend the Marketing management process in sport, in order to develop successful Sport Marketing Plans
- Understand the way sport consumers behave and the drivers of their behavior
- Conduct basic marketing research in the sport industry
- Perform market segmentation, targeting and positioning
- Develop successful marketing strategies through the careful choice and coordination of the elements of the sport marketing mix
- Understand the differences between sport products and services
- Comprehend the basic concepts of sports branding
- Manage sport merchandizing and licensing projects

General abilities

Search and analysis of international literature
Planning and structuring the coursework through team coordination
Promotion of critical thinking through case study analysis
Submitting based on guidelines and time limits
Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

1. Basic concepts and special characteristics of sport marketing and the sport industry
2. Marketing management in sport. Development of Sport Marketing Plans
3. Sport consumer behavior
4. Market research in sport. Sport market segmentation, targeting and positioning
5. Sport product or sport service
6. Promotion of sport products
7. Distribution of sport products
8. Pricing of sport products
9. Extended marketing mix in sport services
10. Marketing mix coordination
11. Sports branding
12. Merchandizing and licensing in sport
13. New technologies and sport marketing

Key Words: sport marketing, sport product, marketing mix, marketing plan

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case studies Analysis	
Information technology and telecommunications equipment	Lecturing Support through eclass platform Presentation of best practices in the tourism industry	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Case study Analysis	30 hours
	Final paper	30 hours
	Study of related literature	21 hours
	Study for final exam	30 hours
	Total contact hours and training	150 hours (6 ects)
STUDENTS EVALUATION	a. Final Written Exams = 60% b. Team Course work = 40%	

5. RECOMMENDED READING

1. Mullin B.J., Hardy S., and Sutton W.A (2004). Sport Marketing. Paschalidis Publications. Athens.
2. ΔΙΑΦΑΝΕΙΕΣ ΠΑΡΑΔΟΣΕΩΝ ΑΝΑΡΤΗΜΕΝΕΣ ΣΤΟ E-CLASS
3. Shank, M.D (2005). SPORTS MARKETING: A STRATEGIC PERSPECTIVE, Pearson Prentice Hall (2005), 3rd edition.
4. Ιστοσελίδες:
www.teammarketing.com
www.sportsbusinessdaily.com
www.cjsm.com (Cyber-Journal of Sports Marketing)
www.sportseconomics.com
www.sportsbusinessjournal.com

www.sportsbusinessnews.com
www.sportsvueinc.com (Sports business news)
www.sbrnet.com (Sports business research network)
www.sportslinkscentral.com
www.niles-hs.k12.il.us/kevkel/Sports_Marketing/links.html (Sports Marketing Links)
www.esportsreport.com
www.sportinggoodsresearch.com
www.cnni.com (CNN & Sports Illustrated sports)
www.sportingnews.com
www.sportline.com
www.sportsnetwork.com
www.ismhome.com (Institute of Sports Management)
www.stadianet.com (Stadium and venue news)
www.nassm.org (North American Society of Sport Management)
www.nsga.org (National Sporting Goods Association)
www.sportsmarketing.gr
www.sportnet.gr
www.sportnews.gr

(MA037) Sport Psychology and Motor Learning

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	MA037	SEMESTER	3 rd
COURSE TITLE	Sport Psychology and Motor Learning		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		6
COURSE TYPE:	Specific Background (Basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA301/		

2. LEARNING OUTCOMES

It is an introductory course on the fundamentals and theoretical approaches of Sport Psychology and Motor Learning as applied to sports and can be used by sports managers for (a) better selection, preparation and promotion of athletes - sports executives, and (b) efficient organization and management of sports enterprises (academies, gyms, etc.). Students will be able to:

1. Compare and contrast the various theoretical approaches in Sport Psychology and Motor Learning.
2. Discuss various research methods used for data collection and processing.
3. Outline the personality of athletes, coaches and other administrative sports agents.
4. Know the motives of those involved in sports, particularly those involved in the area of Sports Organization and Management.
5. identify the major sources of anxiety and stress, connect anxiety and sport performance, and contrast ways to regulate arousal, stress, and anxiety for enhancing sport performance.
6. Describe and identify the types of attention.
7. Know what to do to lead in their field and have the opportunity to choose athletes and partners with leadership qualities.
8. Identify the necessary requirements concerning group cohesion.
9. Specify trends of athletes who perform better or worse when they participate in sporting activities.
10. Negotiate sporting events having knowledge about sports aggression and violence.

Students will also be able to know the:

1. differences between "motor performance" and "motor learning",
2. factors affecting motor development,
3. basic physical and psychomotor changes across lifespan,

4. motor development milestones,
5. fundamental locomotor skills,
6. stages of learning, and learning motor skills,
7. scheduling of practice, and
8. methods for providing feedback for enhancing motor performance and learning.

All of the above are organized in such a way and according to the knowledge a sports manager must have in order to be able to (a) organize and/or manage a developmental educational - training program, and (b) to select (-hire) the appropriate training instructors and sports partners, in general.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects (related to address violence in sport).
- Demonstrate social, professional and ethical responsibility
- Adjustment to new situations
- Autonomous work
- Teamwork
- Decision-making process
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

1. Introduction to Sport Psychology and Motor Learning.
2. Personality and Sport
3. Motivation and goal setting in sports
4. Arousal, Stress, and Anxiety
5. Processing information and decision making
6. Attention, theories of attention, concentration
7. Athlete and coach leadership
8. Group and Team dynamics
9. Aggression and violence in sports
10. Physical and motor development changes across the life span
11. Preparing for the learning experience
12. Providing feedback during the learning experience
13. Structuring the learning experience.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS

In the classroom (face to face).

Information technology and telecommunications equipment	<p>Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge.</p> <ul style="list-style-type: none"> • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • All assignments are submitted electronically via e-class. In addition, the Multi-choice software is used to evaluate students. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (3 hours per week)	39 hours
	Study and preparation of written assignments	42 hours
	Study for the final exams (non-directed study)	30 hours
	Total Course workload (25 hours per credit unit)	150 hours (6 ects)
STUDENT EVALUATION	<p>I. Written exam (70%):</p> <ul style="list-style-type: none"> - Multiple choice <p>Students are informed about their grades through classweb system.</p> <p>II. Assignments (30%)</p> <p>All assignments are submitted via e-class, and students have access to corrections and grades of the each assignment</p> <ol style="list-style-type: none"> 1. Assignment 1. 15% 2. Assignment 2. 15% 	

5 RECOMMENDED READING

- *Suggested Reading:*
- *Selected scientific articles:*

1. Μπάουμαν Σ. & Τσορμπατζούδης Χ. (2008). Ψυχολογία στον Αθλητισμό. Θεσσαλονίκη: Εκδόσεις Corpycity. ISBN: 960-90170-0-2
2. Θεοδωράκης, Γ., Γούδας, Μ., & Παπαϊωάννου Α. (2003). Ψυχολογική υπεροχή στον Αθλητισμό. Θεσσαλονίκη: Εκδόσεις Χριστοδουλίδη. ISBN: 960-8183-16-2
3. Schmidt, R. A., & Weisberg, C. (2009). Κινητική Μάθηση και Απόδοση: Μια εφαρμοσμένη Προσέγγιση (4^η έκδοση – Επιμέλεια στα Ελληνικά: Μαρία Μιχαλοπούλου). Αθήνα, Αττικής: Αθλότυπο.
4. Τραυλός Α. (1998). Ψυχοκινητική ανάπτυξη παιδιών ηλικίας 2-7 χρόνων, Αθήνα, Αττικής: ΣΑΒΒΑΛΑΣ. ISBN: 960-460-259-4.
5. Σημειώσεις που παρέχονται στους φοιτητές μέσω e-class, καθώς και επιλεγμένα άρθρα της επιστημονικής βιβλιογραφίας. Ωστόσο, οι φοιτητές μπορούν να ανατρέχουν και σε άλλα συγγράμματα Αθλητικής Ψυχολογίας και της Κινητικής Μάθησης που βρίσκονται στη βιβλιοθήκη του τμήματος.

(MA038) SOCIOLOGY OF SPORT**COURSE OUTLINE****1. GENERAL**

FACULTY	School of Human Movement and Quality of Life Sciences		
DEPARTMENT	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MA038	SEMESTER	3 rd
COURSE TITLE	SOCIOLOGY OF SPORT		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	6
COURSE TYPE:		GENERAL BACKGROUND	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		NO	
URL:		https://eclass.uop.gr/courses/OMA306/	

2. Learning Outcomes

Search, analysis and synthesis of data and information using the internet from literature sources concerning the interpretation and use of the scientific field of the course.

Understanding and respect for diversity, multiculturalism, origin, sex, race, language, color and all kinds of social discrimination. Respect, knowledge and acceptance of natural, artificial, cultural and sporting environment. Adapting to new social situations globalized environment.

Demonstrate social, professional and moral responsibility and ethics.

Understanding the decision-making ability and self-motivated.

Acceptance of teamwork to produce joint work. criticizing and self-criticism to self-improvement.

Promotion of free, creative and inductive thinking. Working in an international environment

Working in a multidisciplinary environment Generating new research ideas

General abilities

- Decision-making process
- Teamwork
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Production of new research ideas
- Work in a multidisciplinary environment

3. COURSE CONTENTS

General Sociology, Theories and interpretative approach of the subject of Sociology. Purpose, Objectives and Role of Sociology and necessity as humanitarian science. The dynamics and the role of social groups. Special Sociology, Sociology Specializations, Feasibility specialization in different social fields. Sociology of Sport, Culture, Leisure. Purpose, Objectives and Role of Sport Sociology, international and Greek environment. Sports and social institutions, social norms and institutions of society The Sports as an institution of society and culture. The influence of sports in the social environment and quality of life of different social groups. Social Stratification and Sports, Theories of social stratification. Social Stratification and Social Mobility. Sports Social Stratification and Social Mobility. Vertical and horizontal social mobility and its relationship with the sport. The social function of sport, Socialization and Education of Youth, Organic Balance and balanced development, psycho-emotional Fulfillment, recreational, playful emergency Friendship and Communication in International environment. Effects of Sports, Social Dimension of Sports, Cultural dimension of Sports, Political Dimension of Sport, Merchandising Sport.

Forms of artificial physical (uplift - excitation - Doping) and Sports. Sociological approach of Body, Body-Movement-Fitness-Sports. Gender and Sports. Physically Standards and Sports. And Culture House. Sports and Physical peculiarities - abilities. The Organisation of Sport, Historical Reports. Social Sport Forms. Structural and Organizational Aspects of Sport in Society. Mass, Amateur, Competitive, Business and Sports championship. Sociological Approach to Aggression, Conceptual Interpretation of Aggression. Theories justification Predatory Conduct. theories analysis and correlation with the Sport. Causes, Effects occasion and aggression in sport. Modes - Controls aggression in sport. Violence and Sports, Sociological Theories on Violence. Violence Forms, Causes and pretexts of Violent behavior in Sports. Factors Impact of brutality in Sport. Ways and means to address violence in sports. Globalization and Sports, Theories postmodernist globalized societies and the role of sport in them. The role and contribution of sport in the global society. Sociology of Leisure, Theories leisure, Social development and management of leisure. Leisure and Sport. Social stratification, social mobility and Leisure. Empirical study methods of social impact of culture at leisure, Questionnaires, interviews. Quantitative and Qualitative analyzes. Segregation of social groups according to sex, age, occupation, place of residence. General review the matter clarifications and updated Exam

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Face-to-face teaching		
Information technology and telecommunications equipment	Using power point video. Construction questionnaires Using statistical research data packets		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures and Seminars with Exercises Bibliographical study. Video projections.	70 hours	
	Configuring research groups for quantitative and qualitative measurements,	42 hours	
	Preparation - Work Writing the collection and processing of empirical data	38 hours	

	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	<p>The language is Greek, and the evaluation is based on written exams in subjects that require critical analysis and exemplary references and development related mentioned literature sources. individual and collective work which will be counted in the score will be evaluated.</p> <p>The subjects will be evaluated by 75% and work 25%. The attendance will be counted as a positive contribution to the overall grade assessment.</p>		

5. RECOMMENDED READING

- 1) Th. Avgerinos, Sociology of Sport, ed. Salto, Thes / victory 1989
- 2) C. Stamiri, Sociology of Sport, Athens 2001
- 3) X. Papas, Introduction to Sociology of Physical Education and Sport, ekd.Dardanos, Athens 2000

4th SEMESTER

CUMPOLSORY

(MA039) ORGANISATION AND MANGEMENT OF INDIVIDUAL SPORTS-TRACK AND FIELD

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MA039	SEMESTER	4 th
COURSE TITLE	ORGANISATION AND MANGEMENT OF INDIVIDUAL SPORTS-TRACK AND FIELD		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		Of General Background	
PREREQUISITES:			
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/courses/OMA267	

2. Learning Outcomes

The purpose of the course is the creation of a framework of principles that lead to the understanding of all sports, since track and field is the foundation of sport science and athletics

The students will acquire tools in order to apply basic principles in sports organisation, management and administration that will be useful to them in their scientific and professional development

On successfully completing the course the students will be in a position to

- Understand that track and field is the foundation of sports
- Understand the relationship between teaching track and field and the four ways of natural reposition of the human body (running, sprint, jump, pole vault)
- Enhance their knowledge of the concepts and the philosophical dimension of track and field
- Understand the way track and field is related to the labour market
- Learn the way track and field is related to research and science
- Enhance their understanding of the way modern theories and practices of track and field are related

to the concepts of management, marketing, communication, sponsoring and advertising.

General abilities

- Seeking out, analysing and composing data and information using the necessary technology

3. COURSE CONTENTS

1. Analysis of track and field sports
2. Track and field in Olympic Games, European Athletic Championships, Mediterranean Games, Balkan Games, National Championships, School Championships, Indoor Championships, Cross country Running, High Altitude Running, City Runs, Marathon and Spartathlon
3. SEGAS, IAAF, SISM, GGA, MINEDU organisations
4. Track and Field as the foundation of Sports

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Learning procedure supported by the electronic platform e-class and emails where applicable	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Study and Analysis of Literature	36 hours
	Individual Assignment	25 hours
	‘Leonidas’ Track and Field management	25 hours
	Total contact hours and training	125 hours (5 ects)
STUDENTS EVALUATION	Final written examination (50%) including -Multiple choice questions -Short answer questions -Topic development Individual Assignment (20%) Presentation of Individual Assignment (20%) Development and justification of questions and answers during the lectures (10%)	

5. RECOMMENDED READING

- Scientific works and writings in the library as well as articles which describe modern approaches. Also, the programme ‘Leonidas’, concerning the organisation and management of track and field events

- Βιβλίο [18549228]: ΚΛΑΣΙΚΟΣ ΑΘΛΗΤΙΣΜΟΣ ΣΤΟ ΜΑΘΗΜΑ ΤΗΣ ΦΥΣΙΚΗΣ ΑΓΩΓΗΣ, Dombrowski Oda.

- Βιβλίο [18549232]: ΚΛΑΣΙΚΟΣ ΑΘΛΗΤΙΣΜΟΣ ΣΤΗΝ ΕΚΠΑΙΔΕΥΣΗ & ΤΟΝ ΑΘΛΗΤΙΣΜΟ, Κέλλης Σ., Κοντονάσιος Γ., Μάνου Β., Πυλιανίδης Θ., Σαρασλανίδης Π., Σούλας Δ.

(OA065) Institutions & Economic Organizations in the European Union

COURSE OUTLINE

1. GENERAL

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COUR	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ065	SEMESTER	4 th
COURSE TITLE	Institutions & Economic Organizations in the European Union		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
Team projects and class presentations			1
COURSE TYPE:		General Knowledge	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes (project consultation in English)	
URL:		https://eclass.uop.gr/courses/OMA136/	

2. Learning Outcomes

The aim of the course is to contribute to the understanding of the way that the European continent is organized with emphasis given to economic sector and related agreements. The course further aims to get the students acquainted with the mechanisms of the European Union (EU) and the other International Organizations that influence and shape European economy, including the International Monetary Fund. In the framework of this course, the student focuses on the study of institutions and organizations that are active in Europe with special attention given to the structure, procedures and policies of the EU. The course further investigates the contemporary challenges that the EU faces as well as its relations with other international organizations.

Upon successful completion of the course, the student will be able to:

- Understand the significance of international organizations in Europe
- Learn the way that the EU and the European institutions function (primary and secondary)
- Familiarize with a number of significant European policies
- Learn about the European policy-making process as well as the number of factors participating in it
- Learn about the International Monetary Fund and other International Organizations in Europe
- Develop his/her level of cooperation with his/her colleagues through group work on European

organization

General abilities

- Research, analysis and synthesis of data and information through the use of bibliography and necessary technology
- Respect to differentiation and interculturalism and show sensitivity on sex issues
- Adaptability to new situations
- Encouragement of free productive and inductive thinking
- Decision making processes
- Group work
- Team Work in relation to an international environment
- Class team project

3. COURSE CONTENTS

Globalization. Introduction to International and regional Organization.
Universal and Regional International Organizations.
Integration theory. Regional Cooperation.
Europe in World Economy.
European Communities. The Treaty of Rome.
The way to the European Union.
European Union. European Institutions.
European decision-making processes. Representation. Interest groups. Lobbying
European Policies. Economic and Monetary Policy.
International Monetary Fund
Organization for Economic Cooperation and Development
Free Trade Zone
European Economic Area

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Classroom (face to face)	
Information technology and telecommunications equipment	Power Point Eclass	
Students Assessment	Teaching Activities	Hours workload
	Lectures	39 hours
	Group project and class presentation	25 hours
	Case Studies	20 hours
	Preparation for midterm exam	20 hours
	Study for the final exams (non-directed study)	21hours
	Total contact hours and training	125 hours (5 ects)

STUDENTS EVALUATION	Final exam (80%) Midterm assessment (20%)
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5. RECOMMENDED READING

- Moussis, N. (2015). The European Union. Athens: Papazissis (in greek).
- Maglieveras, K. (2011). The International Organizations of the Greater European Area. Athens: Mbambalis Monoprosopi (in greek)

(OA066) Sport Economics**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA066	SEMESTER	4 th
COURSE TITLE	Sport Economics		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		5
COURSE TYPE:	Specific Background (basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA315/		

2. LEARNING OUTCOMES

The course aim is to introduce students to sport economics. After completing the course students will be able to know:	
<ul style="list-style-type: none">• The basic principles of sports economics• The organization and economic significance of sport• The economics of sport participation• The private and public supply of participant sport• The role of volunteers• The demand for professional sport• The uncertainty of outcome issue• The labour market in professional team sports• The economics of sport events and sport facilities	
General abilities	

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

1. Introduction to Sport Economics
2. The Organization of Sport
3. Sports Participation
4. The Supply of Participant Sport: public and private sector
5. Volunteers in Sport
6. Professional Sports: supply
7. Uncertainty of Outcome
8. Demand for Professional Sports
9. Labour Market
10. Cross-subsidization in Professional league sports
11. Sports Facilities
12. Sports Events
13. Class presentations

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload

	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study (2 hours per week)	32 hours
	Assignment	20 hours
	Study for the final exams (non-directed study)	34 hours
	Total Course workload (25 hours per credit unit)	125 hours (5 ects)
STUDENT EVALUATION	Written exam (80%) Assignment (20%) Students are informed about their grades through classweb system.	

5 RECOMMENDED READING

- *Suggested Reading:*
- *Selected scientific articles:*

- ✓ Lecturer's notes
- ✓ Lecture slides on eclass
- ✓ Sports Economics. Theory, evidence and policy. By P. Downward, A. Dawson, T. Dejonghe, 2009
- ✓ Rottenberg, S. (1956). The Baseball Players' Labor Market. *Journal of Political Economy*, 64(3), 242-258.
- ✓ Neale, W. C. (1964). The Peculiar Economics of Professional Sports. *Quarterly Journal of Economics*, 7(1), 1-14.
- ✓ Sloane, P. (1971). The Economics of Professional Football: the Football Club as a Utility Maximizer. *Scottish Journal of Political Economy*, 18(2), 121-146.
- ✓ Dobson, S. & Goddard, J. (2001). *The Economics of Football*. UK: Cambridge.
- ✓ Szymanski, S. (2009). *Playbooks and Checkbooks. An Introduction to the Economics of Modern Sports*. New Jersey: Princeton.
- ✓ Borland, J. & MacDonald, R. (2003). Demand for Sport. *Oxford Review of Economic Policy*, 19(4), 478-502.
- ✓ Crompton, J. L. (1995). Economic Impact Analysis of Sports Facilities and Events: Eleven Sources of Misapplication. *Journal of Sport Management*, 9(1), 14-35.
- ✓ Preuss, H. (2004). *The Economics of Staging the Olympics*. UK: Edward Elgar.
- ✓ Andreff, W. & Staudohar, P. (2000). The Evolving European Model of Professional Sports Finance. *Journal of Sports Economics*, 1(3), 257-276.

(OA067) Media and Journalism in Sport**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA067	SEMESTER	4 th
COURSE TITLE	Media and Journalism in Sport		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		5
COURSE TYPE:	Specific Background (Basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/courses/OA059/		

2. LEARNING OUTCOMES

Sport Media is being studied within the context of sponsoring since it is one of the basic sources for the direct and indirect funding of professional sports. Media operates as printed and/or electronic Press under private-economic criteria on the globalised market with a free market organisational and operating structure. The expanded potential “consumer public” (readers, viewers, audience) seeks to “buy” the “promoted product” (content) in this Media development model, which will in turn attract the interest of sponsors and advertisers. Lawless pursuits by Media owners are often not lacking in an endeavour to create relationships of interdependence with various institutional and non-institutional key authorities. Consequently, the “transfusion of audiences”, as described above, in fact creates the basis for very specific conditions: the Media is concerned with that part of Sports that is deemed to be “marketable”, which on the basis of market criteria can assure a readership or viewership that attracts significant and projected audiences for advertisers or even serves the alienated aspirations of its owners. It accordingly creates preferential relations between the Media and a specific section of professional Sports, in fact the most popular, while Sports as a social activity is bypassed and depreciated. The Media converts sports to a spectacle for mass consumption and evaluates its significance and social contribution on commercial terms, and Sports in turn, which has been degraded to the level of a consumer product, claims to be more commercial in order to attract the interest of both the Media and the sponsors.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects
- Demonstrate social, professional and ethical responsibility
- Adjustment to new situations
- Autonomous work
- Teamwork
- Decision-making process
- Critical thinking
- Promotion of free, creative and inductive thinking

3. COURSE CONTENTS

1. Introduction to Sport Media and Journalism
2. The interdependent relation between Sport, Politics and the Media
3. Sport Media and the globalised Sports culture
4. The role of the Media in the commercialisation of Sports
5. Sport Press, Radio, TV, New Media
6. Greek and European Sport Press Unions
7. The political framework for the development of Sport Media
8. Influences of Media on the Sporting activity and the Athletes
9. The profile of Greek sports fans and the influence of Media on them
10. The total attitude of public towards printed and electronic media
11. The activities of advertising and sponsoring in Sport
12. The structure, organisation and the mode of operation of advertising companies
13. The relationship between Sport – Politics – Media within the globalized environment in the form of a conceptual pyramid

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).
Information technology and telecommunications equipment	<p>Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge.</p> <ul style="list-style-type: none">• Using e-class and selected Greek and international databases.• All assignments are submitted electronically via e-class. In addition, the Multi-choice software is used to evaluate students.• With e-class and e-mails we sent to students' specific educational material .

Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (3 hours per week)	31 hours
	Study and preparation of written assignments	34 hours
	Study for the final exams (non-directed study)	21 hours
	Total Course workload (25 hours per credit unit)	125 hours (6 ect)
STUDENT EVALUATION	I. Written exam (70%): II. Assignments (30%)	

5 RECOMMENDED READING

- ***Suggested Reading:***
1. Antonopoulou P., 2008, *Sports, Policy and Mass Media*, Athens, Drakopoulou Publics
 2. Antonopoulou P. (2014) «The interdependent relation between Sport, Politics and the Media and the role of Lex Sportiva-Lex Olympica», E-Lex Sportiva Journal (L.Sp.J)
 3. Pleios G., 2011, *The society of pleasant information . The news and the modernity*, Athens, Kastaniotis
 4. Sinadinos I., 2004 : Sports and Television , from Television and Greek Society, Athens, EIKON
 5. Xeretakis M., 1997, The trends of Mass Media in Greece. A prime quantify, Athens, IOM
 6. Kourtoglou X., 2011, "*Outlining the Greek Sports fan*", presentation at INTERNATIONAL SPORTS FORUM

COURSE OUTLINE

1. GENERAL

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ068	SEMESTER	4 th
COURSE TITLE	Macroeconomics		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		Compulsory	
PREREQUISITES:			
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

This course is an introduction to Macroeconomics analysis. It deals with the concepts of growth, inflation, unemployment, interest rates, exchange rates, technological progress, and budget deficits. The course provides the appropriate theoretical framework for understanding these concepts and the impact of various policies, such as monetary and fiscal policy.

Upon completion of the course students will be able to know:

- Macroeconomic national accounts data
- Main determinants of consumption, savings and investment.
- To determine the balance of income; The effects of fiscal and monetary policy; The relation of external trade to domestic aggregates;

General abilities

Search, analysis and synthesis of data and information, using the required technologies
Decision making
Autonomous course work
Criticism and self-criticism
Teamwork
Promotion of free, creative and inductive thinking
Working in an international environment
Generating new research ideas

3. COURSE CONTENTS

- Introduction to Macroeconomics
- Theoretical background and History of economic thought
- Interaction of public and private sectors within a mixed economy.
- Workings of the market system (households, business, government, and export-import)
- Average Propensity to Consume, Average Propensity to Save, Marginal Propensity to Consume, and Marginal Propensity to Save
- National income accounts.
- Instability within the macro economy.
- Business cycle
- Unemployment – Inflation.
- Federal deficit vs. public debt.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunicati equipment	PC and Video projector e-class is used for posting course materials, e-mail to communicate with students and the Secretariat’s electronic platform for announcing students’ scores.		
Students Assessment	Teaching Activities	Hours workload	
	Lectures (13 teaching weeks of 3 hours per week)	39 hours	
	Literature study (3 hours per week)	39 hours	
	Completion of coursework	17 hours	
	Non-guided study for the final exams	30 hours	
	Total contact hours and training	125 hours (5 ECTS)	
STUDENTS EVALUATION	Written exams		

5. RECOMMENDED READING

- Kiohos P., Papanikolaou G, Kioxos A. (2011). Macroeconomic analysis. Theory and practice. Elena Kiohou publishing house (in Greek)
- Andrew B. Abel, Ben S. Bernanke, Dean Croushore (2010) Macroeconomics. Kritiki publishing house (in Greek)

5th SEMESTER

CUMPOLSORY

(OA069) SPORT GOVERNANCE

COURSE OUTLINE

1. GENERAL

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA069	SEMESTER	5 th
COURSE TITLE	SPORT GOVERNANCE		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
Individual essay presentation or mid-term			1
COURSE TYPE:		General Knowledge	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes (project consultation in English)	
URL:		https://eclass.uop.gr/courses/OMA265/	

2. Learning Outcomes

The course focuses on sport governance in the framework of globalization with emphasis given to the developing systemic parameters influencing global sport governance.

The course aims to introduce students to the contemporary web of sport governance including the basic meanings of contemporary sport governance in relation to globalization and the major practices and issues of sport governing bodies and sport related organizations at global and national level.

With the successful completion of the course, the student will be able to:

- Understand the meaning of governance in general, and sport governance, in particular
- Familiarize with organizations and institutions that participate in sport governance at global, regional and national level
- Comprehend current developments in the field of sport governance and related challenges in the framework of globalization
- Understand sport internationalization and its contemporary parameters influencing sport governance

(i.e. legitimization, representation, interculturalism, sex, social issues).

- Develop critical thinking through bibliographical research and analysis
- Develop cooperation skills through group work and/or individual essay presentation

General abilities

- Research, data and information analysis and synthesis through the use of bibliography and necessary technology
- Respect to differentiation, interculturalism and sensitivity to social issues
- Encouragement of free productive and inductive thinking
- Group and individual work
- Develop critical thinking
- Work with interdisciplinary data

3. COURSE CONTENTS

- Introduction to Governance: concepts and processes.
- Globalization and Governance. Government and Governance.
- International Non Governmental Organizations. Interest Groups. Sport Lobbying.
- Types of contemporary governance. Decision-Making processes
- Traditional and Modern Sport Governance. Characteristics.
- Approaches of sport governance.
- Factors of global sport governance.
- Contemporary issues in sport governance.
- Representation, Transparency, Legitimization and Accounting.
- The Governance of the Olympic Movement. The International Olympic Committee.
- The Governance of the Olympic Games.
- Doping, Anti-Doping and Governance.
- Corporate sport governance.
- Other sport governing bodies.
- Intergovernmental Organizations and Sport Governance.
- Sport Governance in Greece.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Classroom		
Information technology and telecommunication equipment	Use of power point (for presentations) and eclass		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Case studies, Class discussions	40 hours	
	Individual Project or preparation for midterm assessment	41 hours	

	Non-guided study for the final exams	30 hours	
	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	Final exam (80%) Individual project or midterm assessment (20%)		

5. RECOMMENDED READING

- Hague, R. Harrop, M. (2005). Comparative Government and Politics (in greek). Athens: Kritiki
- Ball, A. R. & Peters G., B. (2001). ΣModern Politics and Government (in greek). Athens: Papazissis. *English bibliography (supplementary - available at the university library)*
- Thoma, J., Chalip, L. (1996) Sport Governance in the Global Community. Fitness Information Technology

(OΔ070) ECONOMICS AND MANAGEMENT OF HUMAN RESOURCES

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ070	SEMESTER	5th
COURSE TITLE	ECONOMICS AND MANAGEMENT OF HUMAN RESOURCES		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Tutorial exercises	3		6
COURSE TYPE:	Elective		
PREREQUISITES:			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. Learning Outcomes

The course offers an overview of concepts, skills, theories and techniques involving Human Resource Management and economics and a review of examples involving innovative HR practices in the workplace. More specifically this course creates a basic understanding about the concepts of Human Resource Management and Economics, along with HR processes, including: recruitment, selection, training and development, performance appraisal, reward systems, benefit programs, the role of personnel department, and the role of government.

General abilities

Search, analysis and synthesis of data and information, using the required technologies
Decision making
Autonomous course work
Criticism and self-criticism
Teamwork
Promotion of free, creative and inductive thinking
Working in an international environment
Generating new research ideas

3. COURSE CONTENTS

- Personnel economics vs. HRM
- Macroeconomic theories of Human Recourses
- Growth models of Human Capital
- Introduction to HRM/ Understanding HRM

- Job Analysis
- Human Resource Management Planning
- Recruiting, Selection and Orientation
- Performance review and evaluation
- Reward System and motivation
- Education, Training and Development
- Communication (Internal- external)
- HRIS
- Managing culture

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunication equipment	PC and Video projector e-class is used for posting course materials, e-mail to communicate with students and the Secretariat’s electronic platform for announcing students’ scores.		
Students Assessment	Teaching Activities	Hours workload	
	Lectures (13 teaching weeks of 3 hours per week)	39 hours	
	Literature study (3 hours per week)	39 hours	
	Completion of coursework	20 hours	
	Non-guided study for mid term exams	22 hours	
	Non-guided study for the final exams	30 hours	
	Total contact hours and training	150 hours (6 ECTS)	
STUDENTS EVALUATION	Individual projects and Individual oral examinations: 50% (provided that the mark of the written examinations is at least 5) Written examinations: 50%		

5. RECOMMENDED READING

- Instructor's Teaching notes
- Additional Suggested Reading:
- Leonidas Chitiris, (2013), Human Resource Management, Faidimos Athens. (In Greek)
 - Mathis, R. L. and Jackson, J. H., (2008), Human Resource Management Thomson Southwestern, Book Publishers. (12th edition)

(OΔ071) ENTREPRENEURSHIP AND MANAGEMENT OF SMALL & MEDIUM ENTERPRISES (SME)**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization & Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OΔ071	SEMESTER	5 th
COURSE TITLE	ENTREPRENEURSHIP AND MANAGEMENT OF SMALL & MEDIUM ENTERPRISES (SME)		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures	3		5
COURSE TYPE	Compulsory		
PREREQUISITES			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL	https://eclass.uop.gr/courses/OMA127/		

2. LEARNING OUTCOMES

Upon successful completion of this course, students will be able to:	
<ul style="list-style-type: none">• Fully understand the basic concepts of entrepreneurship, enterprise and entrepreneur• Develop the core skills and knowledge needed to be a successful entrepreneur or successful manager of public or private enterprise• Anticipate the contemporary new economic reality of business• Recognize the opportunities, contemporary business trends and the possibility of helping and supporting society, through innovative business practices• Realize the need of creating and using a business plan as a major planning and managing tool of enterprise, as well as to learn how to create a business plan	
General abilities	
<ul style="list-style-type: none">• Searching, analysis and synthesis of data and information, with the use of information technologies• Project Management• Decision Making• Individual Assignment• Critical thinking and self-directed learning• Group Assignment• Work effectively in an international environment• Generating new business ideas	

3. COURSE CONTENTS

- Basic Financial Concepts, Entrepreneurship, Economic Development
- Concepts of entrepreneurship, enterprise and entrepreneur
- European Union, European Policies Greece and Entrepreneurship
- BusinessPlan creation
- Strategic Planning and Marketing of Small and Medium Enterprises (SMEs)
- Human Resources Management in Small and Medium Enterprises
- Principles of Total Quality Management in Small Business Environment
- Legal Issues for Small and Medium Enterprises (SMEs)
- Issues for Small and Medium Enterprises (SMEs) Financing

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	Lectures	
INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS EQUIPMENT	<ul style="list-style-type: none">• Lectures are taking place in classrooms equipped with computer and wireless projector, which can be linked to computers, tablets etc• All the educational material (notes, presentations, texts, pictures, etc) is provided through the eclass platform• Communicating with students is taking place via email and through the eclass platform, as well as via the use of eclass platform's forum which allows the interaction between students and professor• The use of Business Plan Pro software. The software provides everything students need to develop a professional business plan. More specifically the software has many features (texts, calculations and graphics) and helps students to create a complete Business Plan, ready for use. It contributes to a better assimilation and accommodation of knowledge by the students, offering them the opportunity to apply the theoretical frameworks in practice.	
TEACHING STRUCTURE	Teaching Activities	Hours Workload
	Lectures	39 hours
	Group/Individual Assignment with the use of software BusinessPlanPro	36 hours
	Autonomous study for final exams	50 hours
	Total Course workload (25 hours per credit unit)	125 hours (5 ects)

STUDENT EVALUATION	<ul style="list-style-type: none"> • Written exams (70% of grade) plus individual/group assignment (30%) • The evaluation of students is in Greek language, with multiple choice questions via the use of a specialized software (labpro-verificare), which creates the tests and corrects the answersheets. More specifically, the software has the ability to create unique combinations of question sets (based on a given question bank stemming from the teaching material and created by the professor) as well as multiple choice answers for each question. Then the answersheets of students are scanned and corrected electronically, with the final results to be exported directly to the department's secretary electronic database of department, ensuring objectivity and immediacy. • For the final evaluation of students their individual/group assignment (with the use of BusinessPlanPro) during the semester is also taken into consideration
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5 RECOMMENDED READING

-Suggested Reading:

1. Entrepreneurship and Management of Small & Medium Enterprises (SME)

Vol:1/2011

Writers: Kriemadis Athanasios

ISBN: 978-960-272-920-5

Type: Book

Publisher: NomikiBibliothiki.

2. Entrepreneurship for Small & Medium Enterprises (SME)

Vol:1/2011

Writers: StoreyDavid, GreeneFrancis, XassidIosif, Fafaliou Eirini

ISBN: 978-960-218-740-1

Type: Book

Publisher: KRITIKI PUBLICATIONS

3. Entrepreneurship and Small Enterprises

Book Code in Eudoxos: 41955378

Vol:1/2014

Writers: David Deakins, Mark Freel

ISBN: 978-618-5131-01-2

Type: Book

Publisher: ROSILI EMPORIKI

(OA072) Financial Management**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA072	SEMESTER	5 th
COURSE TITLE	Financial Management		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		5
COURSE TYPE:	Specific Background (basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA204/		

2. LEARNING OUTCOMES

The course aim is to introduce students to the basic principles of financial management. After completing the course students will be able to:

- Solve exercises on the time value of money
- Use different methods for capital budgeting
- Analyze financial statements with the use of ratio analysis
- Forecast future financial needs
- Estimate the cost of capital
- Understand dividend policy and financial structure decisions

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Promotion of free, creative and inductive thinking

- Work in an international environment
- Work in a multidisciplinary environment

3. COURSE CONTENTS

1. Introduction to financial management
2. Time value of money I
3. Time value of money II
4. Risk and capital budgeting
5. Financial ratio analysis
6. Cost of capital
7. Dividend policy
8. Working capital management
9. Forecasting future financial needs
10. Capital structure
11. Break-even analysis
12. Leasing
13. Case studies

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and network enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • With e-class and e-mails we sent to students' specific educational materials URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study (2 hours per week)	32 hours
	Preparation of written assignment	20 hours
	Study for the final exams (non-directed study)	34 hours

	Total Course workload (25 hours per credit unit)	125 hours (5 ECTS)
STUDENT EVALUATION	I. Written exam (80%): - Multiple choice, questions and exercises II. Assignment (20%) Students are informed about their grades through classweb system.	

5 RECOMMENDED READING

- <i>Suggested Reading:</i> - <i>Selected scientific articles:</i>	
1. Βασιλείου, Δ. & Ηρειώτης Ν. (2009), Χρηματοοικονομική Διοίκηση, Εκδ. Rosili, Αθήνα 2. Brigham, E. & Weston, (1987), Χρηματοοικονομική διοίκηση, Εκδ. Παπαζήση, Αθήνα. 3. Lecture slides available through e-class	

6th SEMESTER

CUMPOLSORY

(MA041) Organization of professional sports

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MA041	SEMESTER	6 th
COURSE TITLE	Organization of professional sports		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		general background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

The aim of the subject is to expand students' knowledge on practical issues of modern Professional Sports as the functioning of the FIFA Conduct Code, the regulations of professional football, the characteristics of professional football code as development tools of the structure of Professional Sports, the theory of the structure and organization of the Greek professional football and the UEFA evaluation system, the organizing – administrative structure of professional football leagues, the organization of Greek arbitration, the new organization conditions of professional FIFA - UEFA football.

Skill level

At the end of the course students will be able to understand the organizational, economic, seasonal and other situation in Greek Professional Football and be able to apply modern management methods after having taken account of the economic parameters of the major leagues of professional football in Europe and the rest of the world. They will be ready to take initiatives at both professional agreements and the improvement of the trends for the sale of sport football product.

Attitudes level

The sports building was a fertile field for petty pursuits with the main characteristic the opacity in its

functioning. The social role of sport, the contribution of sport to the psychophysical development of youth, the universal values of "fair play", the relationship of culture and education exhausted in some theoretical formulations and declarations. The relationship-concept of amateur sport and professional sport still has not been understood by the entrepreneurs and investors and the hermaphrodite situation prevents the business sector to invest in qualified scientists to develop the sports entertainment industry. Our vision is to create knowledge for our students and those conditions that within the free development of market economy, the market itself and for its own interest to develop professional sports, to make them equivalent and competitive with those of other countries within the European Union. Also to feel the importance of the difference between amateur and professional sports, be able to present, explain the hot issues of the time and integrate the tools they learn in their professional occupation when and where is needed

General abilities

- Search, analysis and synthesis of data and information, the use and the required technologies
- Adapting to new situations
 - Decision making
 - autonomous work
 - Criticism and self-criticism
 - Teamwork
 - Promotion of free, creative and inductive thinking
 - Working in an international environment
 - Working in a multidisciplinary environment
 - Generating new research ideas

3. COURSE CONTENTS

- Historical presentation and organizing structure of the football public limited companies
- Organization, structure and historical elements of professional football
- football entrepreneurship
- Specific issues for the future of professional football in Greece
- The role of strategic planning in professional sports
- Strategic analysis of the FIFA financial and economic support programs of football federations
- Studying of football events (context analysis criteria), countries and events analysis, analysis of European countries of principal interest.
- Television rights selling models of professional football in Greece and Europe.
- Organizational structure, characteristics of the union, problems in professional football, structure
- Business plan of football public limited companies

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods

In the classroom (face to face)

Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours (1,56 ECTS)
	Study and literature analysis	26 hours (1,04 ECTS)
	Study and preparation of written work	35 hours (1,4 ECTS)
	Study for the exams	25 hours (1,00 ECTS)
	Total contact hours and training	125 hours (5 ECTS)
STUDENTS EVALUATION	The assessment takes into account the grade of written project, the participation-presence of students in lectures and the written exam	

5. RECOMMENDED READING

Suggested Reading:

1. Alexopoulos P., Anagnostopoulos I. (2010). "Football Entrepreneurship", I Publications. Sideris, Athens.
2. P. Alexopoulos., Koutroumanidis Ch. (2014). "The organization of Professional Football in Greece and Europe", Editions I. Sideris, Athens

-related Scientific journals:

Journal of Finance

(OA073) MONEY AND CAPITAL MARKETS

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA073	SEMESTER	6th
COURSE TITLE	MONEY AND CAPITAL MARKETS		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		General background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/courses/OMA165/	

2. Learning Outcomes

Level of knowledge

The course aims to expand students' knowledge on practical issues of modern Finance as the operation of the financial system, the characteristics of financial instruments, the long-term fixed income securities, equities, portfolio theory, financial derivatives, the structure of Greek and international Exchanges, the banking system and foreign exchange markets.

Skill level

At the end of the course, students will be able to assess financial products and apply modern techniques of investment evaluation and investment risk management

Attitudes level

Feel the importance of modern finance and international financial markets for the modern economy, be mobilized to integrate the tools they learn in their professional work where and when is needed.

General abilities

Search, analysis and synthesis of data and information, using the required technologies

Decision making

autonomous work

Criticism and self-criticism

Teamwork

Promotion of free, creative and inductive thinking

Working in an international environment

Generating new research ideas

Working in a multidisciplinary environment

3. COURSE CONTENTS

Introduction to Financial Markets - Banking System
Banks and money supply,
Money demand and monetary policy
The single European banking market, ECB and Eurosystem
Structure and setting of interest rates
Control and regulation of financial markets
Introduction to Bonds - Introduction to Valuation of Bonds
Valuation Bonds-Practical Applications
Portfolios of Bonds-Practical Applications
Introduction to the Concept of corporate Shares and Share types
Share valuation
Introduction to Portfolio Theory
Model of Capital Asset Valuation - Theory of efficient markets
Derivative Financial Instruments-Futures and Forwards-Options and Swaps
International Markets Rates - International Stock Markets-Markets International Integration
Exchange markets
Repetitive exercises and applications - coursework Presentations

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Yes the e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures (13 teaching weeks of 3 hours per week)	39 hours
	Literature study (4 hours per week)	52 hours
	Completion of coursework	14 hours
	Non-guided study for the final exams	20 hours
	Total contact hours and training	125 hours (5 ECTS)
STUDENTS EVALUATION	The assessment takes into account the final grade in the exam, grade written work, and participation-presence of students / students in the lecture.	

5. RECOMMENDED READING

1. Ευθύμογλου Π. και Μπαλλά Α.(2008). «Χρηματοδοτικοί Οργανισμοί και Αγορές», 4^η έκδοση, Εκδόσεις Ευγ. Μπένου, Αθήνα.
2. Bain, K. and Howells, P. (2009). «Χρήμα Πίστη Τράπεζες», Εκδόσεις Κριτική, Αθήνα
3. Παπαδάμου Σ. (2009). «Διαχείριση χαρτοφυλακίου», Εκδ. Gutenberg.

-Relative scientific journals:

Journal of Finance

Journal of Financial Economics,

Review of Financial Studies

Journal of Banking and Finance

Journal of Money, Credit and Banking,

Journal of Financial Services Research

(MA042) MANAGEMENT OF HEALTH PROGRAMS

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	MA042	SEMESTER	6 th
COURSE TITLE	Management of health programs		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		Compulsory	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

Upon completion of the course the students should know:

- What is the health promotion.
- The fundamental conditions and resources necessary for good health.
- The basic strategies for health promotion.
- Strategies implemented to promote health through movement activities.
- The importance of an individual to participate in motor activities, living an active life.
- What are the healthy behaviors.
- The benefits of physical activity and fitness.
- The evaluation of activities and health programs.
- The role of industry and the impact of technology on health promotion.

General abilities

- Design and management programs for health promotion.
- Decision-making on the management of programs, promoting the use of physical activity for the prevention and treatment of chronic diseases and other health problems.
- Autonomous work for health promotion and presentation of best practices and arrangements to be included for schools, facilities, exercise and recreational businesses, healthcare organizations, workplaces, communities and municipalities.
- Work in an international environment for development partnerships and the role of health organizations programs.
- Resources and tools for health programs in organizations.

3. COURSE CONTENTS

Background and development of health education, health promotion and wellness.
 National framework and partnerships for health promotion.
 Physical activity and public health (incorporating physical activity in public health).
 Health risks from exercise and physical activity.
 Public health and obesity.
 Musculoskeletal system and functional health (risk factors associated with musculoskeletal disorders).
 Recommendations for functional fitness and health).
 Mental health and economic costs.
 Mental health and economic costs.
 Aging and health.
 Physical activity, fitness and cancer.
 Physical activity, fitness and children.
 Public health consequences of sedentary lifestyles and lack of motor activity.
 Behavioral and social approaches to health promotion.
 Environmental policy and approaches to health promotion.
 Health and Consumerism.
 Substance abuse, addiction and health.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even though the search will be presented and reviewed research for a better understanding of the methods used.</p>		
	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Group study implementation of health promotion programs because of globalization and demographic changes (eg aging, migration).	25 hours	
Courses organization	Group study on the management of programs in order to promote the use of physical activity for the	26 hours	

	prevention and treatment of chronic diseases and other health problems.		
	Review work before final exams	35 hours	
	Total contact hours and training	125 hours (5 ECTS)	
STUDENTS EVALUATION	Final written examination.		
	The evaluation of the students will be in Greek language with multiple choice questions.		
	For the evaluation of the students will be taken into account review work to be completed and delivered before the semester exam		

5. RECOMMENDED READING

Dishman, R., Healt, G., Lee, I-M. (2013). *Physical activity epidemiology* (2nd Edition). Human Kinetics Publ., USA.

Kohl III, H., Murray, T. (2012). *Foundations of physical activity and public health*. Human Kinetics Publ., USA.

O'Reilly, N., Brunette, M. (2013). *Public-private partnerships in physical activity and sport*. Human Kinetics Publ., USA.

Russ Pate, R., Buchner, D. (2014). *Implementing physical activity strategies*. Human Kinetics Publ., USA.

Sharkey, B., Gaskill, S. (2013). *Fitness & health* (7th Edition). Human Kinetics Publ., USA.

Zilides C. (2005). *Principles and practice of health policy: The reform of 2000-2004*, Athens, Mediforce.

(OA074) Sport Sponsorship Management**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA074	SEMESTER	6 th
COURSE TITLE	Sport Sponsorship Management		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		OBLIGATORY	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

The aim of the course is to familiarize students with the management of sport sponsorship, which represents a vital sector in the field of sport marketing.

More specifically the goal of the course is to assure that students comprehend the nature of sponsorship, its kinds and objectives, the reasons of success or failure in sponsorship deals, the usefulness of sport sponsorship for the sport industry and the business sector, the sponsorship selection process and criteria as well as the formulation and development of a sport sponsorship proposal.

The course will also provide an analysis of the effective managerial practices often used in sponsorship negotiations and deals. Through this course, students must develop the ability to critically analyze sponsorship strategies used by sport properties and corporations who want to link themselves with the sport industry, and learn how to build long lasting relationships with sponsors by activating, evaluating and facilitating the leveraging of sport sponsorship agreements.

Completing the course the students should be able to:

Comprehend the nature of sport sponsorships, their kinds, components and objectives.

Understand the choices being made with respect to planning a sport sponsorship plan

Detect the signs of a successful sponsorship deal and a failing one

Understand how the sponsorship objectives are set and how the sponsorship proposal is being formulated

Comprehend the impact that ambush marketing has on sport sponsorships and the actions that can be taken in order to protect sponsors from it

Understand the way that event, league as well as endorsement deals are managed

Find ways to optimize the management and effectiveness of sponsorship deals

General abilities

Search and analysis of international literature
 Planning and structuring the coursework through team coordination
 Promotion of critical thinking through case study analysis
 Submitting based on guidelines and time limits
 Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

1. An introduction to the dynamics of the global phenomenon of sport sponsorship
2. Sponsorship Definition, Kinds of sponsorships and sponsorship platform, basic sponsorship concepts, sponsorship goals and the components of a sponsorship deal
3. The sport sponsorship program. Causes of success and failure in sponsorship deals
- 4-5. The process of sponsorship goal selection and the sponsorship proposal
6. Sport Sponsorship and Ambush Marketing
7. Event and league sponsorships
8. Athlete endorsements and sport Venue naming rights
9. Sport Sponsorship effectiveness evaluation
10. Corporate social responsibility and sport sponsorship
11. Planning, negotiation and finalization of sport sponsorship deals
12. Sport sponsorship implementation and activation

Key Words: sport marketing, sport product, marketing mix, marketing plan

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case studies Analysis		
Information technology and telecommunication equipment	Lecturing Support through e-class platform Presentation of best practices in the tourism industry		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Case study Analysis	23 hours	
	Studying and literature review	23 hours	
	Team project	20 hours	
	Study for final exam	20 hours	
	Total contact hours and training	125 hours (5 ects)	
STUDENTS EVALUATION	c. Final Written Exams = 60% d. Team Course work = 40%		

5. RECOMMENDED READING

1. E-CLASS power point presentations
2. Sinanioti-Maroudi A. (2001) Sponsorship Contract. Sakoulas publications.
3. Sport Marketing, Bernard J.Mullin, Stephen Hardy and William A.Sutton, Paschalidis publications, Athens 2004
4. D.K Stotlar (2005) Developing successful sport sponsorship plans. 2nd ed. Fitness Information Technologies: Morgantown, WV, USA.
5. M.A. McDonald & G.R.Milne (1999) Cases in Sport Marketing. Jones and Bartlett Publishers: Canada
6. Brenda G.Pitts (2003) Case studies in sport marketing. Fitness Information Technologies: Morgantown, WV, USA.
7. Wim Lagae (2005) Sports Sponsorship and Marketing Communications: A European Perspective. Pearson Education Ltd: UK.

Recommended websites:

www.teammarketing.com
www.sportsbusinessdaily.com
www.cjsm.com (Cyber-Journal of Sports Marketing)
www.sportseconomics.com
www.sportsbusinessjournal.com
www.sportsbusinessnews.com
www.sportsvueinc.com (Sports business news)
www.sbrnet.com (Sports business research network)
www.sportlinkscentral.com
www.niles-hs.k12.il.us/kevkel/Sports_Marketing/links.html (Sports Marketing Links)
www.esportsreport.com
www.sportinggoodsresearch.com
www.cnnsi.com (CNN & Sports Illustrated sports)
www.sportingnews.com
www.sportline.com
www.sportsnetwork.com
www.ismhome.com (Institute of Sports Management)
www.stadianet.com (Stadium and venue news)
www.nassm.org (North American Society of Sport Management)
www.nsga.org (National Sporting Goods Association)
www.sportsmarketing.gr
www.sportnet.gr
www.sportnews.gr
www.sportsmarketingquarterly.com

7th SEMESTER

CUMPOLSORY

(OΔ075) ADVANCED SPORTS MANAGEMENT

COURSE OUTLINE

1. GENERAL

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ075	SEMESTER	5 th
COURSE TITLE	ADVANCED SPORT MANAGEMENT		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	6
COURSE TYPE:		Compulsory	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/OMA128/	

2. Learning Outcomes

Completing the course the students should be able to comprehend:

- The concept and practices of managing of sports organizations through the fundamental principles of planning, leadership, human resource management, auditing and evaluation as met in the sports environment
- The application of best practices in sport management through international case studies
- The evaluation - through the basic sport management principles - of practices followed by sports organizations to achieve organizational goals

General abilities

Search and analysis of international literature
Planning and structuring the coursework through team coordination
Promotion of critical thinking through case study analysis
Submitting based on guidelines and time limits
Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

The course deals with the compilation of the fundamental principles of sport management in the contemporary setting and their application in the sports environment offering in depth analysis and knowledge. The recognition of the peculiarities demands the examination of the sport management processes through the international theories of quality and effective management. These principles are examined in the areas of: mega events, professional sport, sport organizations, sports venues etc.

With the use of case studies a wide range of entities are thoroughly examined:

- a. Mega Venues Operational Plan,
- b. Planning and Managing Mega Sports Events
- c. Organisational Chart in Sports Bodies: venues, events, organisations, pre and Games-time
- d. International Sport Federations: Developmental Plans, Marketing Policies, Sponsorship Agreements
- e. Sponsorship Contract Applications in venues and relevant areas
- f. Public Sport Organisations: Aims, developmental plans, mass events management

Key Words: sport events, sport venues, international federations, sponsorship, sport case studies

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case studies Analysis		
Information technology and telecommunications equipment	Lecturing Support through eclass platform Presentation of original digital and paper IOC and International Federations Policy Documents		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Case study Analysis	40 hours	
	Studying and literature review	18 hours	
	Seminar	13 hours	
	Team Coursework	40 hours	
	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	e. Final Written Exams = 60%		
	f. Team Course work = 40%		

5. RECOMMENDED READING

Vrondou, O. (2105) 'Advanced Sport Management', Lectures' Notes, UoP, Sparta.
 International Case studies
 International Federations/ IOC Policy Documents
 Sport Bodies Marketing Plans

(OA076) PUBLIC FINANCE**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OA076	SEMESTER	7 th
COURSE TITLE	PUBLIC FINANCE		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	6
COURSE TYPE:		General background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/courses/OMA252/	

2. Learning Outcomes

Level of knowledge

The course aims to equip with the necessary knowledge on issues of public finances such as income tax, income distribution, public expenditure and revenues, preparation, operation and use of the state budget, public goods and social security systems.

Skill level

At the end of the course, students will be able to assess the impact of fiscal policy on consumption and income, public expenditure management and revenue for the state and the debt ratio, and growth prospects of an economy

Attitudes level

Feel the importance of modern public financial economics for the proper functioning of a national economy, be mobilized to collectively think and understand that the responsible individual behavior can enhance the collective behavior of citizens towards the state, benefiting the national economy.

General abilities

Search, analysis and synthesis of data and information, using the required technologies

Decision making

autonomous work

Criticism and self-criticism

Teamwork

Promotion of free, creative and inductive thinking

Working in an international environment

Generating new research ideas

Working in a multidisciplinary environment

3. COURSE CONTENTS

Introduction to public finance
Public goods - production and distribution
Public expenditure - categories and distinctions
State budget - preparation, operation and adoption
Deficits and debt
Taxation and income distribution
Taxation and effectiveness
Taxation of citizens - effects on labor and savings
Taxation of corporations - effects
Taxing consumption and wealth
redistribution of income
Social insurance
Economic growth policy
cost - benefit analysis
State interventionism - externalities
Coursework Presentations

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	Yes the e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures (13 teaching weeks of 3 hours per week)	39 hours	
	Literature study (5 hours per week)	65 hours	
	Completion of coursework	20 hours	
	Non-guided study for the final exams	26 hours	
	Total contact hours and training	150 hours (6 ects)	
STUDENTS EVALUATION	The assessment takes into account the final grade in the exam, grade written work, and participation-presence of students / students in the lecture.		

5. RECOMMENDED READING

1. Δαλαμάγκας, Β. (2003), Εισαγωγή στη Δημόσια Οικονομική, Εκδ. Κριτική, Αθήνα
2. Rosen, H. & Gayer, T. (2009), Δημόσια Οικονομική: Σύγχρονη θεωρία και Ελληνική πραγματικότητα, Εκδ. Κριτική, Αθήνα.
3. Γεωργακόπουλος, Θ. (2005), Εισαγωγή στη Δημόσια Οικονομική, Εκδ. Γ, Ευγ. Μπένου, Αθήνα
4. Stiglitz, J. (1992), Οικονομική του Δημοσίου Τομέα, Εκδ. Κριτική, Αθήνα

-Relative scientific journals:

Journal of Public Finance

Public Finance Review

Fiscal Studies

(OA077) CONTEMPORARY OLYMPIC GAMES AND MEGA SPORTING EVENTS**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA077	SEMESTER	7 th
COURSE TITLE	CONTEMPORARY OLYMPIC GAMES AND MEGA SPORTING EVENTS		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		3	5
COURSE TYPE:	General background		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek and English for the Erasmus students		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://eclass.uop.gr/courses/OMA205/		

2. LEARNING OUTCOMES

The course is designed in such a way in order for the students to apprehend subjects that concern:

- The history of the Olympic Games.
- The organization of the Olympic Games.
- The relation of the Olympic Games with the state of the art technologies.
- The relation of Olympic Games and Globalization.
- Apprehend the operation and the goals of the International Olympic Committee as a nongovernmental organization and its relation with the United Nations and other NGOs.
- Recognize the social, cultural, financial and educational dimensions of the Olympic Games.
- Apprehend and approach the effects, the benefits and their positive and negative legacy.
- Gain knowledge and experience regarding the organizational structure of the mega sporting events.
- Gain knowledge and apprehend the complexity of the staging of international Olympic Games.
- Apprehend and appreciate the relation between politics and mega sporting events.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

The course approaches and analyses issues related to the history of the Contemporary Olympic Games. More specifically:

- The revival of Olympic Games in the 19th century.
- Ideological currents of the revival of the Contemporary Olympic Games.
- National Olympic Games in the 19th century.
- The internationalization of the Olympic Games.
- Pierre de Coubertin – Dimitrios Vikelas.
- Preparation of the Olympic Games, cities' selection, Olympic venues, Technology, Media.
- National and International Sponsors of the Olympic Games.
- Olympic Games' volunteers.
- Mega sporting events and international politics.
- Technology and the Olympic Games.
- The role of the ceremonies in the Olympic Games.
- Olympic Games and environment.
- Female participation in the Olympic Games.
- Organisation and management of Olympic Venues.
- Olympic torch relay.
- Olympic Games' finances.
- Post-Olympic use of the venues.
- Olympic Games' legacy.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Hours Workload
	Interactive lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study and analysis of the suggested reading	16 hours
	Project	12 hours
	Writing of assignment	28 hours
	Study for the final exams (non-directed study)	30 hours
	<i>Total Course workload (25 hours per credit unit)</i>	125 hours (5 ECTS)
STUDENT EVALUATION	<i>The evaluation is realized taking into account the final grade in the oral exams, the grade of the written assignment, the participation and the performance in the projects and the participation – presence in the lectures of the course.</i>	

5 RECOMMENDED READING

- Suggested Reading:

- Mouratidis, I., History of Physical Education and sport, Thessaloniki 2009.
- Georgiadis, K., Olympic Revival The revival of Olympic Games in modern times, Athens 2003.
- Gerogiadis, K., Syrigos, A., Olympic Truce, Sport as a platform for peace, Athens 2009.
- Chappelet, Jean – Loup and Brenda Kubler – Mabbott., The international Olympic Committee and the Olympic system: the governance of world sport. London, New York: Routledge, 2008.
- Preuss, Holger, The Economics of Staging the Olympics: A Comparison of the Games 1972-2008. Cheltenham 2006.
- Pierre de Coubertin, 1863-1937, *Olympism. Selected Writings*, ed. Norbert Mueller, International Olympic Committee, Lausanne 2000, chapters: *Athletic Geography* (pp. 589-590); *Tous les sports – All Sports* (pp. 706-709);
- FERRAND, A./CHAPPELET, J.L./SÉGUIN, B.: Olympic Marketing. Abingdon 2012.
- WASSONG, ST.: Pierre de Coubertin's Studies and Their Importance for the Analysis of his Early Educational Campaign. www.la84foundation.org/SportsLibrary/Books/Wassong.pdf English Translation of the German version: Wassong St.: Pierre de Coubertins US-amerikanische Studien und ihr Einfluss auf seine frühe Erziehungskampagne. Würzburg 2002.
- FREDERICKS, F.: *The Athletes*. Speech held at the 2009 Olympic Congress. 2009, 1 - 8.
http://www.olympic.org/Documents/Reference_documents_Factsheets/2009_Olympic_Congress/Speech_Frank_Fredericks.pdf

(OA078) Management of Volunteer Labor in Sporting Events

COURSE OUTLINE

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA078	SEMESTER	7 th
COURSE TITLE	Management of Volunteer Labor in Sporting Events		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		5
COURSE TYPE:	Specific Background (free-choice elective)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/ODE057/		

2. LEARNING OUTCOMES

<p>Through lecture, readings, student collaborative discussions, assignments and exams, students will be able to:</p> <ul style="list-style-type: none">• Understand how a volunteer differs from paid staff in terms of motivation and purpose• Gain an overview of ‘best practices’ related to effective volunteer management• Understand the importance of appropriate training, screening and placement of volunteers• Gain practical skills for retention and recognition strategies• Understand the role of volunteers in American society; historically and in the future.
General abilities
<ul style="list-style-type: none">• Retrieve, analyze and synthesize data and information with the use of the required technologies• Design and managing projects.• Respect to diversity and multiculturalism and sensitivity to gender issues• Respect for the natural environment• Adjustment to new situations• Demonstrate social, professional and ethical responsibility• Decision-making process• Autonomous work• Critical thinking• Teamwork• Promotion of free, creative and inductive thinking

- Work in an international environment

3. COURSE CONTENTS

MODULE 1: Introduction to Volunteering

An overview of volunteering

Reasons for volunteering

Understanding volunteers - incentives

New types of volunteers

Managing program volunteers

MODULE 2: Developing a volunteer program

Creating a volunteer task

Strategic participation of volunteers

Creating a vision for volunteering

MODULE 3: Organization of a volunteers' program

Determination of the rationale behind the volunteers' program

Policies and procedures

MODULE 4: Incentives

Designing volunteer tasks for optimal results

Job descriptions for volunteers

MODULE 5: Hiring the right volunteers

Meeting the needs of potential volunteers

Planning a recruitment campaign for volunteers

Volunteers' recruitment to advance diversity

The permanence of recruitment

MODULE 6: Reviewing volunteer applications and interviewing

MODULE 7: Orientation and Training

MODULE 8: Supervision for maximum performance

Creating an environment with incentives

Performance control

MODULE 9: Evaluation, positive corrective action, and termination

Evaluation and feedback

Common reasons for poor performance

Positive remedies

Dismissal of a volunteer from the organization

MODULE 10: Retention and Recognition

Applying retention strategies for volunteers

Volunteer recognition

Ideas for recognition

MODULE 11: Risk Management

Overview of risk management

MODULE 12: Measuring program effectiveness for volunteers

Measurement of customer service provided by the volunteer program

MODULE 13: Ethics - Concepts and Definitions**4. TEACHING AND LEARNING METHODS - ASSESSMENT****TEACHING METHODS**

In the classroom (face to face).

Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • All assignments are submitted electronically via e-class. In addition, the Multi-choice software is used to evaluate students. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Student Groups – Mandatory Workshops	13 hours
	Study and preparation of a group project (case study)	23 hours
	Development of volunteer management plan (group project)	23 hours
	Study for the final exam (non-directed study)	27 hours
	Total Course workload (25 hours per credit unit)	125 hours (5 ect)
STUDENT EVALUATION	<p>I. Final written exam - 60% Multiple choice questions</p> <p>II. Presentation - Stakeholder Analysis/ Case Study (group project) – 20%</p> <p>III. Presentation – Volunteer Management Plan (group project) - 20%</p>	

5. RECOMMENDED READING

Volunteer Management

<http://bookboon.com/en/management-and-strategy-ebooks>

8th SEMESTER

CUMPOLSORY

(OΔ079) SPORTS TOURISM MANAGEMENT

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔ079	SEMESTER	8 th
COURSE TITLE	SPORTS TOURISM MANAGEMENT		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	6
COURSE TYPE:		OBLIGATORY	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/OMA174/	

2. Learning Outcomes

Completing the course the students should be able to comprehend:

- The concept and practices of managing sport tourism related projects
- All parameters related to the tourism phenomenon
- The international theoretical tourism approaches
- The birth and development of sport tourism
- The practice of sport tourism specific policies and strategies in the tourism environment

General abilities

Search and analysis of international literature
Planning and structuring the coursework through team coordination
Promotion of critical thinking through case study analysis
Submitting based on guidelines and time limits
Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

The course aims to analyse the policy process that leads to sport tourism development through different approaches. Sport during holidays as well as observing sport events have become the two major pylons of research and study with evident impact. Energetic as well as passive sport tourism is analysed through a plethora of definitions, theories, models leading to the mapping of effective tourism policies.

Lectures include:

1. International theories and models
2. The role of sport in the making of sports tourism
3. Sport tourist: incentives, types, behaviour
4. Energetic and Passive Sport Tourism
5. Sport events as tourism initiators
6. The relations of sport and tourism
7. Policy development: Models, Practices and Effectiveness
8. The role of Sport Tourism in the mass tourism environment
9. Necessary infrastructure and preconditions
10. Economic and Social Impact.

Key Words: sport tourism, sports event tourism, activity holidays

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case studies Analysis	
Information technology and telecommunications equipment	Lecturing Support through eclass platform Presentation of best practices in the tourism industry	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39
	Case study Analysis	31
	Study literature	18
	Seminar	22
	Team Coursework	40
	Total contact hours and training	150 hours (6 ects)
STUDENTS EVALUATION	1. Final Written Exams = 60% 2. Team Course work = 40%	

5. RECOMMENDED READING

Vrondou, O. (2105) 'Managing Sports Tourism', Lectures' Notes, UoP, Sparta.
 International Case studies
 World Tourism Bodies Policy Documents
 Gibson, H. (2006), Sport Tourism, Concepts and Theories, Routledge, NY.
 Standeven, J. and De Knop, P. (1999), Sport tourism, Human Kinetics, U.S.
 Weed, M. and Bull, C. (2004), Sports Tourism, Elsevier, Oxford.

(OA080) STRATEGIC PLANNING FOR SPORT ORGANIZATIONS

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Organization & Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA080	SEMESTER	8 th
COURSE TITLE	STRATEGIC PLANNING FOR SPORT ORGANIZATIONS		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures	3		6
COURSE TYPE	ELECTIVE		
PREREQUISITES			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. LEARNING OUTCOMES

<p>Upon successful completion of this course, students will be able to:</p> <ul style="list-style-type: none">• Define the mission of a sports organization, its main objectives and strategy• Analyze the internal and external environments of sports organizations (opportunities, threats and strongpoints, weakness - SWOT analysis)• To choose the appropriate strategies at corporate, business and functional level of the organization• Integrate the knowledge gained in prior business courses• Analyze the environment and identify strategic issues and options• Integrate financial, managerial, accounting, marketing, and human resources decisions into a coherent business strategy• Explain how to implement strategic plans• Explain how to evaluate strategic plan outcomes and how to adjust strategies in response to environmental changes
Generalabilities

- Searching, gathering, analysis and synthesis of data and information, using contemporary technology tools
- Project Management
- Decision Making
- Individual Assignment
- Critical thinking and self-directed learning
- Group Assignment

Work effectively in an international environment

3. COURSE CONTENTS

This course is designed to give students the fundamentals of the basic concepts and tools of strategic management, in order to develop the required skills to explore the notion of strategy and how it relates to competitive advantage. More specifically, the course covers topics of strategy formulation (developing the mission statement, vision, values, long terms objectives), strategy implementation and strategy evaluation. Strategic techniques include Industry Analysis, Analysis of the Competitive Environment, Key Success Factors, Strategic Scenario Analysis and SWOT Analysis. Additional topics covered include strategic thinking, competitive advantage, vertical and horizontal integration etc. Furthermore, the course presents frameworks, methods and tools of the strategic analysis for a sport organization, the investigation of a large number of strategy related issues, the creation of alternative strategies and the implementation of strategy in today's business environment

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	Lectures
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INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS EQUIPMENT	<ul style="list-style-type: none"> • Lectures are taking place in classrooms equipped with computer and wireless projector, which can be linked to computers, tablets etc • All the educational material (notes, presentations, texts, pictures, etc) is provided through the eclass platform • Communicating with students is taking place via email and through the eclass platform, as well as via the use of eclass platform's forum which allows the interaction between students and professor • The use of BlueoceanStrategy virtual simulation software to teach students. • Use of educational Blueocean Strategy simulation software. BlueOceanStrategy is a simulation software which allows students to test new strategies and methods while respecting market realities. The simulation trains students in strategic thinking and team-building, while helping them to develop the skills they need to lead a BOSS initiative in their future workplace. The BOSS experience is an invaluable step for students on their way to becoming sport managers as it offers them the opportunity to effectively implement the taught material in a series of business decisions in order to prepare for the real world of business and organizations. 	
TEACHING STRUCTURE	Teaching Activities	Hours Workload
	Lectures	39 hours
	Individual/Group Assignment case study	30 hours
	Participation in the BlueOceanStrategy simulation	35 hours
	Autonomous study for final exams	46 hours
	Total Course workload (25 hours per credit unit)	150 hours (6 erts)

STUDENT EVALUATION	<ul style="list-style-type: none"> • Written exams (70% of grade) plus individual/group assignment (30%) • The evaluation of students is in Greek language, with multiple choice questions via the use of a specialized software (labpro-verificare), which creates the tests and corrects the answersheets. More specifically, the software has the ability to create unique combinations of question sets (based on a given question bank stemming from the teaching material and created by the professor) as well as multiple choice answers for each question. Then the answersheets of students are scanned and corrected electronically, with the final results to be exported directly to the department's secretary electronic database of department, ensuring objectivity and immediacy. • Students' evaluation is also based on their participation in the Blue Ocean strategy simulation software • For the final evaluation of students their individual/group assignment during the semester is also taken into consideration
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5 RECOMMENDED READING

-Suggested Reading:

1. Business Strategy,
Vol: A, 5th/2007
Writers: Papadakis V.
ISBN: 978-960-359-096-5
Type: Book
Publisher: MPENOU E.
2. Fundamental Principle of Business Strategy
Book Code in Eudoxos: 12508233
Vol: 1st /2011
Writers: Johnson Gerry, Scholes Kevan, Whittington Richard
ISBN: 978-960-218-749-4
Type: Book
Publisher: Kritiki Publications
3. Business Strategy, 3rd Edition
Book Code in Eudoxos: 33154735
Vol: 3rd /2014
Writers: Theriou N.
ISBN: 978-960-218-890-3
Type: Book

Publisher: Kritiki Publications

(MA043) FREE TIME - SPORTS RECREATION**COURSE OUTLINE****1. GENERAL**

SCHOOL	School of Human Movement and Quality of Life Sciences		
FACULTY	Faculty of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MA043	SEMESTER	8 th
COURSE TITLE	FREE TIME - SPORTS RECREATION		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	5
COURSE TYPE:		GENERAL BACKGROUND	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		NO	
URL:		https://eclass.uop.gr/courses/OMA304/	

2. Learning Outcomes

Understanding Organizational dimension of activities in society.
Search, analysis and synthesis of data and information from literature sources related to the applications of sport / culture / leisure.
Knowledge and understanding of the natural, artificial, cultural and sporting environment for implementing the activities.
Adapting to new social situations and needs of people related activities.
Understanding the culture and the demands of social groups in modern societies.
Experiential adjustments in natural and artificial environment of application specific sport activities / culture / recreation
decision-making and self-motivated organizational applications.
Understanding of collegiality for producing common experiential work in real time.
criticizing and self-criticism to self-improvement.
Promotion of free, creative and inductive thinking.
Design of new research ideas in the field of sport / culture / leisure

General abilities

Decision making process
Respect to diversity and multiculturalism and sensitivity towards gender issues
Teamwork
Critical thinking

3. COURSE CONTENTS

Social dimension of Sport / Cultural activities / Recreation, Sociological theories and interpretative approach of the activities. The recreational dimension of the activities. The social role of activities and their relation to different social groups.

Sports, Culture and Recreation, Relationship their social and geographical stratification. Social mobility (horizontal and vertical) and Sport / Culture Activities / Recreation. Greek society and enduring relationship with the activities.

Exercise and Sports, Culture and culture, Leisure and Entertainment, Their pedagogical role and their relationship with different social environment. Cultural dimension of business in society and social groups.

Society, Work and Sport / Culture Activities / Recreation, The role of activities in everyday life. The relationship of the activities with the origin, educational background and professional field of social groups. Work and leisure in the evolution of society.

Organisational principles of Sport / Cultural activities / Recreation, International reports, connection with social movements. Historical timelessness. Greek reality. The political dimension of the activities Sport / Culture Applications / Recreation, Public and Private entities, District and Local Government, Ocean, Mountains, Rivers, Lakes, Urban and Built environment and their relationships with the activities.

Social Groups and Sport / Culture Activities / Recreation, Children and Teens, Employees and Professional Women, Elderly, Special Social Groups

Disabled Therapeutic Communities Army Prisoners. Immigrants.

Planning, Organization and Implementation of programs, Where, How, When, What and Why, as contents Sports / Culture / Leisure activities. Contents Items per category Sport, Culture and Recreation. Promotion Advertising Sponsors ANS ANS support groups% 2C prevention and protection measures involved in the activities

Experiential visits to public and private activities arenas, sports facilities, amusement parks, cultural centers, archaeological sites, tourist accommodations, natural and artificial activities arenas.

Applications work programs by groups of students, organizational and methodological support groups.

Electronic and video recording of Sports / Culture / Leisure activities.

Presentations of group work, analysis, criticism, discussion and evaluation. Recording of problems, deficiencies and errors, reasoning and understanding.

Video projections of works on the premises of the school. Invitation for participation of the local community. knowledge diffusion.

Iterative approaches to the curriculum. Update Exam.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Face-to-face teaching		
Information technology and telecommunication equipment	Using ICT Teaching, Education and Communication with students. Using power point video.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures and video projections programs visits to facilities operators activities implemented	65 hours	

	Organization and coordination teams to developing experiential work	34 hours	
	Seminars for the construction of questionnaires, collection and processing of empirical data	26 hours	
	Total contact hours and training	125 hours (5 ECTS)	
STUDENTS EVALUATION	The language is Greek, and the evaluation is based on written exams in subjects that require critical analysis and exemplary references and development related mentioned literature sources.		

5. RECOMMENDED READING

1. P. Konstantinakou, Cultural Sociology of Sport Activities, Culture, Recreation, Papazisis, 2015
2. P. Konstantinakou, Activities Leisure: Social and Organizational Dimension Field, 2010
3. P. Lytras Society of Recreation, ed. Interbooks, Athens 1991
4. A. Koronaiou, Sociology of Leisure, ed. Odysseus, Athens 1995
5. G. Friedman, Who pulls human labor, ed. Kalvos Athens 1984
6. Ch. Kouthouris, Outdoor Activities Recreation, ed. Christodoulides, Thessaloniki 2009
7. P. Lytras Society of Recreation, ed. Interbooks, Athens 1991
8. N. Nikitas, Outdoor Life, ed. Telethrion, Athens 1994
9. C. Afthinos, Exercise, Sports, Motor Sports, Athens 1998
10. K. Cordes, H. Ibrahim, Applications in Recreation and Leisure
11. T. Miller, G. Lawrence, J. Mckay, D. Rowe, Globalization and Sport
12. G. Jarvie, J. Maguire, Sport and Leisure in Social Thought

(OA081) TOTAL QUALITY MANAGEMENT IN SERVICES

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization & Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OA081	SEMESTER	8 th
COURSE TITLE	Total Quality Management in Services		
TEACHING ACTIVITIES		HOURS PER WEE	ECTS
Lectures		3	5
COURSE TYPE	Compulsory		
PREREQUISITES			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS			
URL	https://eclass.uop.gr/courses/OMA149/		

2. LEARNING OUTCOMES

This course is designed to give students the fundamentals of Total Quality Management with emphasis on service sector, in order to increase their productivity, efficiency and competitiveness, as well as to enhance service quality. Students who complete this course will be able to fully understand the basic principles on which the quality management system stands, including Quality Management System-ISO 9001: 2008) and Total Quality Management System. Particular emphasis will be given to the presentation of European Management Excellence Model (European Business Excellence Model- EFQM Excellence Model), the American Model of Management Excellence (Baldrige Award), the Japan Quality Award, and the European Union's Common Assessment Framework (Common Assessment Framework) in public & non-profit sectors.

General abilities

- Searching, gathering, analysis and synthesis of data and information, using contemporary technology tools
- Project Management
- Decision Making
- Individual Assignment
- Critical thinking and self-directed learning
- Group Assignment
- Work effectively in an international environment

3. COURSE CONTENTS

- Concepts and Basic Principles of TQM
- Total Quality Management Contributions of Quality Gurus (Deming – Juran-Crosby)
- Internal and external customers
- Definition of customer value
- Leadership and Total Quality Management (TQM)
- Human Resource and Total Quality Management (TQM)
- Total Quality Management's (TQM) policies, standards, objectives, and important processes.
- Total Quality Management Implementation
- ISO 9001:2008 Quality Management System
- Total Quality Management self-assessment manual
- Quality Management process & tools: Quality Circles - Continuous Quality Improvement
- Quality awards and certifications
- Total Quality Management accreditation procedures and certification bodies
- Cost of Quality in Total Quality Management
- The European Foundation for Quality Management (EFQM) Excellence Model
- Malcolm Baldrige National Quality Award (MBNQA) Model in the USA,
- Deming Prize (DP Model) in Japan

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	Lectures	
INFORMATION TECHNOLOGY AND TELECOMMUNICATIONS EQUIPMENT	<ul style="list-style-type: none"> • Lectures are taking place in classrooms equipped with computer and wireless projector, which can be linked to computers, tablets etc • All the educational material (notes, presentations, texts, pictures, etc) is provided through the eclass platform • Communicating with students is taking place via email and through the eclass platform, as well as via the use of eclass platform's forum which allows the interaction between students and professor • Use of educational software MarketingPlanPro. The software provides everything students need to develop a professional marketing plan with the purpose of satisfying customers' needs and ensures the quality of products and services delivered to them. The use of the software contributes to a better assimilation and accommodation of knowledge by the students, offering them the opportunity to apply the theoretical frameworks in practice. 	
TEACHING STRUCTURE	Teaching Activities	Hours Workload

	Lectures	39 hours
	Group/Individual Assignment with the use of software Marketing PlanPro	36 hours
	Autonomus study for final exams	50 hours
	Total Course workload (25 hours per credit unit)	125 hours (5 ects)
STUDENT EVALUATION	<ul style="list-style-type: none"> • Written exams (70% of grade) plus individual/group assignment (30%) • The evaluation of students is in Greek language, with multiple choice questions via the use of a specialized software (labpro-verificare), which creates the tests and corrects the answersheets. More specifically, the software has the ability to create unique combinations of question sets (based on a given question bank stemming from the teaching material and created by the professor) as well as multiple choice answers for each question. Then the answersheets of students are scanned and corrected electronically, with the final results to be exported directly to the department's secretary electronic database of department, ensuring objectivity and immediacy. • For the final evaluation of students their individual/groupassignment during the semester is also taken into consideration 	

5. RECOMMENDED READING

-Suggested Reading:

1. Total Quality Management

Vol: 2nd/2005

Writers: Dervitsiotis K.

ISBN: 978-960-272-311-1

Type: Book

Publisher: NomikiBibliothiki.

2. Management Principles and Practices for Public sector and non-profit organizations

Book Code in Eudoxos: 10468

Vol: 1st/2009

Writers: KriemadisAth., Xristakis M.

ISBN: 978-960-272-660-0

Type: Book

Publisher: NomikiBibliothiki

Books 1 + 2 are complementary

3. Total Quality Management – New edition

Book Code in Eudoxos: 22706150

Vol: 2nd /2014

Writers: Kefis V.

ISBN: 978-960-218-777-7

Type: Book

Publisher: Kritiki Publications

ELECTIVE COURSES

(OAE040) Sport Management Seminar

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE040	SEMESTER	ELECTIVE
COURSE TITLE	Sport Management Seminar		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures, Tutorial Exercises, Case Studies	3		4
COURSE TYPE:	Elective		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. Learning Outcomes

After successful completion of the program, students will be able to:

- Define the term sport management and discuss the nature and the extent of opportunities in the sports industry
- Understand the importance of professional development
- Demonstrate critical business skills and behaviors
- Critically evaluate the major challenges the various industry segments currently face
- Explain the importance of ethical, legal and sociological concepts in sport management
- Demonstrate understanding of theories of management, leadership and organizational behavior, and how those theories apply to sports businesses
- Identify research questions in sport management and demonstrate the ability to analyze and interpret published research

General abilities
<ul style="list-style-type: none"> • Retrieve, analyze and synthesize data and information with the use of the required technologies • Design and managing projects. • Respect to diversity and multiculturalism and sensitivity to gender issues • Demonstrate social, professional and ethical responsibility • Decision-making process • Autonomous work • Critical thinking • Teamwork • Promotion of free, creative and inductive thinking • Work in an international environment

3. COURSE CONTENTS

<p>A. Introduction to the Administration of Sport</p> <p>1. Sport Management: An Overview</p> <p>B. Principles of Sport Management and Administration</p> <p>1. Legal and ethical issues in sport management</p> <p>2. Sociological aspects of sport and exercise</p> <p>3. Management and leadership in sports organizations</p> <p>C. Selected function fields of organization and management of sport</p> <p>1. Sport marketing</p> <p>2. Public relations in the sporting industry</p> <p>3. Economics, financing and budging in the sporting industry</p> <p>4. Sport facilities management and sport competitions</p> <p>5. College athletics</p> <p>6. Professional sport</p> <p>7. Sport management and marketing agencies</p> <p>8. Sport tourism</p> <p>9. International sport</p> <p>D. The future of the Sport Management discipline</p> <p>1. Questions, answers, and research in the organization and management of sport</p> <p>2. Understand research in sport management</p>

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lectures - face to face		
Information technology and telecommunications equipment	Course support by the e-class electronic platform.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures, interactive teaching	39 hours	
	Course Labs	13 hours	

	Group project	13 hours	
	Case Study	13 hours	
	Individual study	22 hours	
	Total contact hours and training	100 hours (4 ects)	
STUDENTS EVALUATION	1. Final exam (60% of grade) with multiple-choice questions and short essay questions.		
	2. Group project (Written document and presentation) - 40% of grade		
RECOMMENDED READING			
Masteralexis, Lisa P., Barr, Carol A. Hums, Mary A., Principles and Practice of Sport Management, 3rd ed. Sudbury, Massachusetts: Jones and Bartlett Publishers.			
Street & Smith’s Sports Business Journal			

(OAE041) International Organizations and other forms of cooperation in sport

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔE041	SEMESTER	ELECTIVE
COURSE TITLE	International Organizations and other forms of cooperation in sport		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises Class project		3	3 1
COURSE TYPE:		General Knowledge, Elective	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes (project consultation in English)	
URL:		https://eclass.uop.gr/courses/OMA321/index.php	

2. Learning Outcomes

The course aims to get the students acquainted with sport organization at global level with emphasis given to the development of international organizations and other forms of cooperation. It introduces the students to the basic concepts of international organization in the framework of globalization. As a result, students possess basic knowledge to comprehend the dynamic development of international sport society. Upon successful completion of the course, the student will be able to:

- Understand the development of international society in the field of sport
- Get acquainted with the characteristics of international organizations and institutions in the field of sport
- Understand the international aspects of sport and related contemporary issues
- Understand the significance of sport representation in the framework of international organizations
- Develop critical thinking in research in relation to international sport organization.

General abilities

- Research, analysis and synthesis of data and information through the use of bibliography and necessary technology
- Respect to differentiation and interculturalism and show sensitivity on sex issues
- Adaptability to new situations
- Encouragement of free productive and inductive thinking
- Decision making processes
- Development of critical thinking
- Group work
- Team Work in relation to an international environment
- Class team project

3. COURSE CONTENTS

- International society and Globalization. The way of international society to international organization.
- International Organizations. Introduction to the basic concepts of international organization. Governmental and Non-Governmental International Organizations. Forms of cooperation.
- Networks. Representation. Pressure Groups. Scientific Committees.
- Decision making and implementation processes in the field of sport.
- Universal and Regional Sport organizations
- The Olympic Movement.
- Sport Regulatory Institutions.
- The United Nations in the field of Sport
- European union and Sport.
- Sponsors, Multinationals and Sport.
- Other international sport organizations.
- Initiatives in the field of sport: Sport for Development and Peace.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Power Point Eclass	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Case study	36 hours
	Team project and class presentation	25 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	<ul style="list-style-type: none"> • Written exam (80%) • Team project and class presentation (20%) 	

5. RECOMMENDED READING

- Kentrotis, K. & Katsios, D. (2002). International Organizations. Athens: Papazissis (In greek).
- Chatzigianni, E. (2007). Pressurizing for a Decision. Athens: Papazissis (In greek)..
- LeRoy Bennett, A. & Oliver, J. (2006). International Organizations. Athens: Gutenberg (In greek).
- Baylis, J. & Smith, S. (2005). The Globalization of World Politics. Oxford: Oxford University Press (in English).
 - Chatzigianni, E. (2006). The International Olympic Committee (IOC) as an International Organization. *Sport Management International Journal Choregia*, 2, 75-84 (in English)
 - Chatzigianni, E. (2010). Sport Lobbying in the European Union: An Empirical Analysis, *Sport and EU Review*, 2, 4-24 (in English)

(OAE042) Organizational Behavior (OB)**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OAE042	SEMESTER	ELECTIVE
COURSE TITLE	Organizational Behavior (OB)		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		4
COURSE TYPE:	Specific Background (free-choice elective)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA257/		

2. LEARNING OUTCOMES

This course is designed to expose students to important theories and conceptual models of organizational behavior. Students will acquire knowledge for analyzing, understanding, and managing human behavior within organizations. They will study a wide range of organizational situations and the interactions of the three determinants of organizational behavior: individuals, groups, and structures.

Students will be able to:

1. To define the concepts of organization and organizational behavior.
2. To describe how the area of OB is formed today by the global economy, increasing racial and ethnic diversity in the workplace and advancements in technology.
3. To identify the different forms of organizational justice, and the strategies that can be used for encouraging it.
4. To distinguish and understand the concepts of social perception and social identity in relation to the efficiency of the organization.
5. To comprehend and describe how the principles of learning are involved in the education of employees and modern reward systems.
6. To describe the key elements of motivation and apply the predictions of motivation theories to organizational environment
7. To compare and contrast goal-setting theory and management of objectives.
8. To explain how the emotions and mood influence behavior in organizations.
9. To describe and understand the meaning of job satisfaction and dissatisfaction.
10. To describe and compare the effects of organizational culture (functional and dysfunctional) on people and the organization.
11. To identify and compare (a) the main approaches to managing organizational change, and (b) the consequences of stress. Contrast the individual and organizational approaches to managing stress.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

1. Introduction to Organizational Behavior
2. Diversity in Organizations and Organizational Justice
3. Attitudes and Job Satisfaction
4. Emotions and Moods
5. Personality and Values
6. Perception and Individual Decision Making
7. Motivation Concepts
8. Motivation – From Concepts to Practice
9. Foundations of Group Behavior
10. Understanding Work Teams
11. Conflict and negotiation
12. Organizational Culture
13. Organizational Change and Stress Management

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).
Information technology and telecommunications equipment	<ul style="list-style-type: none">• Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge.• Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures.• All assignments are submitted electronically via e-class. In addition, the Multi-choice software is used to evaluate students.• With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course.

Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (2 hours per week)	26 hours
	Study and preparation of written assignments	17 hours
	Study for the final exams (non-directed study)	18 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ects)
STUDENT EVALUATION	<p>I. Written exam (80%): - Multiple choice Students are informed about their grades through classweb system.</p> <p>II. Assignments (20%) Assignments are submitted via e-class, and students have access to correct and grades of the assignment 3. Assignment 1. 20%</p>	

5 RECOMMENDED READING

- *Suggested Reading:*

- *Selected scientific articles:*

1. Robbins, S. P. & Judge, T. A. (2011). Οργανωσιακή Συμπεριφορά. Αθήνα: Εκδόσεις Κριτική.

[Κωδικός Βιβλίου στον Εύδοξο: 12508382. ISBN: 978-960-218-751-7].

2.Greenberg, J., & Baron, R. A. (2013). Οργανωσιακή Ψυχολογία και Συμπεριφορά. **Αθήνα: Εκδόσεις Γ. ΔΑΡΔΑΝΟΣ - Κ. ΔΑΡΔΑΝΟΣ** [Κωδικός Βιβλίου στον Εύδοξο: 32261. ISBN: 978-960-01-1382-2]

3.Σημειώσεις που παρέχονται στους φοιτητές μέσω e-class. Ωστόσο, οι φοιτητές μπορούν να ανατρέχουν και σε άλλα συγγράμματα Οργανωτικής (Οργανωσιακής) Συμπεριφοράς που βρίσκονται στη βιβλιοθήκη του τμήματος

(OAE043) Advanced Statistics for Social Sciences**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OAE043	SEMESTER	ELECTIVE
COURSE TITLE	Advanced Statistics for Social Sciences		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures, Laboratories & Assignments	3		4
COURSE TYPE:	Specific Background (free-choice elective)		
PREREQUISITES:	(OD055) Statistics for Social Sciences		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/OMA239/		

2. LEARNING OUTCOMES

It is an advanced course on the concepts and techniques of Statistics applied to Social Sciences with an emphasis in science and sports management.

Students will be able to:

1. understand the basic principles of inferential statistics,
2. create and test “more” statistical hypotheses,
3. recognize when it is appropriate to use simple and multiple linear regression, analyze the prediction error(s) and partition the total dispersion of regression analysis,
4. understand the principles, theory, rationale, assumptions and restrictions associated with independent and Repeated measures One-Way Analysis of Variance (ANOVA),
5. calculate outcomes (ANOVAs and *post hoc*) manually and with SPSS, present the data, and report the findings,
6. create experimental designs for independent, repeated and mixed multi-factorial ANOVAs, use and calculate the appropriate ANOVAs, post hoc comparisons and explain results based on research hypotheses,
7. perform analysis of covariance (ANCOVA) and evaluate their findings,
8. understand the basic principles underlying Factor Analysis and explain the findings of the analysis.

All the above are organized in such a way that sport managers will be able to process, present and analyze data (at the level of the covered material) with SPSS.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Adjustment to new situations
- Design and managing projects

- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Production of new research ideas

3. COURSE CONTENTS

1. Introduction to inferential statistics. Import data into software programs for further data analysis.
2. The *F Ratio*, effect strength and ANOVA assumptions.
3. Hypothesis Testing and statistical significance.
4. Simple linear regression
5. Multiple regression analysis
6. One way analysis of variance for independent samples (ANOVA).
7. One way analysis of variance for dependent samples (ANOVA).
8. Multiple comparison procedures for Simple and Multi-factorial ANOVAs
9. Independent Multi-factorial ANOVA
10. Dependent Multi-factorial ANOVA
11. Mixed Multi-factorial ANOVA
12. Analysis of covariance (ANCOVA)
13. Introduction to factor analysis

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face) and in the laboratory (lectures, and laboratory exercises).	
Information technology and telecommunications equipment	<p>Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge.</p> <ul style="list-style-type: none"> • Using e-class and selected Greek and international databases. Also, as learning aids we used SPSS and Microsoft Excel. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures and the laboratories. • The provided material for using SPSS and Microsoft Excel is in a digitized form. It is identified after web-searching and using compatible software we create and store the necessary educational material. • All assignments are submitted via e-class. In addition, the Multi-choice software is used to evaluate students. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload

	Lectures and labs (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (2 hours per week)	26 hours
	Study and preparation of written assignments	20 hours
	Study for the final exams (non-directed study)	15 hours
	<i>Total Course workload (25 hours per credit unit)</i>	100 hours (4 ect)
STUDENT EVALUATION	<p>I. Written exam (80%):</p> <ul style="list-style-type: none"> - Multiple choice - Short answer questions - Solve selected statistical exercises <p>Students are informed about their grades through classweb system.</p> <p>II. Assignments (20%)</p> <p>Assignments for selected thematic sections. All assignments are submitted via e-class, and students have access to corrections and grades of the each assignment.</p>	

5 RECOMMENDED READING

- *Suggested Reading:*

- *Selected scientific articles:*

1. Βαγενάς Γεώργιος (2014). Στατιστικές εφαρμογές στην Αθλητική Επιστήμη: με παραδείγματα στο SPSS (5^η έκδοση). Αυτοέκδοση. ISBN: 960-90200-2-X.
2. Κατσή, Α., Σιδερίδης, Γ., & Εμβαλωτής, Α. (2010). Στατιστικές μέθοδοι στις κοινωνικές επιστήμες. Αθήνα, Αττικής: MOTIBO Εκδοτική, Α.Ε. ISBN: 978-960-6863-80-6
3. Παπαϊωάννου, Α., & Ζουρμπάνος, Ν. (2014). *Εφαρμογές της Στατιστικής στις Επιστήμες του Αθλητισμού και της Φυσικής Αγωγής με τη Χρήση του SPSS 18*. Δίσκιμα (ISBN: 978-960-9495-55-4 και κωδικό στον Εύδοξο: 41963331)
4. Τσαγρή, Μ. (2014). *Στατιστική με τη χρήση του πακέτου IBM SPSS 22*. Αθήνα: Τσαγρή.
5. Σημειώσεις που παρέχονται στους φοιτητές μέσω e-class. Ωστόσο, οι φοιτητές μπορούν να ανατρέχουν και σε άλλα συγγράμματα Στατιστικής που βρίσκονται στη βιβλιοθήκη του τμήματος.

(OAE044) TOURISM POLICY AND STRATEGY**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OAE044	SEMESTER	ELECTIVE
COURSE TITLE	Tourism Policy and Strategy		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		4
COURSE TYPE:	Elective Course		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. LEARNING OUTCOMES

The course aims to be an initial study on theoretical and practical issues relates to place marketing and branding, tourism and cultural development.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects
- Demonstrate social, professional and ethical responsibility
- Adjustment to new situations
- Autonomous work
- Teamwork
- Decision-making process
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- Place Marketing and Branding in Greece .
- Sport Tourism and Place Marketing
- Tourism and Financial/ Cultural Development
- National Branding

-	Greek Tourism Organization (EOT) and the promotion of Brand ‘GREECE’ abroad
-	The role of private initiative in the promotion of Brand “GREECE”
-	Adaptation and Standardization Strategies for the Place Marketing and Branding
-	EOT: Inquiry analysis on the advertising posters
-	Spatial Planning and Development
-	Case Studies on Brand “GREECE”

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. <ul style="list-style-type: none"> • Using e-class and selected Greek and international databases. • All assignments are submitted electronically via e-class. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (3 hours per week)	20 hours
	Study and preparation of written assignments	21 hours
	Study for the final exams (non-directed study)	20 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ects)
STUDENT EVALUATION	I. Written exam (50%): II. Assignments (30%) III. Case Studies in class (20%)	

5 RECOMMENDED READING

- ***Suggested Reading:***

- ***Selected scientific articles:***

1. Place Marketing and Branding , International experience and Greek reality ”, April 2013, University of Thessalia
2. Antonopoulou P. «The Greek Tourism Organization (EOT) and the promotion of brand ‘ GREECE’ abroad : Inquiry analysis on advertising posters », from “ Place Marketing and Branding , International experience and Greek reality ”, April 2013, University of Thessalia
3. Antonopoulou P., Drakopoulou Chr. “Adaptation and Standardization Strategies for the promotion of Sport Tourism in Greece”
www.visitgreece.gr

(OAE045) Communication and Writing Skills**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OΔE045	SEMESTER	ELECTIVE
COURSE TITLE	Communication and Writing Skills		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		4
COURSE TYPE:	Elective Course		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. LEARNING OUTCOMES

The main questions that are investigated in this frame of course are the following:

- In what degree and through which processes do the media lead to the projection and the alteration of the content of sports?
- What type of functions and tools do we use for an Integrated Media Communication in Sport;

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects
- Demonstrate social, professional and ethical responsibility
- Adjustment to new situations
- Autonomous work
- Teamwork
- Decision-making process
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

-Functions and tools for an Integrated Marketing Communication in Sport : denotation- connotation-visual thinking- false experience.
 -Sport Journalism : report, text composition, writing, type setting , TV news, TV «ON», Radio News, mondaz.
 -Advertisement : Brief, Creative Concept, Hard Shell Message, Soft Shell Message, One Sided Message, Two Sided Message, Cognitive Consistency
 -Sponsoring : Through the present course, the meaning of advertising is fully distinguished of that of sponsoring of Sports and the financial, social and culture characteristics of both meanings are described as well.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. <ul style="list-style-type: none"> • Using e-class and selected Greek and international databases. • All assignments are submitted electronically via e-class. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study and preparation of written assignments	31 hours
	Study for the final exams (non-directed study)	30 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ects)
STUDENT EVALUATION	I. Written exam (50%): II. Assignments (50%)	

5 RECOMMENDED READING

- *Suggested Reading:*

- *Selected scientific articles:*

1. Antonopoulou P., Sport, Policy and Media , 2008, Athens, Drakopoulou Publishes
2. Zotos G., Advertisement , 2008, Thessaloniki , University Studio Press
3. Koutoupis Th., A Sponsorship Handbook, 2002, Athens, SAKKOULAS

Using e-class and e-mails we sent to students' specific educational material .

(OAE046) Public Relations in Sports

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	OAE046	SEMESTER	ELECTIVE
COURSE TITLE	Public Relations in Sports		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		4
COURSE TYPE:	Specific Background (Basic)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. LEARNING OUTCOMES

The course focuses on the analysis of activities of Public Relations in Sports. Through the present course, the meaning of Public Relations is fully distinguished of that of personal relations, publicity, advertisement and personal behaviours. The role of Public Relations in Management is also studied. Finally, the structure, organisation and the mode of operation of PR companies is also attempted.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects
- Demonstrate social, professional and ethical responsibility
- Adjustment to new situations
- Autonomous work
- Teamwork
- Decision-making process
- Critical thinking
- Promotion of free, creative and inductive thinking
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- Introduction in Public Relations
- Public Relations Theory
- Practical Public Relations
- The role of Public Relations in Management
- Public Relations and Sponsorship
- Public Relation VS Publicity
- Public Relations VS Advertisement
- Greek Public Relations companies
- Public Relations Law

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. <ul style="list-style-type: none"> • Using e-class and selected Greek and international databases. • All assignments are submitted electronically via e-class. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study of the suggested reading (3 hours per week)	20 hours
	Study and preparation of written assignments	21 hours
	Study for the final exams (non-directed study)	20 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ects)
STUDENT EVALUATION	I. Written exam (70%): II. Assignments (30%)	

5 RECOMMENDED READING

- *Suggested Reading:*

- *Selected scientific articles:*

1.Koutoupis Th. , Public Relations Handbook , (2004), Athens , SAKKOULAS

2.Kendall R., Public Relations Campaign Strategies : Planning for Implementation, New York, Harper Collins,
 With e-class and e-mails we sent to students' specific educational material .

www.edee.gr

www.focusbari.gr

(OAE047) CONSUMER BEHAVIOR**COURSE OUTLINE****1. GENERAL**

FACULTY	faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE047	SEMESTER	ELECTIVE
COURSE TITLE	CONSUMER BEHAVIOR		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures , Tutorial exercises, Case Studies		3	4
COURSE TYPE:		Elective	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=41	

2. Learning Outcomes

The purpose of this course is to enrich marketing knowledge by understanding how consumers behave. Specifically, the aim is to understand how consumers select, purchase, and use products and services, which factors influence their behaviour and how. Also, it is important to learn how companies gather information about their customers and use it to develop appropriate marketing strategies. Furthermore, a major goal of this course is to analyse the consumer purchasing process and understand how different factors affect this process in each stage (e.g. motives, attitudes, learning etc.). Finally, this course will show how consumer behaviour is linked to other social sciences such as sociology or psychology.

As a result of taking this course, the student should be able to:

1. Describe, analyze and evaluate the relationship between marketing and the behavioral sciences, thus locating the field of consumer behavior.
2. Understand the consumer buying decision process and the way different factors affect this process at each stage. Such factors include culture and sub-culture ; social stratification; psychographics ; reference groups; perception processes; learning and memory; motivation; personality; emotions etc.
3. Select and use specific consumer behavior concepts/theories to solve strategic and communications issues in marketing

General abilities

- Decision making.
- Autonomous work.
- Group work.
- Generation of free and creative thinking.
- Exercising criticism and self-criticism

3. COURSE CONTENTS

1. What is consumer behavior and why it is important.
2. The relationship of consumer behavior with other social sciences.
3. The relationship of consumer behavior and marketing strategy
4. Consumer behavior models.
5. Consumer behavior and marketing research.
6. Consumer decision buying process.
7. External and internal factors that affect the consumer decision buying process.
8. Self-concept and lifestyle.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Course support by the e-class electronic platform.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Individual project	31 hours
	Individual study	30 hours
	Total contact hours and training	100 hours (4 ECTS)
STUDENTS EVALUATION	Final exam (50% of grade) with multiple choice questions. Individual project - 50% of grade	

4. RECOMMENDED READING

«Συμπεριφορά Καταναλωτή και Στρατηγική Μάρκετινγκ» Γ.Σιώμοκος, Εκδόσεις Σταμούλη, 2002.

Συμπεριφορά καταναλωτή. Γ.Μπάλας και Π.Παπασταθοπούλου, Εκδόσεις Rosili, 2013.

Ιστοσελίδες - Περιοδικά:

www.ddbn.com (Needham ad agency)
www.bbb.org (Better Business Bureau)
www.bbbonline.org “
www.asiresearch.com (Consumer research)
future.sri.com/vals/survey (VALS 2)
www.claritas.com (Psychographics)
www.buzzmag.com (Trend magazine)
www.consumer-trends-online.com
www.nielsenmedia.com (Media research)

www.simrb.com	(Consumer data)
www.sriresearch.com	
www.worldopinion.com	(Attitude surveys)
www.census.gov	(Demographics)
www.easidemographics.com	
www.marketingpower.com	
www.vibe.com	(Generation X trends)
www.worldbank.org	(Market data)
www.cia.gov	(World Fact book)
dailynews.yahoo.com	(Consumer trend tracking)
www.greenmarket-place.com	(Green marketing)
www.benjerry.com	(Cause marketing)
www.fortunebrands.com	(Brand Management)
www.cnn.com	(News, general info)
www.cntestguide.com	(Sales promotions)
www.qpons.com	
www.wal-mart.com	(Retailing)
www.ragu.com	(Consumer product)
www.actmedia.com	(In-store media)

Journal of Consumer Behavior
Journal of Consumer Research
Journal of Consumer Marketing
Psychology & Marketing

(OAE048) STRATEGIC MARKETING**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔE048	SEMESTER	ELECTIVE
COURSE TITLE	STRATEGIC MARKETING		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures , Tutorial exercises, Case Studies		3	4
COURSE TYPE:		Elective	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=41	

2. Learning Outcomes

The purpose of this course is to understand how firms develop and apply strategic marketing strategies. Marketing is seen from a strategic point of view and we analyse the way firms collect information about the market, their customers and competition and combine this info with their competitive advantages in order to exploit opportunities in the market. The ultimate goal of this course is to understand how to develop a full, operational and effective marketing plan.

As a result of taking this course, the student should know:

1. What is marketing strategy and why it is important.
2. What types of information firms need to develop marketing strategy and where they find this information.
3. How to analyse the environment, customers, the industry, competition and the firm.
4. How we assess our present strategy and develop a new one (segmentation, targeting, positioning).
5. How we apply the marketing strategy through the marketing mix.
6. How we evaluate the success or failure of marketing strategy.
7. How to develop a full marketing plan.

General abilities

- Decision making.
- Autonomous work.
- Group work.
- Generation of free and creative thinking.
- Exercising criticism and self-criticism
- Working in an international environment.
- Searching for, analysing and synthesizing data and information

3. COURSE CONTENTS

1. What is marketing strategy and why it is important.
2. Which are the parts of an effective strategic marketing plan.
3. Environment analysis.
4. Customer analysis.
5. Competition and industry analyses.
6. Company analysis.
7. Strategic competitive advantages.
8. Types of marketing strategies.
9. The application of marketing strategy.
10. Strategies for declining and hostile markets.
11. International marketing strategies.
12. Marketing strategy and new technology.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Course support by the e-class electronic platform.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures, interactive teaching	39 hours
	Group project	31 hours
	Individual study	30 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	Final exam (50% of grade) with multiple choice questions and short essay questions. Group project (Written document and presentation) - 50% of grade	

5. RECOMMENDED READING

Στρατηγικό Μάρκετινγκ. Γ.Σιώμοκος , Εκδόσεις Σταμούλη, 2013, γ' έκδοση.
Εισαγωγή στο Στρατηγικό Μάρκετινγκ, Εκδόσεις Σταμούλη, 2003, β' έκδοση.
Στρατηγικός Σχεδιασμός Μάρκετινγκ, Γ.ΠΑΡΙΚΟΣ & ΣΙΑ ΕΕ, 2003.
Strategic Market Management. David Aaker, 2001, Wiley, 6th edition.

Journal of Marketing Management

Management Decision

Journal of Strategic Marketing

Journal of Marketing

European Journal of Marketing

www.worldbank.org	(Market data)
www.cia.gov	(World Fact book)
dailynews.yahoo.com	(Consumer trend tracking)
www.businessweek.com	
www.eiu.com	
www.cia.gov	
www.umdced.com	
www.sba.gov	

(OAE049) NEW PRODUCT & SERVICE DEVELOPMENT - INNOVATION

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE049	SEMESTER	ELECTIVE
COURSE TITLE	NEW PRODUCT & SERVICE DEVELOPMENT - INNOVATION		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures , Tutorial exercises, Case Studies		3	4
COURSE TYPE:		Elective	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMU		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=41	

2. Learning Outcomes

The aim of this course is to introduce the student to the importance of New Product Development (NPD) and New Service Development (NSD) for businesses, the types of new products available, the NPD-NSD strategies firms follow, the NPD-NSD models they use, as well as to the challenges of managing the NPD-NSD process and the reasons for success and failure of new products/services. This course covers both theoretical and practical aspects of new products and services management including how to develop new products/services, how to manage international new product/services development and how to measure new product/service development success.

As a result of taking this course, the student should be able to:

- 11) Differentiate between various types of new products as well as between new products and services.
- 12) Demonstrate an understanding of the management of new product portfolios.
- 13) Explain the role and importance of NPD in manufacturing and service companies.
- 14) Evaluate the different NPD strategies followed by companies.
- 15) Identify the dimensions and factors underlying success and failure of new products/services.
- 16) Recognize and understand the challenges of managing NPD-NSD.
- 17) Describe and analyze the stages of the NPD/NSD process.

General abilities

- Decision making.
- Autonomous work.
- Group work.
- Generation of free and creative thinking.

3. COURSE CONTENTS

1. Competing through innovation. Types of innovation.
2. Past and future innovations.
3. Categories of new products and services.
4. Decisions for new products and services – Product strategies.
5. Product life cycle and product strategy.
6. Managing product portfolios.
7. The NPD-NSD process.
8. Success and failure of new products and services.
9. Adoption and diffusion of new products and services.
10. Elimination of products and services.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	Course support by the e-class electronic platform.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures, interactive teaching	39 hours	
	Group project	30 hours	
	Individual study	31 hours	
	Total contact hours and training	100 hours (4 ects)	
STUDENTS EVALUATION	Final exam (60% of grade) with multiple choice questions. Group project (Written document and presentation) - 40% of grade		

5. RECOMMENDED READING

«Αποτελεσματική Διοίκηση Χαρτοφυλακίου Προϊόντων και Υπηρεσιών». Γ.Αυλωνίτης & Π.Παπασταθοπούλου, Εκδόσεις Σταμούλη, 2004.

New Products Management by Merle Crawford & Anthony di Benedetto (2002), McGraw Hill, 7th ed.

Portfolio Management for New Products by Scott Edgett, Elko Kleinschmidt & R.G. Cooper (2001), Perseus Publishing, 2nd ed.

The PDMA Handbook for New Product Development by Paul Belliveau & Abbie Griffin (2002), John Wiley & Sons.

The PDMA Toolbook for New Product Development by Paul Belliveau, Abbie Griffin & Stephen M.Somermeier (2002), John Wiley & Sons.

Innovation in Marketing by Peter Doyle & Susan Bridgewater (1998), The Chartered Institute of Marketing, Butterworth-Heinemann.

Rolling out new products across international markets by George Chryssochoidis (2003), Pelgrave Macmillan.

Ιστοσελίδες - Περιοδικά:

European Journal of Innovation Management

Journal of Product and Brand Management

Industrial Marketing Management

www.pdma.org (**Product Development Management Association**)

www.jpim-online.com (Journal of Product Innovation Management)

www.newproductdynamics.com

www.uspto.gov

www.ideo.com

www.inventing.com

www.invent.org

(OAE050) PROFESSIONAL LIABILITY

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	ODE050	SEMESTER	ΕΠΙΛΟΓΗΣ
COURSE TITLE	Professional Liability		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3 hours	4
COURSE TYPE:		General	
PREREQUISITES:		Introduction to Law	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

This course is the basic introductory course in scientific field of study of the responsibility of each professional and especially a professional in sports, as shaped by the applicable rules of law. This course aims to introduce students to the basic concepts of civil, criminal and disciplinary liability. In particular this course analyzes the concept of liability resulting from contract and liability from tort, criminal liability and disciplinary liability. Also the concept of material and moral damage and the definition of fault. Finally it analyzes aspects of civil, criminal and disciplinary conviction.

General abilities

- Independent Work
- Teamwork
- Knowledge of relevant issues of Law
- Knowledge in matters concerning the jurisprudence and judicial practice
- Respect for diversity and multiculturalism
- Critical thinking
- Promotion of free, creative and inductive thinking.

3. COURSE CONTENTS

- I. Basic principles of contract law in the Civil Law.
- II. Basic concepts criminal liability in criminal law and the Constitution.
- III. Basic concepts disciplinary law.
- IV. Liability from contract.
- V. Liability without the existence of a contractual relationship.
- V. Justice in the area of professional liability.
- VI. Particular responsibility concerning managers, coaches, doctors, athletes and other agents for acts or omissions.
- VII. Liability limitation agreements.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	the e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Exercises	10 hours	
	Educational visit	8 hours	
	Study	43 hours	
	Total contact hours and training	100 hours (4 ects)	
STUDENTS EVALUATION	The assessment takes into account the final grade in the oral or written exam and the grade of any written work-essay.		

5. RECOMMENDED READING

Papaloukas, M., «Principles of Law», Editions Sakkoulas, 2006
 Stathopoulos, M., «General Contract Law» Sakkoulas Editions, 2004
 Georgiades, A., «Contract Law» Dikaio & Economia - Sakkoulas, 2007
 Androulakis, N., «Penal law. General Part», Dikaio & Economia - Sakkoulas, 2006

(OAE051) SPORT MARKET AND COMPETITION LAW**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE051	SEMESTER	ELECTIVE
COURSE TITLE	Sport Market and Competition Law		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Optional	
PREREQUISITES:			
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:			
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=41	

2. Learning Outcomes

This course is the basic introductory course in the scientific field of competition law concerning the sports market.

This course aims to introduce students to the basic concepts of the Law of Competition.

Also describes the specifics of the Sports Market.

The ultimate aim of the course is to understand the specificity of the sports market and related difficulties to regulate it.

Upon successful completion of the course students will be able to:

- Understand the basic features of a market.
- Understand the basic concepts of the market, the sports market and free competition
- Identify the specifics of the sports market.
- Understand the basic principles and rules of competition law.
- Distinguish the main problem areas of competition law, as applied in the sports market and formulate proposals to solve the problems presented.
- Understand the relevant legal rules and be able to get informed on the relevant developments.

General abilities

- Independent Work
- Teamwork
- Knowledge of relevant issues of Law
- Knowledge in matters concerning the jurisprudence and judicial practice
- Respect for diversity and multiculturalism
- Critical thinking

Promotion of free, creative and inductive thinking.

3. COURSE CONTENTS

- I. Introduction to Greek and European law.
- II. The concept of the market (the legal perspective).
- III. The concept of the internal market in Europe.
- IV. The internal market rules.
- V. The Instruments for regulation of the European and Greek market.
- V. The rules of competition law.
- VI. The sports internal market in Europe and its specificities.
- VII. The difficulties of the application of competition rules in sport.
- VIII. Sports Bodies imposing sanctions and the role of politics.
- IX. Case law on fair competition in the sports market.
- X. The federations and clubs as businesses.
- XI. The meaning and significance of the exemption of sport from competition law.
- XII. Sports betting.
- XIII. Broadcasting rights.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Exercises	10 hours
	Educational visit	8 hours

	Study	43 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	The assessment takes into account the final grade in the oral or written exam and the grade of any written work-essay.	

5. RECOMMENDED READING

Papaloukas, M., «European Sports Market», Papaloukas Edition, 2012
Papaloukas, M., «Principles of Law», Editions Sakkoulas, 2006
Papaloukas, M., «CAS: The Court of Arbitration for Sport», Papaloukas Edition, 2013.
Panagiotopoulos, D., «Sports Law I & II», Nomiki Vivliothiki, 2005
Whish, Richard. «Competition Law». 4th Edition. Butterworths 2001
Papaloukas, M., “Sports Betting and European Law”, Chapter from Book: Sports Betting: Law and Policy, Springer Editions, 2011, p. 98-106.
Papaloukas, M., “Sports Betting in Greece”, Chapter from Book: Sports Betting: Law and Policy, Springer Editions, 2011, p. 421-434.
Green Paper On on-line gambling in the Internal Market, Chapter 2. Art.2.3.3. and Commission Communication Document COM(2011) 12, Developing the European Dimension of Sports, Brussels, 18.1.2011.
Commission Communication Document COM(2011) 12, Developing the European Dimension of Sports, Brussels, 18.1.2011.
Temple, J., Lang. (2003) European Union Law Rules on State measures Restricting Competition, Finnish Yearbook of European Law. (http://www.gclc.coleurop.be/documents/288536_2.pdf)

(OAE052) Betting in sports

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OΔE052	SEMESTER	ELECTIVE
COURSE TITLE	Betting in Sports		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		general background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

The aim of the subject is to expand students' knowledge on practical aspects of organizing a betting company. Students learn how to do the preparation of the performance - calculation of odds for each event with the use of international statistical models.

Skill level

At the end of the course, the students will be able to manage the risk and the process of risk assessment by selecting appropriate actions based on the knowledge they have acquired within the course to minimize the risk.

Attitudes level

To feel the importance of a modern sports betting company using international standards both in the risk management process as well as in safeguarding the company from potential high risk rates and to minimize the risks involved. Thus, they can integrate their knowledge as a tool to apply restrictions for the best product image (maximum bet amount determination, setting a maximum payment amount per carnet, turnout of events in all the columns and the total bet amount, graphs for quick conclusions and warnings).

General abilities

- Search, analysis and synthesis of data and information, with the use of the required technologies
- Adapting to new situations
- Decision making
- autonomous work
- Criticism and self-criticism
- Teamwork
- Promotion of free, creative and inductive thinking
- Working in an international environment
- Working in a multidisciplinary environment
- Generating new research ideas

3. COURSE CONTENTS

- Introduction and useful definitions and concepts of sports betting
- The history of betting in Greece and the rest of the world
- The laws concerning of Internet betting companies in Greece
- Introduction of the terminology of web betting
- Organization of sports portfolio to be offered
- Results and analysis of strategic internet gambling companies operating in Greece
- Historical overview and analysis of marketing strategies of OPAP
- Analysis - Swot analysis of OPAP
- Structure and definition of the organizational structure of a sports betting company (risk management - drawing odds - information)

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Study and literature analysis	26 hours
	Study and preparation of written work	35 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	The assessment takes into account the grade of written project, the participation-presence of students in lectures and the written exams.	

5. RECOMMENDED READING

Notes by Professor

(OAE053) MANAGEMENT & MARKETING OF NON-GOVERNMENTAL ORGANIZATIONS**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	UNDERGRADUATE		
COURSE CODE	OΔE053	SEMESTER	ELECTIVE
COURSE TITLE	Management & Marketing of Non-Governmental Organizations (NGO’s)		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
LECTURES		3	4
COURSE TYPE:		ELECTIVE	
PREREQUISITES:		NONE	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/ODE042	

2. Learning Outcomes

Completing the course the students should be able to comprehend:

1. What are the NGOs, how are they categorized and what are their main differences from for-profit organization
2. How the existing business environment affects the operation of NGOs
3. What are the disadvantages and advantages of NGOs
4. How NGO clients are described and what criteria are used to segment NGO clients
5. How NGOs are strategically managed
6. How NGO business plans are formed
7. What a marketing plan for an NGO entails
8. How NGOs are financed and controlled
9. How NGO effectiveness is assessed

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment

2. COURSE CONTENTS

What are Non-Governmental organizations (NGOs) - Categories
 What NGOs differ from for-profit organizations
 Business plans for NGOs
 Trends and challenges in the NGO market
 NGOs and the effect of environmental exoepicheirisiakou
 The advantages / disadvantages of NGOs
 NGO Customers
 The NGO sector - competition
 Administration strategy for NGOs - Mission, leadership, human resources management, culture, structure, systems
 Management strategy for NGOs - Marketing plan development
 Funding NGOs - Financial audit
 The effectiveness of NGOs
 The “Child's Smile” – Business Analysis
 The “National Library” – Business Analysis

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case Studies Analysis	
Information technology and telecommunications equipment	Lecturing Support through eclass platform and projector, e-projector as well as powerpoint presentations	
Students Assessment	Teaching Activities	Hours workload
	Lectures	39 hours
	Case study Analysis	13 hours
	Group Project	26 hours
	Self-Study	22 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	I. Final Written Exams (60%) Including Questions and Relevant Exercises	
	II. Group Project Presentation (40%)	

5. RECOMMENDED BIBLIOGRAPHY

Κριεμάδης, Θ. Και Χρηστάκης, Μ. (2009) Αρχές και πρότυπα μάνατζμεντ για τη δημόσια διοίκηση και τους μη κερδοσκοπικούς οργανισμούς. Νομική Βιβλιοθήκη.

Drucker, P. "*Managing the Nonprofit Organization: Principles and Practices*. New York, NY: HarperBusiness, pp. 3-27. ISBN: 0887306012.

Gruber, R., and M. Mohr. "Strategic Management for Multiprogram Nonprofit Organizations." *California Management Review* (Spring 1982): 15-22.

Oster, S. "*Strategic Management for Non-Profit Organizations: Theory and Cases*". New York, NY: Oxford University Press, pp. 65-74. ISBN: 0195085035.

Bowen, W. "When a Business Leader Joins a Nonprofit Board." *Harvard Business Review* (September-October 1994): 38-42.

Stauffer, D. "The 'Pay' from Volunteer Service Can Include Career Gains." *Harvard Management Update* (August 1998): 1-4.

Taylor, B., R. Chait, and T. Holland. "The New Work of the Nonprofit Board." *Harvard Business Review* (September-October 1996): 36-43.

Sawhill, J., and D. Williamson. "Mission Impossible? Measuring Success in Nonprofit Organizations." *Nonprofit Management & Leadership* (Spring 2001): 371-386.

Colby, S., N. Stone, and P. Carttar. "Zeroing in on Impact." *Stanford Social Innovation Review* (Fall 2004): 24-33.

Lauffer, A. "*Strategic Marketing for Not-for-Profit Organizations: Program and Resource Development*". New York, NY: Free Press, pp. 3-15. ISBN: 0029182603.

Cialdini, R. "The Power of Persuasion: Putting the Science of Influence to Work in Fundraising." *Stanford Social Innovation Review* (Summer 2003): 18-27.

Goddeeris, J., and B. Weisbrod. "Why Not For-Profit? Conversions and Public Policy." Chapter 7 in *Nonprofits and Government: Collaboration and Conflict*. Washington, DC: Urban Institute Press, pp. 235-265. ISBN: 0877666873.

Hall, H. "Inside a Foundation: How Grants Are Made." *The Chronicle of Philanthropy* (December 11, 1990): 6-7, and 16-21.

(OAE054) SPORT MANAGEMENT FOR DISABLED**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	OΔE054	SEMESTER	Elective
COURSE TITLE	Sport management for disabled		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Compulsory	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/courses/OMA170/	

2. Learning Outcomes

After the end of the course, the students should know:

- The physical disabilities.
- The cognitive disabilities.
- The sensory disabilities.
- The role of sport in the lives of disabled children with special needs, growth and development, rehabilitation, health and independence, quality of life and social impact.
- The categorization of athletes participating in Summer and Winter Para-Olympics games.
- The organization of the International Para-Olympic Committee, international federations and the corresponding Greek federation of disabled.
- The organization of special Para-Olympic Games.
- The Paralympic sports.

General abilities

- Be able to organize an event for children with disabilities.
- To know the disability equipment
- Be aware of the general classification of disability of games participation.
- Be aware of accessibility of disabled.
- Have knowledge of the organization of the International & Greek Paralympic Committee.

3. COURSE CONTENTS

The classification of disabilities. The reported terminology (physical disabilities, cognitive disabilities and sensory disabilities).

Physical disabilities (disabilities due to malfunction, injury or damage of the central or peripheral nervous system).

Physical disabilities (disabilities due to orthopedic problems, disabilities due to amputations and imbalance in development). Sensory impairments (hearing and visual disabilities).

Cognitive disabilities (mental retardation, down syndrome, cognitive difficulties-autism, attention deficit syndrome, hyperactivity syndrome).

Sport history of participation of disabled in sports.

Rehabilitation of disabled subjects.

Management of organization of sport for disability. The international federations.

International Para-Olympic Committee. The Para-Olympics.

Olympic Games for persons with hearing disabilities (Deaf Olympics).

Special Olympics.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even through the search will be presented and reviewed research for better understanding of the methods used.</p>		
Courses organization	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Writing essay according to subjects with various disabilities on the effect of sport	20 hours	
	Study special disabled cases in the lab	22 hours	
	Lectures of Paralympics champions for Children with disabilities	6 hours	
	Paralympic and special Olympic	13 hours	

	Sports presentations	
	Total contact hours and training (25 hours per credit unit)	100 hours (4 ects)
STUDENTS EVALUATION	Final written examination.	
	The evaluation of the students will be in Greek language with multiple choice questions.	
	For the evaluation of the students will be taken into account review work to be completed and delivered before the semester exam	

5. RECOMMENDED READING

- DePauw, K.P. Gavron, S.J. (2005). *Disability and Sport*. Human Kinetics. USA.
- Pariorek, M.J, Jones, J.A. (1996). *Sports and recreation for disabled*. Master Press, USA.
- Στεργιούλας, Α., Τριπολιτσιώτη, Α. (2014). *Σημειώσεις Α.με.Α*. ΤΟΔΑ Πανεπιστημίου Πελοποννήσου, Σπάρτη.

(OAE055) LABOR RELATIONS AND SPORTS INSTITUTIONS

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	UNDERGRADUATE		
COURSE CODE	OΔE055	SEMESTER	ELECTIVE
COURSE TITLE	LABOR RELATIONS AND SPORTS INSTITUTIONS		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
LECTURES		3	4
COURSE TYPE:		ELECTIVE	
PREREQUISITES:			
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		http://eclass.uop.gr	

2. Learning Outcomes

The learning outcomes of the course are:

- To analyze and understand the nature and peculiarity of labour relations in the Sports environment
- To learn the legal framework (nature, type, scope, duration, renewal, extension, suspension, termination, penalties), both nationally and internationally, concerning labour relations in the Sports sector
- To familiarize students with the function of labour relations and understand how sport is related to the society through a wide range of legitimate regulations
- To analyze and understand the nature of Sports and Athletics institutions
- To learn the legal framework, both national and international, concerning Sports institutions
- To familiarize students with the function of Sports Institutions and understand their connection to the industry operation

General abilities

- Independent Work
- TeamWork
- Skills in matters of Sports Labor Law
- Knowledge in matters of Constitutional Law and International Sporting Rules
- Development Law Consciousness
- Respect for diversity and multiculturalism
- Criticism and self criticism
- Promotion of free, creative and inductive thinking

3. COURSE CONTENTS

A. LABOR RELATIONS

- Sports as a field of employment
- Nature and division of labor contracts
- Contractual relations in Sport
- Sports capacity
- Demand for sport services
- Sport services' contracts: Nature, type, scope, duration, renewal, extension, suspension, termination, penalties
- The 'Coaching' Function
- Coaching contracts: Nature, divisions, type, scope, cancellation, termination
- Referees' employment
- Particularities in Sports labor relations
- Sports Regulations characteristics
- Collective bargaining in Sports
- Sports Agents - Mediators
- Physical Education Teachers' services - Sports Scientists' services - Technical Consultants' services
- European Law influence in regulating labor relations in Sports

B. SPORTS INSTITUTIONS

- The meaning of the institution
- Sports as a protected institution by the State
- Sports institutions internationally - Constitutional Charter on Physical Education and Sports (UNESCO)
- National institutions and International Co-operations
- Human movement and exercise – Competitive Sports
- The right to free participation in physical activity and sports club's choice
- Sport as a fundamental right for all - Sport for All
- Sports for All programs
- Sports and Public Good – The right to information
- Sports activities in Local Authority
- Fitness Clubs and exercise - health

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case Studies Analysis	
Information technology and telecommunications equipment	Lecturing Support through eclass platform and projector, e-projector as well as powerpoint presentations	
Students Assessment	Teaching Activities	Hours workload
	Lectures	39 hours
	Case study Analysis	13 hours
	Study literature	48 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	I. Final Written Exams Including Questions and Relevant Exercises II. Essay Presentation (optional)	

5. RECOMMENDED BIBLIOGRAPHY

- Georgiadou, N. (2012). Introduction to Labor Law. Athens: Deltion Ergatikis Nomothesias.
- Leventis, G.& Papadimitriou, K. (2011). Individual Labor Law. Athens: Deltion Ergatikis Nomothesias.
- Panagiotopoulos, D. (2007). Labor relations in Sports. Athens: Nomiki Bibliothiki.
- Panagiotopoulos, D. (2007). International Sports and Olympic Institutions. Athens: Nomiki Bibliothiki.
- Panagiotopoulos, D. (2005). Sports Law: Systematic basis - Implementation. (Volume I). Athens: Nomiki Bibliothiki.
- Panagiotopoulos, D. (2004). Sports Law (Lex Sportiva) in the World – Regulations and Implementation (ed.). Athens: Ant. Sakkoulas.
- Panagiotopoulos, D. (2001). Sports relations – Olympic and World Sports. Athens: Ant. N. Sakkoulas.
- Caiger, A. & Gardiner, S. (2000). Professional Sport in the European Union: Regulation and Re-regulation. T.C.M. ASSER Press – The Hague.
- Panagiotopoulos, D.& Anagnostopoulos, I. (1996). Financial Sports activities– Bosman case. Athens: Ant. N. Sakkoulas.
- Panagiotopoulos, D. (1994). International Sport Relations' and Institutions' Law. Athens: Ant. N. Sakkoulas.
- Panagiotopoulos, D. (1994). The right in Sports. Athens-Komotini: Sakkoulas.
- Proceedings 1st International Congress on Sports Law, University of Athens. Dec. 11-13, 1993. Athens: H.C.R.S.L.
- UNESCO, International Charter of Physical Education and Sport. 21.11.1978. Paris.

(OAE056) PLANNING AND MANAGING SPORTS VENUES

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE056	SEMESTER	ELECTIVE
COURSE TITLE	PLANNING AND MANAGING SPORTS VENUES		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Elective	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/OMA243/	

2. Learning Outcomes

Completing the course the students should be able to comprehend: <ul style="list-style-type: none">• The concept and practices of managing sport facilities• The preconditions, the process of planning and constructing a sports venue• The process of managing and operating sports venues• The different forms of owning and managing sports venues• The peculiar organizational structure and culture of sports venues• The exploitation of a venue capability and its adaptation to different usage
General abilities
Search and analysis of international literature Planning and structuring the coursework through team coordination Promotion of critical thinking through case study analysis Submitting based on guidelines and time limits Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

The course deals with all necessary dimensions of an effective well organized sport venue, from the feasibility study to dot plan. All planning levels, the venue organizational chart, the relation between the organizing authority and overall the local setting are thoroughly analyzed through the legitimate regulations and policies. Different international case studies are been examined to facilitate knowledge and experience in managing and planning techniques.

Key Words: venue planning and management, feasibility study, operational plan

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case studies Analysis	
Information technology and telecommunications equipment	Lecturing Support through eclass platform Presentation of original digital and paper IOC and International Federations Policy Documents	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Case study Analysis	31 hours
	Team Coursework	30 hours
	Total contact hours and training	100 hours (4 ect)
STUDENTS EVALUATION	a. Final Written Exams = 60% b. Team Course work = 40%	

5. RECOMMENDED READING

Vrondou, O. (2105) 'Managing Mega Sports Venues for Mega Sports Events', Lectures' Notes, UoP, Sparta.
P. FARMER, D.GARGALIANOS, I. AFTHINOS, (2006), Sports Facilities ISBN: 960-209-935-6, ED. KLIDARITHMOS
Teachers Year Notes
International Case studies
International Federations/ IOC Policy Documents

(OAE057) Marketing Research in Sport

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE057	SEMESTER	ELECTIVE
COURSE TITLE	Marketing Research in Sport		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		ELECTIVE	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/OMA259/	

2. Learning Outcomes

Completing the course, students should be able :

to comprehend a) The importance of marketing research in the sport industry, b) the content and the usefulness of statistics in marketing research, c) the structure and usefulness of marketing information systems (MIS) for marketing research and corporations.

to implement the different stages of the marketing research process and to collect the appropriate type of data.

to adopt the values, and the purpose of marketing research deontology codes.

to present practical and meaningful results in order to optimize the decision making process of sport organizations.

General abilities

Search and analysis of international literature

Planning and structuring the coursework through team coordination

Promotion of critical thinking through case study analysis

Submitting based on guidelines and time limits

Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

Lectures

Marketing Research and Marketing Management in Sport

Information Collection as an approach of Sport Marketing

Decision making and Marketing Research. Sport organization and information. Marketing Information System (MIS)

Sources of data for MIS. Internal-external, primary-secondary

Research approaches in Sport

The marketing research process

Quantitative research

Questionnaire development

Questions-type of data-scales of measurement

Data Sampling

Data analysis and presentation (descriptive statistics, charts)

Qualitative research approach

Key Words: Marketing research, Marketing information system, data, market segmentation

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lectures, Presentations, Case Studies, Field Trips		
Information technology and telecommunications equipment	Lecturing Support through e-class platform, Video and PowerPoint Projection		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Case study Analysis	22 hours	
	Final Paper	19 hours	
	Final Exam Study	20 hours	
	Total contact hours and training	100 hours (4 ects)	
STUDENTS EVALUATION	a. Final Written Exams = 60%		
	b. Team Course work = 40%		

5. RECOMMENDED READING

Siomkos G., Mavros I. (2008). Marketing Research. Stamoulis Publications.

Tilikidou E. (2011). The research of marketing. "Sofia" Publications.

(OAE058) Educational Management**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE058	SEMESTER	ELECTIVE
COURSE TITLE	Educational Management		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Tutorial exercises	3		4
COURSE TYPE:	Elective		
PREREQUISITES:			
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=41		

2. Learning Outcomes

This course is designed to help the students learn expand and apply the principles, functions and concepts of educational management.

General abilities

Search, analysis and synthesis of data and information, using the required technologies
 Decision making
 Autonomous course work
 Criticism and self-criticism
 Teamwork
 Promotion of free, creative and inductive thinking
 Working in an international environment
 Generating new research ideas

3. COURSE CONTENTS

Introduction to Educational Management, Human capital theory, Characteristics of educational institutions, Management of educational units, Education production functions, Theories of educational management, decision making in educational units, Effective educational leadership, Selection, support and development of personnel education, "Pathologies" of the system, Culture and educational organization, European and International educational policies, K-12.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)
Information technology and telecommunications equipment	PC and Video projector e-class is used for posting course materials, e-mail to communicate

	with students and the Secretariat's electronic platform for announcing students' scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures (13 teaching weeks of 3 hours per week)	39 hours
	Literature study (3 hours per week)	39 hours
	Completion of coursework	10 hours
	Non-guided study for mid term exams	2 hours
	Non-guided study for the final exams	10 hours
	Total contact hours and training	100 hours (4 ECTS)
STUDENTS EVALUATION	Individual projects and Individual (oral) examinations: 50% (provided that the mark of the written examinations is at least 5) Written examinations: 50%	

5. RECOMMENDED READING

Instructor's Teaching notes

(OAE059) International Economics

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	OAE059	SEMESTER	ELECTIVE
COURSE TITLE	International Economics		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Elective	
PREREQUISITES:			
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

This course focuses on international trade in goods, services, and capital. It serves as an introduction to international economic issues. The issues discussed include gains from trade and their distribution; analysis of protectionism; strategic trade barriers; the trade deficit; exchange rate determination; and government intervention in foreign exchange markets.

With the increasing internationalization of economic life the study of International Economics has much to offer in helping students to think about global developments.

The objectives of the course are to provide an understanding of:

1. The determinants of international trade, including the implications of imperfect competition in international markets;
2. The cases when a protectionist policy towards international trade may be appropriate;
3. The fundamental determinants of the balance of payments and exchange rates; the theory and evidence relating to exchange rate behavior and to alternative exchange rate arrangements;
4. The international context within which domestic macroeconomic policy is designed and conducted; international macroeconomic linkages; and the importance of international macroeconomic policy co-ordination.

General abilities

Search, analysis and synthesis of data and information, using the required technologies
 Decision making
 Autonomous course work
 Criticism and self-criticism
 Teamwork
 Promotion of free, creative and inductive thinking
 Working in an international environment
 Generating new research ideas

3. COURSE CONTENTS

- Introduction to International business
- Development of International Trade,
- Methods pros and cons,
- International business environment - Competition,
- Trade in the Global Economy
- Trade and Technology The Ricardian Model
- Trade and Resources The Heckscher – Ohlin Model
- Movement of Labour and Capital Between Countries
- Foreign Direct Investments,
- Development of multinational firms,
- Development of International Business, Management /Operation /Structure of multinationals
- Internationalization and SMEs

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunication equipment	PC and Video projector e-class is used for posting course materials, e-mail to communicate with students and the Secretariat's electronic platform for announcing students' scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures (13 teaching weeks of 3 hours per week)	39 hours
	Literature study (3 hours per week)	39 hours
	Completion of coursework	10 hours
	Non-guided study for mid term exams	2 hours
	Non-guided study for the final exams	10 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	Individual projects and Individual oral examinations: 50% (provided that the mark of the written examinations is at least 5) Written examinations: 50%	

5. RECOMMENDED READING

Instructor's Teaching notes

(MAE056) BIOLOGY OF EXERCISE**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	MAE056	SEMESTER	Elective
COURSE TITLE	Biology of exercise		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Compulsory	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/document/document.php?course=OMA167	

2. Learning Outcomes

After the end of the course of Biology of exercise with a focus on organization-management prevention and rehabilitation, students should know briefly:

- The organization of the human body (cell, tissues and organs).
- The anatomy and physiology of the skeletal system, muscular, cardiovascular, respiratory, nervous and digestive.
- The biomechanical properties of bones and fractures.
- The biomechanical properties of the joints and their injuries.
- The spine, diseases of and injuries sustained.
- The anatomy and physiology of the muscular system, the injuries and their prevention.
- The anatomical structure, physiology and adaptations of the tendons.

General abilities

As sport manager should:

- Have an understanding of human body systems and injuries suffered.
- Know how to put matters requiring approval costs, eg. In injuries to the anterior cruciate ligament or the quadriceps or the meniscus.
- Know how to convince or justify his view if the assigned drawing heart disease prevention programs.

3. COURSE CONTENTS

The organization of cell-tissue-organ systems of the human body.
 The skeleton, bones of the upper and lower limbs and fractures suffered.
 The most important joints of the human body and sprains.
 The construction of the spine (Vertebrae, discs, joints and ligaments).
 The major muscles of the human body and injuries I suffered.
 The cardiovascular system. The heart, arteries and veins.
 The respiratory system, nervous system and digestive system.
 The effects of exercise and sports in those systems.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even through the search will be presented and reviewed research for better understanding of the methods used.</p>		
Courses organization	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Laboratory teaching	35 hours	
	Group training in models of the human body systems	26 hours	
	Total contact hours and training (25 hours per credit unit)	100 hours (4 ECTS)	
STUDENTS EVALUATION	<p>Final written examination.</p> <p>The evaluation of the students will be in Greek language with multiple choice questions.</p> <p>For the evaluation of the students will be taken into account review work to be completed and delivered before the semester exam</p>		

5. RECOMMENDED READING

Athletic training and sport medicine (1999). *American Academy of orthopedic surgeons, Chicago, USA.*

Tortora, G.J., Grawbowski, S.R. (1996). *Principles of anatomy and physiology* (8th Ed). Biological Sciences Textbooks Inc., USA.

Vander, Sherman, Luciano (1990). *Human physiology* (5th Ed). McCraw Hill Publ Co, USA.

Στεργιούλας, Α. (1989). *Τραυματισμοί στα σπορ*, Εκδ. Συμμετρία.

Στεργιούλας, Α. (2005). *Βιολογία της άσκησης*, Εκδ. Συμμετρία.

Moffat, D.B., Mottrann, R.F. (1997). *Anatomy and physiology for physiotherapists*. Fourth Ed Blackwell Scient Publ, London.

Μπαλτόπουλος, Π. (1994). *Ανατομική του ανθρώπου Ι*. Εκδ. Πασχαλίδη, 1994.

Palastanga, N. Field, D., Soames, R. (1994). *Anatomy and human movement*. Heineman, 1994.

Purres, W.K. (1996). *The science of biology*. WC Saunders, 1996.

Vander, Sherman, Luciano (1990). *Human physiology* (5th Ed). McCraw Hill Publ Co., USA.

(MAE057) Managing Diversity in Sport Organizations

COURSE OUTLINE

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	MAE057	SEMESTER	ELECTIVE
COURSE TITLE	Managing Diversity in Sport Organizations		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Assignments	3		4
COURSE TYPE:	Specific Background (free-choice elective)		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes (in English)		
URL:	https://eclass.uop.gr/courses/MAE057/		

2. LEARNING OUTCOMES

<p>Through lecture, readings, student collaborative discussions, assignments and exams, students will be able to:</p> <ul style="list-style-type: none">• Dispel the myths that the students have heard or experienced regarding the nature of diversity• Appreciate the benefits of education and training in diversity and how these can help reduce the number of harmful incidents in the future.• Understand the multiple types of prejudice and discrimination that exist and how they have influenced our world.• Gain a better understanding on how communication and culture are interrelated concepts, and how poor communication was the cause of more than a war.• Understand that the physical environment, race, religion, politics and ethnicity and many other factors can create obstacles to effective communication.
General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Design and managing projects.
- Respect to diversity and multiculturalism and sensitivity to gender issues
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment

3. COURSE CONTENTS

MODULE 1 - Overview: An overview of Diversity

- Diversity, diversity awareness and education for diversity
- The changes in our cultural landscape

MODULE 2 - Overview: Consciousness diversity and the multiple meanings of success

- Different concepts of success
- The impact of diversity awareness in the workplace

MODULE 3 - Overview: Understanding the social and personal obstacles to success

- Understanding the social and personal obstacles to success
- Hate Groups

MODULE 4 - Overview: Development of diversity awareness

- Definition and development of diversity awareness in the workplace

MODULE 5 - Overview: Communicating in a world full of diversity

- The power of language: Tools, obstacles, and controversial statements

MODULE 6 - Overview: Teamwork, Leadership and Conflict Management

- Teamwork and success
- Leadership and Conflict Management

MODULE 7 - Overview: Challenges for Diversity

- Conclusions

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using e-class and selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • All assignments are submitted electronically via e-class. In addition, the Multi-choice software is used to evaluate students. • With e-class and e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Hours Workload
	Lectures (13 teaching weeks, 3 hours per week)	39 hours
	Student Groups – Mandatory Workshops	13 hours
	Study and preparation of a group project (case study)	13 hours
	Development of diversity management plan (group project)	13 hours
	Study for the final exam (non-directed study)	22 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ects)

STUDENT EVALUATION	<p>I. Final written exam - 60%</p> <p>Multiple choice questions</p> <p>II. Presentation - Case Study (group project) – 10%</p> <p>III. Presentation – Diversity Management Plan (group project) - 30%</p>
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5. RECOMMENDED READING

Diversity Consciousness: Opening Our Minds to People, Cultures, and Opportunities, 3rd Edition, Richard D. Bucher, Pearson Prentice Hall

(MAE058) FIRST AID AND EMERGENCY CARE**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	MAE058	SEMESTER	Elective
COURSE TITLE	First aid and emergency care		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures and Tutorial exercises	3		4
COURSE TYPE:	Compulsory		
PREREQUISITES:	No		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS	No		
URL:	https://eclass.uop.gr/modules/document/document.php?course=OMA167		

2. Learning Outcomes

The purpose of the course of first aid and emergency care is to give students the necessary knowledge to enable them to respond to an emergency situation, before to reach an ambulance or doctor.

General abilities

Organization of first aid.

- Treating fractures and ligament injuries.
- Addressing the clavicle fracture, elbow dislocation, wrist and phalanges and fingers fractures.
- Management of temporary loss of consciousness and internal and external bleeding.
- Treating spine fractures.
- Familiarity with resuscitation techniques.
- Choking responding to water (river, lake or sea) and choking from food, fruit or other object.
- Ability to use a defibrillator.

3. COURSE CONTENTS

The usefulness and application of ice to an injury.
 The usefulness and application of ice to ligatures injuries.
 First aid in acute and chronic of soft tissue lesions.
 First aid in fainting situations and seizure.
 First aid in bleeding.
 First aid in the upper extremities lower extremities fractures.
 First aid in breathing and circulation loss.
 The resuscitation process.
 First aid in choking situations.
 First aid in burns.
 First aid in stings.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even through the search will be presented and reviewed research for better understanding of the methods used.</p>		
Courses organization	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Laboratory teaching	26 hours	
	Group training in manikins	20 hours	
	Training in a defibrillator	15 hours	
	Total contact hours and training (25 hours per credit unit)	100 hours (4 ECTS)	
STUDENTS EVALUATION	<p>Oral examination</p> <p>Final written examination.</p> <p>The evaluation of the students will be in Greek language with multiple choice questions.</p>		

5. RECOMMENDED READING

Athletic training and Sport *Medicine* (1999). *American Academy of orthopedic Surgeons*. Chicago, USA.

Στεργιούλας, Α. (1992). *Τραυματισμοί στα σπορ*. Εκδ. Συμμετρία, Αθήνα.

Στεργιούλας, Α. (2005). *Βιολογία της άσκησης*. Εκδ. Συμμετρία, Αθήνα.

Emergency first response (2010). *Πρώτες βοήθειες*. Bristol, UK.

AMA handbook of first aid and medical care (2009). Random House, USA.

First aid for babies and children (2006). DK Adult Publ., USA.

Flegel, M.G. (1992). *Sports first aid*. Leisure Press Champaign USA. wa, USA.

Gray, S. (1995). *The first aider's pocket companion*. William and Wilkins USA.

Thygerson, A.L., Thygerson, S.M. (2011). *First aid, CPR and AED advanced*. Jones & Bartlett Learning, Publ., USA.

(MAE059) MEDIATION AND NEGOTIATIONS IN SPORT

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
Department	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE059	SEMESTER	ELECTIVE
COURSE TITLE	Mediation and Negotiations in Sport		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises, Case studies		3	4
COURSE TYPE:		General Knowledge	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes (project consultation in English)	
URL:		https://eclass.uop.gr/courses/OMA291/	

2. Learning Outcomes

Contemporary business reality is characterized by the existence of diverse interests and disputes that have a direct impact on the operation of organizations. Consequently, there is an immediate need to solve these issues before they develop into conflicts so as to safeguard the smooth operation of organizations. The course aims to teach the students about the significance of mediation and negotiations in modern sport world as well as to provide them with the necessary tools to administer disputes and conflicts in their future work environment.

Upon the successful completion of the course the student will be able to:

- Comprehend the reasons behind the conflicts in work environment and their consequences as well as the various ways that conflicts are perceived by the interests involved.
- Understand and implement the various mediation and negotiation methods and procedures in his/her future business environment
- Develop his/her communication skills
- Understand the significance of intercultural communication and learn how to successfully use its tools
- Understand the significance of differentiation in contemporary sport environment
- Develop his/her level of cooperation with his/her colleagues through group work

General abilities

- Research, analysis and synthesis of data and information through the use of bibliography and necessary technology
- Respect to differentiation and interculturalism and show sensitivity on sex issues
- Adjustment to new situations
- Show social, professional and moral responsibility
- Encouragement of free productive and inductive thinking
- Decision making processes
- Exert criticism and self-criticism
- Group work
- Work in relation to an international environment
- Class team project

3. COURSE CONTENTS

- Introduction to the concepts of mediation and negotiations. Theories.
- Mediation and negotiations in the international environment.
- Characteristics of modern working sport environment
- The importance of mediation and negotiation in contemporary working sport environment.
- Categories of employees. Team building. Sport administration.
- Conflicts
- Negotiations' practices
- Methods and tools of conflict prevention and administration
- The use of intercultural communication in modern working sport environment
- Differentiation in modern working sport environment
- The role of the mediator. Mediation in sport.
- Volunteer mediation in sport.
- Case studies.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Power point Eclass	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Case studies	36 hours
	Group project and class presentation	25 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	Written exam (80%) Team project and class presentation (20%)	

5. RECOMMENDED READING

- Chaliori, E. (2011). The art of negotiation. Athens: Modern Times (in greek).
- Nikolopoulos, A. (2009). Alone against all. The art of negotiations. Athens: Patakis (in greek).

(MAE060) Organization & management of Extreme Sports

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE060	SEMESTER	ELECTIVE
COURSE TITLE	Organization & Management of Extreme Sports		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		3	4
COURSE TYPE:		Of specific background (elective)	
PREREQUISITES:			
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/courses/OMA148/	

2. Learning Outcomes

The course is the main introductory course to Extreme Sports. All the concepts and main principles of Extreme Sports are presented and so are extreme sports in Greece and around the world

On successfully completing the course the students will be in a position to

1. Understand the main principles of Extreme Sports
2. Know the extreme sports present in Greece
3. Know where in Greece extreme sports are present
4. Know which extreme sports are developed worldwide
5. Understand the main features of extreme sports
6. Know the interpretations of extreme sports
7. Enhance their knowledge on the relationship between Extreme sports and sports tourism – Tourism and Recreation

General abilities

- Seeking out, analysing and composing data and information using the necessary technology
- Respect for the natural environment
- Adaptation to new circumstances
- Development of social, professional and moral responsibility
- Decision making
- Extreme sports participants' risk analysis

3. COURSE CONTENTS

- Extreme Sports and Sports Tourism
- Extreme Sports and Recreation
- Extreme Sports and Free time
- Extreme Sports as Special Tourism
- Extreme Sports presentation (BMX, BASE jumping, Cave diving, Caving, Extreme ironing, Free diving, Free flying, Free skiing, Flow riding, Hang gliding, Ice climbing, Ice canoeing, Kite surfing, Land windsurfing, Mountain biking, Mountaineering, Mountain boarding, Paintball, Paragliding, Parkour, Rafting, Rock climbing, Sand boarding, Scuba diving, Skateboarding, Skydiving, Skim boarding, Snowboarding, Snowmobile, Snow skating, Snow skiing, Surfing, Wakeboarding, Whitewater kayaking, Windsurfing, Wingsuit flying).

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)		
Information technology and telecommunication equipment	Learning procedure supported by the electronic platform e-class and emails in order to send and receive specific educational materials and internet sites for the students to access information		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures	39 hours	
	Study and Analysis of Literature	31 hours	
	Assignment	20 hours	
	Field Trip	10 hours	
	Total contact hours and training	100 hours (4 ects)	
STUDENTS EVALUATION	Final written examination (50%) including -Multiple choice questions -Short answer questions -Topic development		
	Individual Assignment (20%)		
	Presentation of Individual Assignment (20%)		
	Development and justification of questions and answers		

	during the lectures (10%)
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5. RECOMMENDED READING

Γ. Κυπραίος, (2009), *Ta extreme sports στην Ελλάδα, Σπάρτη* (σημειώσεις μαθήματος).
Βιβλίο [58519]: Ειδικές και εναλλακτικές μορφές τουρισμού, Κοκκώσης Χάρης, Πάρις Τσάρτας,

(MAE061) Organization & Management of Training Tourism**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE061	SEMESTER	ELECTIVE
COURSE TITLE	Organization & Management of Training Tourism		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		3	4
COURSE TYPE:		Of Special Background (elective)	
PREREQUISITES:			
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

The course is the main introductory course to the course cycle that concerns Sports and Tourism

On successfully completing the course the students will be in a position to

1. Understand the main principles of Athletes' Preparation in Individual Sports
2. Understand the main principles of Team sports preparation
3. Know when individual and team sports are practiced in Sports Camps in the annual training cycle
4. Know in which areas of the country Team sports camps can be organised
5. Understand the features of team preparation in High Altitude
6. Understand the connection between Sports and Training tourism
7. Enhance their knowledge on the Organisation and management of special sports centres that aim to prepare teams throughout the year

General abilities

- Seeking out, analysing and composing data and information using the necessary technology
- Respect for the natural environment
- Adaptation to new circumstances
- Development of social, professional and moral responsibility
- Decision making
- Design and implementation of projects

3. COURSE CONTENTS

- Individual Sports and Training tourism
- Team Sports and Training tourism
- Sports Tournaments and Training tourism
- Ethnic Greeks and Training tourism
- Recreation and Training tourism
- Training tourism as a tool for the development of new tourist destinations in the country
- Training tourism and the benefits from the climate of the country
- Training tourism and its relation to the country's terrain

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	Learning procedure supported by the electronic platform e-class and emails in order to send and receive specific educational materials and internet sites for the students to access information	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Study and Analysis of Literature	31 hours
	Assignment	20 hours
	Non-guided study for the final exams	10 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	Final written examination (50%) including -Multiple choice questions -Short answer questions -Topic development	
	Individual Assignment (20%)	
	Presentation of Individual Assignment (20%)	
	Development and justification of questions and answers	

	during the lectures (10%)
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5. RECOMMENDED READING

Standeven and Deknop, (1999), Sport Tourism theory and method

(MAE062) HEALTH & SAFETY AT WORK PLACE**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	MAE062	SEMESTER	ELECTIVE
COURSE TITLE	Health & safety at work place		
TEACHING ACTIVITIES		HOURS PER WEE	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Compulsory	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/courses/OMA245/	

2. Learning Outcomes

The aim of course of Health and Safety is to give to students the necessary theoretical knowledge for the implementation of occupational safety and health policies, applicable standards and guidelines to be applied in the workplace and strategic management of occupational safety and health principles for business management and organizations.

General abilities

After the end of the course the students should:

- Be aware of the theoretical background of hygiene and labor safety, management of occupational hazards and preventive principles.
- Be aware of the direct and indirect economic effects of non-application of health and safety authorities.
- Know the legislative framework and the Community directives on health and safety of workers.
- Be aware of the practical implementation of safety and security measures on jobs and manual handling.
- Be able to identify the hazards and motivating workers with practical involvement in the prevention process.
- Be aware of the evaluation and assessment methods of occupational risk and the process of gathering information on the sources.
- Be aware of the risk of ergonomic risks to health and safety in relation to the layout of equipment and labor.
- Be able to understand and implement the management of health and safety standards.
- Know the strategies to promote healthy programs, safety and wellness in the workplace.

3. COURSE CONTENTS

Theoretical background of health & safety at work.
 Financial political context.
 Legislative and institutional framework for the safety and health of workers.
 Prevention principles.
 Hazards at work.
 Safety and health requirements for the workplace.
 Measures of prevention and worker safety.
 Management of occupational hazards, education and training.
 Methods of occupational risk assessment, policies and ethics.
 Ergonomic hazards to health and safety.
 Analysis of risk.
 Analysis of the health risk of emerging risks.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even through the search will be presented and reviewed research for better understanding of the methods used.</p>	
Courses organization	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Writing of an essay by students relating to health and safety	24 hours
	Independent study for final exams	20 hours
	Lectures by Presidents of Micinipality Sport Organizations	17 hours
	Total contact hours and training (25 hours per credit unit)	100 hours (4 ectcs)
STUDENTS EVALUATION	Final written examination.	

	<p>The evaluation of the students will be in Greek language with multiple choice questions.</p> <p>For the evaluation of the students will be taken into account review work to be completed and delivered before the semester exam</p>
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5. RECOMMENDED READING

Μαρχαβίλας, Π.Κ. (2009). *Υγιεινή & ασφάλεια εργασίας*. ISBN: 978-960-418-171-1, Εκδόσεις Α. Τζιόλα.

Λάιος, Λ., Γιαννακούρου-Σιουτάρη, Μ.(2003). *Σύγχρονη εργονομία*. ISBN: 978-960-7530-44-8, Εκδότης): Α. Παπασωτηρίου.

Garnier, J., Hardiner, M. (2011). *Υγιεινή της εργασίας*. ISBN: 978-960-394-571-0, Εκδόσεις Παρισιάνου.

Παπακωνσταντίνου, Κ. (2004). *Υγιεινή και ασφάλεια εργασίας*. Εκδ. Τζωρτζάκη. ISBN 9607745132.

Frosdick, S. & Wallwy, L (1999). *Sport and safety management*. Butterworth-Heinemann, UK. ISBN: 075064351X.

Institute of Medicine (2002). *Safe work in the 21st century: Education and training needs for the next decades occupational safety and health personnel*. Natl. Academy Pr, USA. ISBN: 0309070260.

Farb, D. & Gordon, B (2003). *Osha carpal tunnel syndrome: Introductory but comprehensive Osha (Occupational Safety and Health) training for the managers and employees in a worker safety program, covering work*. Atlas books Dist Serv., USA. ISBN: 1932634843.

Walters, D (2001). *Health and safety in small enterprises: European strategies for managing improvement*. Peter Lang Pub Inc, USA. ISBN: 0820446734.

(MAE063) SPORT POLICY IN LOCAL GOVERNMENT

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	MAE063	SEMESTER	ELECTIVE
COURSE TITLE	Sport policy in local government		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		Elective	
PREREQUISITES:		No	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		No	
URL:		https://eclass.uop.gr/courses/OMA245/	

2. Learning Outcomes

The aim of the course "Sports policy to local authorities" is to provide students with the necessary theoretical knowledge on how these policies contribute to the development of sport at local level that the local interface can be done by European and international sports partnerships. Seeks comprehensive introduction to issues, policies procedures and practices related to community sport, equity in health through sport and interbranch sports partnerships.

General abilities

- After the end of the course, the students should to know:
- The ability to have a sports management executive to fulfill its function, through policies to be developed for sport management.
- The requirements that must be for policies and their development, the steps to be followed and the operators involved in all phases.
- The analysis of services of local government in the exercise area, recreation and wellness of its citizens.
- The functions governing a Sport Organization and the recognition of the different roles and responsibilities for those involved in the development of sports.
- Be able to apply theory to practice.

3. COURSE CONTENTS

The continuity of traditional sports development.
 Interpretations policy making sport development.
 The sectors and levels of sporting provision in the framework of local Government.
 Strategic planning and the development of sport environment in local Government.
 Model partnership working relationship and responsibility of sports development in the local Government.
 Resources and public subsidy of sports expenditure and physical activity.
 Sports and health promotion for physiological benefits and effects of sport.
 The policy context for the development of participation in sport. The value of volunteering.
 The sport development in England, Russia and Finland
 The professionalization of sport development. Sports, games and physical activities.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	<p>Lessons will be using Laptop (tablet), which is wirelessly connected to the same projector (projector).</p> <p>The slide-deliveries notes will be available in electronic form to students through the e-class platform.</p> <p>Communicating with students via email and through the e-class platform, which also made use of the forum, to inform students about resolving questions.</p> <p>Also, under the instruction of search methods in databases, the computer lab will be used.</p> <p>Even through the search will be presented and reviewed research for better understanding of the methods used.</p>	
Courses organization	Teaching Activities	Hours workload
	Lectures	39 hours
	Writing essay of students relating to sports policy of Local	18 hours
	Independent study for final exams	20 hours
	Lectures by Presidents of Micinipality Sport Organizations	23 hours
	Total contact hours and training (25 hours per credit unit)	100 hours (4 ects)

STUDENTS EVALUATION	<p>Final written examination.</p> <p>The evaluation of the students will be in Greek language with multiple choice questions.</p> <p>For the evaluation of the students will be taken into account review work to be completed and delivered before the semester exam</p>
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5. RECOMMENDED READING

Γαργαλιάνος, Δ., Ασημακόπουλος, Μ (2005). *Δομή και οργάνωση του ελληνικού αθλητισμού*. Εκδόσεις: Κλειδάριθμος. ISBN : 960-209-915-1.

Ευσταθίου, Π. (2007). *Για μια αποτελεσματική κοινωνική, εργασιακή και αθλητική πολιτική στην Ελλάδα*. Εκδόσεις : Παπαζήσης. ISBN: 960-02-2178-2.

Houlihan,B.(1997). *Sport, policy and politics*. Routledge. ISBN:10-0415129184.

Houlihan, B , White, A. (2002).*The Politics of sports development*. Routledge.ISBN: -203-47854-

Μπεσίλα-Βήκα, Ε. (2004). *Τοπική αυτοδιοίκηση*. Τόμος 1, Πάντειο Πανεπιστήμιο – Κ.Ε.ΔΙ.ΤΑ.Α . Εκδόσεις Σάκκουλα.

Παπαδημητρίου, Δ. (2005).*Διοίκηση αθλητικών οργανισμών και επιχειρήσεων*. Εκδόσεις: Κλειδάριθμος. ISBN:960-209-819-8.

Sawer, T. (2005). *Facility design and management, for health, fitness, physical activity, recreation and sports facility development*. Sagamore Publishing; 11th edition. ISBN: 1571675655.

(MAE064) ORGANIZATION OF CULTURAL ACTIVITIES**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE064	SEMESTER	ELECTIVE
COURSE TITLE	ORGANIZATION OF CULTURAL ACTIVITIES		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		GENERAL BASE - SELECTION	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		NO	
URL:		https://eclass.uop.gr/courses/OMA305/	

2. Learning Outcomes

The subject refers to the organizational dimension of Culture and Culture. This course aims to introduce students to the basic concepts on cultural activities. It also seeks to understand the different cultural activities in social groups. They sought information from literature sources related to the applications of cultural activities of social groups. It seeks knowledge and understanding of the natural, artificial environment implementation of cultural activities, adaptation to new social situations and needs of people about them. It also seeks to understand the culture and the demands of social groups in modern societies. Will become experiential adjustments in natural and artificial environment of application specific cultural activities.

General abilities

- Autonomous work
- Teamwork
- Promotion of free, creative and inductive thinking
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Demonstration of social, professional and moral responsibility

2. COURSE CONTENTS

Social dimension of Civilization and Culture, Sociological theories and interpretative approach to culture. Analysis of key cultural reference for culture. The social role of culture and its relationship with different social groups. Cultural dimension of culture, Relationship to social and geographical stratification, social mobility, horizontal and vertical. The pedagogical dimension of culture, the pedagogical role and relationship with different social environment. Cultural timelessness of the culture and its contents. Culture and Aesthetics. The role of beauty in everyday life. The relationship of aesthetics in sports, and educational and professional field of social groups. Organisational principles of cultural activities, Organizational priorities and directions. Greek experience and timeless reality. Organizational dimension of cultural activities, planning and organizational factors. Organizational forms. Infrastructure. Purpose and Objectives. Methodology Organization. Evaluation of cultural activities. Applications Cultural activities, public and private institutions, Regional and Local Government, Non-profit organizations and institutions. Applications Cultural activities, public and private entities, District and Local Government, Non-profit organizations and institutions. Social Groups and Cultural Activities, Kids and Teens Workers and Professionals, Women, Elderly, Special Social Groups Disabled Therapeutic Communities Army Prisoners. Planning, Organization and Implementation of programs, Where, How, When, What and Why, as contents of cultural activities. Types of cultural contents. Promotion and Advertising Sponsorship and support groups, prevention and protection measures involved in cultural activities. Experiential visits to public and private spaces organizing cultural activities, museums, galleries, theaters, amusement parks, cultural centers, archaeological sites, tourist accommodations, natural and artificial spaces organizing cultural activities. Applications cultural programs - activities by student groups, organizational and methodological support groups. Electronic and video recording of cultural activities. Presentations of group work, analysis, criticism, discussion and evaluation. Recording of problems, deficiencies and errors, reasoning and understanding Video projections of works on the premises of the school. Invitation for participation of the local community. knowledge diffusion.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Face-to-face teaching in the hall	
Information technology and telecommunications equipment	Using ICT Teaching, Education and Communication with students. Using power point video.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures and video presentations work	52 hours
	Experiential visits to special arenas cultural acti	33 hours
	Configuration of quantitative and qualitative tools for the collection of	15 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	The language is Greek, and the evaluation is based on written exams in subjects that require critical analysis and exemplary references and development related mentioned literature sources. individual and collective work which will be counted in the score	

	<p>will be evaluated.</p> <p>The subjects will be evaluated by 75% and work 25%. The attendance will be counted as a positive contribution to the overall grade assessment.</p>
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5. RECOMMENDED READING

1. B. Filia, Sociology of Culture, ed. Papazisis, Athens, 2005
2. A. Koronaiou, Youth and Media, ed. Odysseas, Athens, 1995
3. F. Fukuyama, The End of History and the Last Man, ed. Livani / New Frontiers, Athens 1993
4. Costas Mountakis, Notes, E, CLAS

(MAE065) SPORT FOR ALL**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE065	SEMESTER	ELECTIVE
COURSE TITLE	SPORT FOR ALL		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		ELECTIVE	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		NO	
URL:		https://eclass.uop.gr/courses/OMA303/	

2. Learning Outcomes

The academic field of sport for all is to introduce the student / her on the basic principles of planning, organization, management and evaluation exercise programs / sports of different social groups. Also understand the usefulness of motion, exercise, sport for people regardless of age, gender and particular characteristics. Still seeking to understand the culture and the demands of social groups in modern societies, on the role and usefulness of the exercise - sports. Experiential adjustments in natural and artificial environment of the specific applications of exercise and sports programs

General abilities

- Autonomous work
- Teamwork
- Promotion of free, creative and inductive thinking
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Critical thinking
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment

3. COURSE CONTENTS

Theoretical Approach to Exercise for All philosophy, purpose, the right to exercise - exercise. Equality and Inequality of exercise - exercise

Principles and Objectives of Sport for All, Synergy, in creating institutions and movements.

Recognizing the value of exercise. Redefinition person and movement. Visionary person perspective and movement / exercise / fitness

The pedagogical dimension of the exercise - sports, Their pedagogical role and relationship of the different educational and social environment.

Movement - Exercise - Exercise. Conceptual approach, relations and differences, ways, means and content - programs.

Society - Body - Sex and exercise - sports

Society and body, society and exercise, society and sports.

Sex and exercise - sports

Cultural dimension of the exercise - sports

Their relationship to social and geographical stratification, social mobility, gender, age and origin. Greek social and geographical stratification.

Exercise - Exercise in modern societies, Freedom to pursue individual - collective, organized massive exercise, organized massive sport

Social Groups and physical activities, Children and Adolescent Workers and Professionals, Women, Elderly, Special Social Groups

Disabled Therapeutic Communities Army Prisoners.

Planning and Organizing training programs - sports, as forms of physical activities.

Supplies and program contents. prevention and protection measures involved in the programs ..

Applications exercise - sports programs, public and private institutions, Education, Regional and Local Government, Non-profit organizations and institutions, Church ..

Experiential visits to public and private spaces organizing exercise - sports, public and private gyms, sports facilities, natural and artificial spaces organized physical activities. Hotels, camping, etc ..

Group and individual work, special lectures on how to configure your exercise activities - sports.

Presentations of group work, analysis, criticism, discussion and evaluation. Recording of problems, deficiencies and errors, reasoning and understanding.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Face-to-face teaching in the hall		
Information technology and telecommunications equipment	Using ICT Teaching, Education and Communication with students. Using power point video		
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>	
	Lectures, presentations and experiential work	52 hours	
	Visits and applications in special areas programs	33 hours	
	Seminars on how to organize training programs	15 hours	
	Total contact hours and training	100 hours (4 ects)	
STUDENTS EVALUATION	<p>The language is Greek, and the evaluation is based on written exams in subjects that require critical analysis and exemplary references and development related mentioned literature sources. individual and collective work which will be counted in the score will be evaluated.</p> <p>The subjects will be evaluated by 75% and work 25%. The</p>		

	attendance will be counted as a positive contribution to the overall grade assessment.
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5. RECOMMENDED READING

1. Konstantinakos Pantelis, The organization of training - Sport in Greek society, Papazisis, Athens, 2008
2. Nikitaras. Nikitas, The city and the exercise of the Citizen, Telethron publications, Athens, 2003

(MAE066) Management of Racquet Sports**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE066	SEMESTER	ELECTIVE
COURSE TITLE	Management of Racquet Sports		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		ELECTIVE	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/courses/OMA240/	

2. Learning Outcomes

Completing the course, students should be able to comprehend and acquire fundamental knowledge around: the nature, historic evolution, rules-regulations, international structure, mapping and development as well as managerial and marketing implications, facility-program and event planning-organization and operation with respect to tennis and the other sports in the racquet sports industry.

General abilities

Search and analysis of international literature
Planning and structuring the coursework through team coordination
Promotion of critical thinking through case study analysis
Submitting based on guidelines and time limits
Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

1. A historic evolution of racquet sports.
2. The Hellenic and Global reality in racquet sports industry.
3. Organization and management of Greek Tennis.
4. Organization and management of Tennis globally.
5. Tennis and other racquet sport rules.
6. Facilities and gear for Tennis and racquet sports.
7. Organization of tennis and racquet sports events.
8. Organization of professional Tennis.
9. Racquet sports and sport Tourism
10. The institution of "Tennis Club" in Greece and Globally.
11. The marketing of racquet sports.

12. Current trends and future developments in the racquet sport industry.

Key Words: tennis, squash, table tennis, badminton

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lectures, Presentations, Case Studies, Field Trips	
Information technology and telecommunication equipment	Lecturing Support through e-class platform, Video and PowerPoint Projection	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Case study Analysis	22 hours
	Final Paper	19 hours
	Final Exam Study	20 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	2. Final Written Exams = 60% 3. Team Course work = 40%	

5. RECOMMENDED READING

Douvis S. (2006). Tennis. Artwork Publications, Αθήνα.

Douvis J. (2016). Course Notes.

(MAE067) OLYMPIC EDUCATION**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	MAE067	SEMESTER	ELECTIVE
COURSE TITLE ΜΑΘΗΜΑΤΟΣ	OLYMPIC EDUCATION		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		3	4
COURSE TYPE:	General background		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/modules/auth/opencourses.php?fc=31		

2. LEARNING OUTCOMES

- Approach historically and get acquainted with the background of the creation of the International Olympic Academy and the National Olympic Academies and their role in the development of the Olympic Educational Programs.
- The students to recognize the challenges and the opportunities for development and application of Olympic Educational Programs.
- Approach scientifically, analyze and apprehend the concepts of Olympic Pedagogy, Olympic Education, Olympism and the ways to teach them.
- Get familiarised with the various theoretical approaches of Olympic Education and its application in schools.
- Get familiarised with the application practices and the problems of an Olympic Education program as one was applied during the Olympic Games of Athens 2004 and its evaluation.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

In the course Olympic Education the following units are taught, that are part of the course's syllabus:

- The creation, the operation and the background of the foundation of the International Olympic Academy.
- The role and the goals of the National Olympic Academies.
- Olympic education: The theoretical framework of Olympic education.
- Methods of teaching Olympic Education.
- Principles and values of the Olympic movement.
- Program for teaching Olympic Values Educational Program (OVEP).
- Olympic Education programs during the Olympic Games.
- Olympism today and the promotion of Olympic Principles.
- Evaluation of Olympic Education programs.

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Hours Workload
	Interactive lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study and analysis of the suggested reading	10 hours
	Project and writing of assignment	21 hours

	Study for the final exams (non-directed study)	30 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ECTS)
STUDENT EVALUATION	<i>The evaluation is realized taking into account the final grade in the oral exams, the participation and the performance in the projects and the participation – presence in the lectures of the course.</i>	

5 RECOMMENDED READING

- *Suggested Reading:*

- Koulouri, Ch., Georgiadis, K., The International Olympic Academy, History of an Olympic Institution, Athens 2011.
- Naul, R., Gessmann, R., Wick, U., Olympische Erziehung in Schule und Verein, Frankfurt am Main 2008.
- Naul, R., Olympic Education, Meyer & Meyer Verlag, 2008.
- Mueller, M., Pierre de Coubertin: Olympism, Lausanne 2000.
- Georgiadis K., “Le programme d’éducation olympique du COJO 2004 et du ministère hellénique de l’Éducation”, and “Education olympique : un cadre théorique”, Éducation et Olympisme en Europe, sous la direction de Éric Monnin, Jean-François Loudcher et Gilles Ferréol, Didactique et Humanités, Université de Technologie de Belfort-Monbéliard, 2012, pages 61-72 and 121-128 respectively.
- Georgiadis K. (Ed.), 50 Years International Olympic Academy. Inspirations and Memories, IOA, Athens 2011, pp. 1-297.
- International Olympic Academy Sessions’ proceedings.

(MAE068) ETHICS IN SPORT AND ENTREPRENEURSHIP**COURSE OUTLINE****1. GENERAL**

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF STUDIES	Undergraduate		
COURSE CODE	MAE068	SEMESTER	ELECTIVE
COURSE TITLE	ETHICS IN SPORT AND ENTREPRENEURSHIP		
TEACHING ACTIVITIES	HOURS PER WEEK		ECTS
Lectures	3		4
COURSE TYPE:	General background		
PREREQUISITES:	None		
TEACHING LANGUAGE:	Greek		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://eclass.uop.gr/courses/OMA219/		

2. LEARNING OUTCOMES

- Offers basic knowledge in philosophy and ethics.
- Offers basic knowledge in business ethics and code of conduct.
- Research and knowledge in sport and entrepreneurship principles evaluation.
- Students understand the goals of the philosophical approach to sport and entrepreneurship.
- Students understand the concepts of sport and business ethics.
- Students get familiarized with the basic schools of ethics and the methodology of research in ethics.
- Students approach and reflect about business ethics, code of conduct and ethical economy.
- Students approach and understand the contribution of sport to the promotion of health and education and apprehend its humanistic dimension.
- Students approach, appreciate and discuss on issues like the gender equality, reasons of doping, honesty and dishonesty in sport, commercialization of sport, children's rights in sport.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- The purpose of the historic and philosophical approach to sport and entrepreneurship.
- Definitions of philosophy, ethics, sport ethics, business ethics.
- Basic schools of ethics.
- Research methodology in ethics.
- Business ethics and code of conduct.
- Ethical economy.
- Code of conduct and ethics in businesses.
- Analysis of texts in order to justify the existence of sport as an institution of the society.
- Sport as means of health promotion.
- Sport as means of education.
- The humanistic dimension of sport.
- What is virtue.
- Virtue as moral value.
- Aristotle's definition of virtue.
- The society of the 21st century.
- Technology and philosophy.
- Sport values.
- Honesty and dishonesty in Sport.
- Reasons for doping.
- Cultural dilemmas and gender equality in Sport and the Olympic Movement.
- Children's rights in sport.
- Commercialization and sport.
- Pain and injuries in Sport.

- Sport management focusing on its values.
- Moral obligations of the sport administration.
- Athletes and Heroes.
- Olympism, Olympic values, etc.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Hours Workload
	Interactive lectures (13 teaching weeks, 3 hours per week)	39 hours
	Study and analysis of the suggested reading	10 hours
	Project	21 hours
	Study for the final exams (non-directed study)	30 hours
	Total Course workload (25 hours per credit unit)	100 hours (4 ects)
STUDENT EVALUATION	<i>The evaluation is realized taking into account the final grade in the oral exams, the participation and the performance in the projects and the participation – presence in the lectures of the course.</i>	

5 RECOMMENDED READING

- Suggested Reading:

- Mouratidis, I., Introduction to Ancient Greek Philosophy, Issues of Philosophy of Physical Education and Sport, Thessaloniki 2009.
- Thanopoulos, I., Business Ethics and code of conduct, Athens 2013.
- Simon R., Fairplay the Ethics of Sport, Colorado Oxford 2004.
- Tomlinson A., Fleming Sc., Ethics, Sport and Leisure: Crises and Critiques, University of Brighton 1995.
- Morgan William J., Meier Klaus V., Philosophic inquiry in sport, Human Kinetics, Illinois 1998.
- Miller St., translation Stampoulis Ch. (1995) Ancient Greek Sport, Ideal and Reality, Athens 1995.

- Selected scientific journals:

- Journal: Philosophy of sport

(MAE069) Organization of futsal and beach volley

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate (1st cycle of studies)		
COURSE CODE	MAE069	SEMESTER	ELECTIVE
COURSE TITLE	Organization of futsal and beach volley		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		general background	
PREREQUISITES:		None	
TEACHING LANGUAGE:		Greek	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		Yes	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php?fc=31	

2. Learning Outcomes

Level of knowledge The aim of the subject is to introduce team sports futsal- beach bolley, historical retrospective analysis of big sp events until today worldwide and the acquisition of knowledge by students on practical aspects of the organizati futsal- beach volley such as managing a sports team, the new arbitration rules of both sports and the regulations two sports.
Skill level At the end of the course the students will be able to organize and implement techniques for methodological development of team sports. They can be able to thoroughly analyze organizing characteristics of two team spor on the court and off.
Attitudes level They will sense the importance of modern organization and international organizing structures worldwide level, they will be motivated to integrate the tools they learn in their professional work when and where needed.
General abilities
Search, analysis and synthesis of data and information, with the use of the required technologies <ul style="list-style-type: none">• Decision making• autonomous work• Criticism and self-criticism• Teamwork• Promotion of free, creative and inductive thinking• Working in an international environment

- Generating new research ideas

3. COURSE CONTENTS

1. What is the futsal beach volley, Historical retrospect - evolution - international events
2. How football futsal – beach volley is played- REGULATIONS PART (GENERAL RULES)
3. REGULATIONS PART B (SPECIFIC RULES)
4. Organisation of the Panhellenic Association of football clubs futsal- beach volley. Executive Board of Beach Volley. What is and what its relationship with E.P.O. and Greek Volleyball Federation - organization- management - goals - strategic plan.
5. Methods and ways of developing futsal - beach volley FOR GREECE and Europe.
6. Training , development of futsal - beach volley FOR GREECE PART B
7. Organization of Education of specific team sports .SCHOOLS & SEMINARS for futsal- beach volley REFEREES - STRUCTURE AND ORGANIZATION OF THEM - TRAININGS & TEST FOR REFEREES EVALUATION.
8. Analysis of the technicals and regulars in futsal - beach volley
9. SCHOOLS & SEMINARS FOR FUTSAL- BEACH VOLLEY TRAINERS.
10. Futsal - beach volley teams PART A - WHAT IS (IN GREECE - EXTERNAL) - OCCUPATIONAL - amateur - THEIR LEGAL FORM - MANAGEMENT AND ORGANIZATION OF THEM
11. Futsal - beach volley teams PART B - How can established a team - costs - conditions for proper function - necessary training premises
12. MEDIA AND futsal - beach volley - SPONSORSHIPS & GRANTS
13. THE PROBLEMS FACING THE futsal - beach volley IN GREECE – REALISTIC PROPOSALS FOR THEIR SOLUTION.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	In the classroom (face to face)	
Information technology and telecommunications equipment	The e-class will be used for posting course materials, e-mail to communicate with students and the electronic platform of the Secretariat for the suspension of student scores.	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Study and literature analysis	26 hours
	Study and preparation of written work	35 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	The assessment takes into account the grade of written project, the participation-presence of students in lectures and the written exams.	

5. RECOMMENDED READING

Notes by Professor

(ΞΓ007) ENGLISH TERMINOLOGY OF SPORT MANAGEMENT

COURSE OUTLINE

1. GENERAL

FACULTY	Faculty of Human Movement and Quality of Life Sciences		
DEPARTMENT	Department of Sports Organization and Management		
LEVEL OF COURSE	Undergraduate		
COURSE CODE	ΞΓ007	SEMESTER	ELECTIVE
COURSE TITLE	ENGLISH TERMINOLOGY OF SPORT MANAGEMENT		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures and Tutorial exercises		3	4
COURSE TYPE:		OBLIGATORY elective	
PREREQUISITES:		NO	
TEACHING LANGUAGE:		GREEK	
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:		YES	
URL:		https://eclass.uop.gr/modules/auth/opencourses.php	

2. Learning Outcomes

Completing the course the students should be able to comprehend: The meaning of the technical language used in the sphere of sport activities. Terms met in the different components of the sport management science include mega events management, venue management, international federations' procedures etc. In addition to the analysis of the terms as met in the sports environment, terms and definitions of the basic principles of management are provided to complete the terminology used in sport management settings.

General abilities

Search and analysis of international literature
Planning and structuring the coursework through thorough recourse examination
Promotion of critical thinking through case study analysis
Submitting based on guidelines and time limits
Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

The examination of terms deals with:

- International Federations Policy Documents and Rules
- Technical Language of the Operational Venue Planning
- The bid document, the contracts and the planning of events internationally
- The theoretical aspects of sports management
- The developmental actions and documents of international bodies as such IOC

Key Words: sports terms, sports terminology, sport rules, venue operation plans

4. TEACHING AND LEARNING METHODS - ASSESSMENT

Teaching methods	Lecturing and Case studies Analysis	
Information technology and telecommunications equipment	Lecturing Support through eclass platform Presentation of original digital and paper IOC and International Federations Policy Documents and Bid File	
Students Assessment	<i>Teaching Activities</i>	<i>Hours workload</i>
	Lectures	39 hours
	Case study/Sports Bodies Documents Analysis	31 hours
	Seminar	30 hours
	Total contact hours and training	100 hours (4 ects)
STUDENTS EVALUATION	Final Written Exams = 100%	

5. RECOMMENDED READING

A. Vrondou, O. (2014). Lecture Notes, http://eclass.uop.gr . UoP, Sparta. P. Kontopodis, (2006) English for Sports Purposes 960-901135-5-4 Also: 1. Olympic Charter, IOC, www.olympic.org 2. FIFA regulations, www.fifa.org 3. Olympic Lexicon, IOC, www.olympic.org
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STUDY GUIDE

POSTGRADUATE PROGRAM

**Management and Administration of Sport Organizations and Enterprises
(M.Sc./ Ph.D.)**

STUDY GUIDE

POSTGRADUATE PROGRAM

**Olympic Studies, Olympic Education, Organization and Management of Olympic Events
(M.Sc.)**

**THE HISTORY AND PHILOSOPHY OF SPORT IN ANTIQUITY:
THE BIRTH OF SPORT AND ITS EVOLUTION**

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	OΣ YII 011	SEMESTER	1 st
COURSE TITLE	The history and philosophy of sport in Antiquity: the birth of sport and its evolution		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	6
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://www.dropbox.com/home/2015-16/Module%201.1		

2. LEARNING OUTCOMES

<p>This module will examine the development of Greek and Roman sport from the Bronze Age to the demise of pagan athletic festivals in late antiquity. The lectures will follow a chronological and thematic sequence and emphasis will lie equally on both the development of formal aspects of sport (e.g. techniques and rules of individual events; prizes; historical development of Pan-Hellenic and local games etc) as well as its social ramifications. Moreover, the module will provide an introduction to the written and material evidence germane to the reconstruction of the history of sport in the ancient world and will encourage students to use that evidence critically and analytically.</p> <p>After having attended the course the postgraduates will be able to:</p> <ul style="list-style-type: none"> • Realize the evolution of Physical Education from the early Minoan world until the later Roman years. • Understand the Pan-Hellenic sacred Games (Olympia, Isthmia, Nemea, Pythia) as well as their social

aspects.

- Comprehend the art of training, the role of gymnastics in children's education and the participation of women in Physical activities.
- Realize the connection of Physical activity, education, religion, war, entertainment etc.
- Understand the social, ethical and philosophical aspects of ancient Greek Sports.
- Realize the liaison between politics and Sports.
- Deepen their knowledge concerning the concepts of: agon (struggle), Olympic truce, athletics, fair play.
- Promote their critical way of thinking by achieving a theoretical background which will enable them to evaluate and criticize contemporary athletics with the suitable arguments.

General abilities

At the Master's degree program, students and professors from different countries participate. Consequently, they acquire all the following abilities:

- Critical thinking
- Promotion of free, creative and inductive thinking
- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Autonomous work
- Teamwork
- Decision-making process
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- Introduction. What is Sport? The Primary Sources
- Historical and Geographical Background
- Pre – Olympics, Minoan Society
- Homeric poems
- The Agon and its Significance
- Qualifying for the Olympics
- Visiting the Olympics
- Training for the Olympics
- Site of Olympia with plan
- Organization of Olympics
- Athletic Events and Problems
- Races, Pentathlon, Jump, Javelin, Wrestling, Boxing, Pankration
- Equestrian events
- Women in ancient Sport
- Athletes of Olympic Games - The geographical origin and the social background of ancient Olympic victors.

- Gymnasion and physical education. The institution of Ephebeia.
- The Olympic Games apart from those in Olympia –The examples of Macedonia and Antioch. – Actia Games
- The spread of Greek athletics in the Hellenistic period. Greek and Roman sports in late antiquity - Athletic games during the worship of Roman emperors
- Music and athletics. The coexistence of athletic games and cultural events in the ancient Greek world - The example of Panathenaic Games
- Health perspectives through physical education in the Ancient Greek World.

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Using information technology, communication equipment and networks for enhancing organization, evaluation and exploitation of information so the students will derive contemporary and updated scientific knowledge. • Using selected Greek and international databases. Required devices for the acquisition of knowledge in understanding concepts being presented in the lectures. • All essays are submitted electronically. • With e-mails we sent to students' specific educational material or URLs that enable them to derive more information for achieving the objectives of the course. 	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	20 hours (0,8 ECTS)
	Assignment	60 hours (2,4 ECTS)
	Study for the final exams (non-directed study)	30 hours (1,2 ECTS)
	<i>Total Course workload (25 hours per credit unit)</i>	150 hours (6 ECTS)

<p>STUDENT EVALUATION</p>	<p><i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i></p>
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5	RECOMMENDED READING
	<ul style="list-style-type: none"> • Golden, Mark, Sport in the Ancient World from A to Z, London; New York: Routledge, 2004. • Golden, Mark, Sport and Society in Ancient Greece, Cambridge; New York: Cambridge University Press, 1998. • Kyle, Donald G., Athletics in Ancient Athens, Leiden: E.J. Brill, 1987. • Kyle, Donald G., Sport and Spectacle in the Ancient World, Malden, MA; Oxford: Blackwell Pub., 2007 • Miller, Stephen G., Ancient Greek Athletics, New Haven: Yale University Press, 2004. • Miller, Stephen G., Arete: Greek Sports from Ancient Sources, Berkeley: University of California Press, 2004. • Valavanis, Panos, Games and Sanctuaries in Ancient Greece: Olympia, Delphi, Isthmia, Nemea, Athens, Los Angeles: Getty Publications, 2004.

THE MODERN OLYMPIC GAMES

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	ΟΣ ΥΠ 012	SEMESTER	1 st
COURSE TITLE	The modern Olympic Games (revival, historic development of the Summer and Winter Olympic Games – social, political and cultural aspects of the Olympic Games – Olympic Institutions – Olympic Law)		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	6
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://www.dropbox.com/home/2015-16/Module1.2		

2. LEARNING OUTCOMES

<ul style="list-style-type: none"> • The course broadens the knowledge and sharpens the critical ability of the students regarding the historical, socio-cultural, political, financial and educational dimensions of the Olympic Movement. • Familiarizes the students with educational experiences and procedures that enable them to develop their critical thinking and conceive the deeper meaning of the Olympic Movement. • The students approach, broaden and apprehend the ideological currents of the Olympic Games' revival and the ideas of Baron Pierre de Coubertin. • The students apprehend and perceive the humanistic dimension of the Olympic Games. • The students analyse with a critical approach the Olympic Games in relation with the political and economical systems.
General abilities

At the Master's degree program, students and professors from different countries participate. Consequently, they acquire all the following abilities:

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- Historical presentation of the contemporary Summer and Winter Olympic Games.
- The economic dimensions of the Olympic Games (costs and benefits of the Olympic Games).
- The socio-cultural dimension of the Olympic Games (female participation to the Olympic Games, opening and closing ceremonies, volunteerism, etc.)
- Political dimensions of the Olympic Games (relation between politics and mega sporting events, the Olympic boycotts).
- Educational parameters of the Olympic Games (Olympic Education programs at the Olympic and Paralympic Games).
- The idea of truce as political or educational idea?
- Environment and Olympic Games.
- Legacy of the Olympic Games.
- Olympic Games and Media.

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	In the classroom (face to face).
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Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	20 hours (0,8 ECTS)
	Project	60 hours (2,4 ECTS)
	Study for the final exams (non-directed study)	30 hours (1,2 ECTS)
	Total Course workload (25 hours per credit unit)	150 hours (6 ECTS)
STUDENT EVALUATION	<i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i>	

- ***Suggested Reading:***

- Georgiadis, K., Olympic Revival The revival of Olympic Games in modern times, Athens 2003.
- Barney, Robert “Ed.”, Rethinking the Olympics, Cultural Histories of Modern Olympic Games, London, Ontario 2009.
- MacAloon, John, This Great Symbol.. Pierre de Coubertin at the origins of the Modern Olympic Games, Routledge 2009.
- Young, David, The Modern Olympics: A struggle for revival. Baltimore and London 1996.
- Guttman, Allen, The Olympic..A History of the modern games, University of Illinois Press 2002.
- Chappelet, Jean – Loup and Brenda Kubler – Mabbott., The international Olympic Committee and the Olympic system: the governance of world sport. London, New York: Routledge, 2008.
- Lienhard, P. and Preuss, H., Legacy, *Sustainability and CSR at Mega Sports Events*, Wiesbaden, 2014.

Girginov, V. (ed.), *Handbook of the London 2012 Olympic and Paralympic Games, Vol. 1, Making the Games*, Routledge, London and New York, 2013.

**OLYMPIC PEDAGOGY I:
DEVELOPMENT AND IMPLEMENTATION
OF OLYMPIC EDUCATION PROGRAMS IN SCHOOL**

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate Program of Studies		
COURSE CODE	ΟΣ ΥΠ 014	SEMESTER	1 st
COURSE TITLE ΜΑΘΗΜΑΤΟΣ	Olympic Pedagogy I: Development and implementation of Olympic education programs in school		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	6
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://www.dropbox.com/home/2015-16/Module1.3		

2. LEARNING OUTCOMES

<ul style="list-style-type: none"> • To approach historically and learn the background of the International Olympic Academy and the National Olympic Academies' creation and their role to the development of Olympic Education Programs. • To show competence in distinguishing the points which make the Olympic Philosophy a distinct field of the Educational Philosophy. • The students to recognize the challenges and the opportunities for the development and implementation of Olympic Education Programs. • To realize that the aim and the values of Olympic Education have been evolved upon a period of time adapted in the rapid growth of the sports and the social changes.
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- To comprehend the concepts of Olympic Pedagogy, Olympic Education and Olympism.
- To be familiar with the different theoretical approaches of Olympic Education and its implementation in schools.
- To demonstrate the values of Olympic Education and to give examples of them from the everyday life.
- To put Olympic Education objectives in the three domains of the pupils, the cognitive, psychomotor and affective.

General abilities

At the Master's degree program, students and professors from different countries participate. Consequently, they acquire all the following abilities:

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

At the course Olympic Pedagogy of the Master's degree program, the following units are taught, that form part of the course's syllabus:

- The educational symbolism of Olympia: visit the archeological site.
- The creation, operation and background of the foundation of the International Olympic Academy.
- The role and the goals of the National Olympic Academies.
- Olympic Education: The theoretical framework of Olympic Education.
- Principles and values of the Olympic Movement.
- Content model of curriculum planning.
- Objectives' model of curriculum planning.
- Developmental model of Curriculum planning.
- The Educational Values of Olympism Analysis of IOC's (2007). Teaching Values: An Olympic Education toolkit.
- Presentation of deferent teaching method recommended for values based teaching approaches.
- Olympic Values Education in practice.
- Olympism today and the promotion of the Olympic Principles.

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures (13 teaching weeks, 3 hours per week)	40 hours (1,6 ECTS)
	Study of the suggested reading	20 hours (0,8 ECTS)
	Project	60 hours (2,4 ECTS)
	Study for the final exams (non-directed study)	30 hours (1,2 ECTS)
	<i>Total Course workload (25 hours per credit unit)</i>	150 hours (6 ECTS)
STUDENT EVALUATION	<p><i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i></p>	

- Suggested Reading:

- Koulouri, Ch., Georgiadis, K., The International Olympic Academy, History of an Olympic Institution, Athens 2011.
- Naul, R., Gessmann, R., Wick, U., Olympische Erziehung in Schule und Verein, Frankfurt am Main 2008.
- Naul, R., Olympic Education, Meyer & Meyer Verlag, 2008.
- Mueller, M., Pierre de Coubertin: Olympism, Lausanne 2000.
- Georgiadis K. (Ed.), 50 Years International Olympic Academy. Inspirations and Memories, IOA, Athens 2011, pp. 1-297.
- Georgiadis, K. (2014). The educational value of Olympism, in: Olympic Values: Respect for diversity, 54th International Session for Young Participants (Ancient Olympia, 15-29/6/2014), Athens, IOA/IOC, 2015 (under publication).
- Georgiadis, K. (2002). International Understanding through Olympic Education, in: Forty-second Session, (pp. 70-82), 24 July- 8 August 2002 (Ancient Olympia, 24/7-8/8/2002), Athens, IOA/IOC, 2003.
- Georgiadis, K. (2007). The Olympic Education Programme of ATHOC 2004 and the Hellenic Ministry of Education, in: 1st International Session for Olympic Medallists, 25- 30 July 2007, Proceedings, (pp. 23-57). Ancient Olympia, 25-30/7/2007), Athens, IOA/IOC, 2009.
- Naul, R. (2008). Olympic Education. Meyer & Meyer Verlag.
- Mueller, M. (2000). Pierre de Coubertin: Olympism, Lausanne.
- Georgiadis K. (Ed.), (2011). 50 Years International Olympic Academy. Inspirations and Memories, (pp. 1-297). Athens: IOA.
- Bloom, B.S. et al. (1956). Taxonomy of educational objectives. I: Cognitive Domain. London: Longman.
- Kelly, V.A. (2009). The curriculum theory and practice, 6th edition. London: Sage.
- Mountakis, C. (2015). Curriculum development in Olympic education. Part I.& Part II (Notices for students). Ancient Olympia.
- Tyler, R. (1949). Basic Principles of Curriculum and Instruction. Chicago: University of Chicago Press.
 - International Olympic Academy Sessions' proceedings.

SPORT AND ETHICS- OLYMPIC PHILOSOPHY

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate Program of Studies		
COURSE CODE	OΣ ΥΠ 013	SEMESTER	1 st
COURSE TITLE	Sport and Ethics-Olympic Philosophy		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	6
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://www.dropbox.com/home/2015-16/Module%201.4		

2. LEARNING OUTCOMES

By the end of the course the students are expected to develop the following skills or learning outcomes:	
<ul style="list-style-type: none">• Understand the basic skills of philosophic inquiry• Acquire the specific philosophic skills of conceptual analysis, argument construction, and theory development	
Comprehend the basic theoretical frameworks with which to analyze sport and Olympic issues philosophically.	
General abilities	

- Search and analysis of international literature
- Promotion of critical thinking through case study analysis
- Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

- Introduction to the Philosophy of Sport
- Philosophical thinking and conceptual analysis
- The Concept of Sport
- What's Wrong with Doping?
- Sport and Art
- Martial Arts Concepts
- Olympism and Multi-culturalism
- De Coubertin and the Religio Athletae
- Sport for Development and Peace
- Theories of sport
- Olympism as a moral approach to sport
- The inner morality of Olympism
- The Youth Olympic Games and Olympism
- Competitive sport and international relations at the Olympic Games
- Reconsidering the Olympic Program
- Expatriate coaching and Olympism
- Olympism, and FIFA's ban of the hijab

4. TEACHING AND LEARNING METHODS - ASSESSMENT

TEACHING METHODS	Lectures, Presentations, workshops, Field Trips	
Information technology and telecommunications equipment	Lecturing Support through e-class platform, Video and PowerPoint Projection	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures (20 hours per week)	40 hours (1,6 ECTS)

	Study of the suggested reading	20 hours (0,8 ECTS)
	Assignment	60 hours (2,4 ECTS)
	Study for the final exams (non-directed study)	30 hours (1,2 ECTS)
	<i>Total Course workload (25 hours per credit unit)</i>	150 hours (6 ECTS)
STUDENT EVALUATION	1. WRITTEN EXAMS (accounts for 60% of your final grade). 2. SHORT ESSAYS up to 2.000 – 3.000 words (accounts for 40% of your final grade)	

5	RECOMMENDED READING
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- Books/ Articles
- Jim Parry, Doping in the UK (Sport in Society, 9, 2, April 2006, pp. 269-296).
- Jim Parry, Sport, Art and the Aesthetic (Sport Science Review, 12, 1989, pp. 15-20)
- Jim Parry, Sport and Olympism: Universals and Multiculturalism (Journal of the Philosophy of Sport, 33, 2006, pp. 188-204).
- Jim Parry, The 'Religio Athletae', Olympism and Peace (in Parry J, et al: Spirituality and Sport, Routledge 2007, pp. 201-214) – reprinted in Georgiadis K and Syrigos A, Olympic Truce - sport as a platform for peace. Athens: International Olympic Truce Centre, 2009, pp. 37-49.
- Jim Parry, The Power of Sport in Peace-making and Peacekeeping Sport in Society, iFirst article, 2012, 1-13.
- Jim Parry, "The Youth Olympic Games—Some Ethical Issues," Sport, Ethics and Philosophy 6 (2012): 138-154.
- Robert L. Simon, "Internalism and Internal Values of Sport," Journal of the Philosophy of Sport 27 (2000): 1-17.
- Cesar R. Torres, "What Counts As Part of a Game? A Look at Skills," Journal of the Philosophy of Sport 27 (2000): 81-92.
- Cesar R. Torres, "Results or Participation?: Reconsidering Olympism's Approach to Competition," Quest 58 (2006): 242-254.
- Cesar R. Torres, "The Youth Olympic Games, Their Programs, and Olympism," paper written for the Olympic Studies Center-International Olympic Committee, (Lausanne, Switzerland). January 2011.
- Cesar R. Torres, "Morally Incompatible? An Analysis of the Relationship Between Competitive Sport and International Relations at the Olympic Games," SAIS Review of International Affairs 31 (2011): 3-16.
- Cesar R. Torres, "What Is Wrong With Playing High?," Journal of the Philosophy of Sport 36 (2009): 1-21.
- Cesar R. Torres, "Expatriate Coaching, Olympism and the Olympic Games," in Olympic Ethics and Philosophy, ed. Mike McNamee and Jim Parry (London and New York: Routledge, 2012), 187-202.
- Douglas W. McLaughlin and Cesar R. Torres, "A Moral Justification for a More Inclusive Olympic Program," Olympika: The International Journal of Olympic Studies 20 (2011): 55-78.
- Douglas W. McLaughlin and Cesar R. Torres, "More than Games. Olympism as a Moral Approach to Sport," in The Olympics and Philosophy, ed. Heather L. Reid and Michael W. Austin (Lexington, KY: The University Press of Kentucky, 2012), 101-116.
- Douglas W. McLaughlin and Cesar R. Torres, "A veil of Separation: Intersubjectivity, Olympism, and FIFA's Ban of the Hijab."

**RESEARCH METHODS IN SOCIAL SCIENCES
AND OLYMPIC STUDIES**

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	OΣ YII 022	SEMESTER	1 st
COURSE TITLE	Research methods in Social Sciences and Olympic Studies		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	6
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://www.dropbox.com/home/2015-16/Module%201.5		

2. LEARNING OUTCOMES

<p>After completing this course, students will be able to:</p> <ul style="list-style-type: none"> • follow and use basic skills for understanding and evaluating scientific research;,, • design and conduct their own original research in Social Sciences and Olympic Studies; • discuss important ethical issues in conducting research; • conduct a literature review for identifying scientific sources on their topic of interest;
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- compare quantitative and qualitative methods of describing and evaluating behavior;
- conduct research, read and evaluate research studies, and formulate research hypotheses;
- understand and define reliability and different types of validity;
- describe different ways to construct questionnaires and questionnaire responses;
- understand and conduct statistical power analysis;
- understand, calculate, and interpret basic statistical concepts and measures;
- identify the different approaches regarding the selection of participants;
- select quantitative data through basic experimental procedures and qualitative data through observational methods (interviews, surveys, focus groups and archives);
- understand in depth the steps to conduct and write a qualitative research study and/or a graduate thesis.

General abilities

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Adjustment to new situations
- Design and managing projects
- Demonstrate social, professional and ethical responsibility
- Decision-making process
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Production of new research ideas

3. COURSE CONTENTS

- Introduction to qualitative and quantitative methodology
- Qualitative data analysis
- Observational methods
- Basics on Content Analysis
- Interviews and Surveys
- Focus groups
- Questionnaire development and Attitude Scales
- Reliability, Validity and Standardization
- Basic on Power Analysis
- Writing a research project (guidelines, ethics and plagiarism)
- Preparing your data for analysis.
- Basic statistics (measures of central tendency, measures of variation, t-test, correlation and χ^2)

- Sampling and Normal distribution

All statistical concepts will be explained with IBM SPSS 22.

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	Teaching through both lectures in classroom and Open and Distance learning (ODL) by using an electronic platform (Moodle)	
Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Classroom lectures supported by PC, projector and free internet access • All lecture notes are offered via Asynchronous eLearning Services of University of Peloponnese the e-class platform • Printouts of research papers and case studies are distributed to all students in order to work in groups within the class, which are also available in the e-class page. • Communication of the instructor with the students is done via email and the e-class platform. • There is an evaluation procedure for the module and the instructor at the end of the semester as set by the University of Peloponnese and HQA's guidelines. 	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	40 hours (0,8 ECTS)
	Study and presentation of written assignments	30 hours (2,4 ECTS)
	Study for the final exams	40 hours (1,2 ECTS)

	<i>Total Course workload (25 hours per credit unit)</i>	150 hours (6 ECTS)
STUDENT EVALUATION	<p>✓ Individual written assignment– critical review of literature in a given topic (mandatory) (22%)</p> <p>✓ Written Exams (mandatory) (78%)</p> <p>Instructions for coursework:</p> <p><u>Individual assignment:</u> The paper's length must be around 1500 words $\pm 10\%$. References, tables, graphs and content are not counted in the abovementioned limit. It must be written using spacing 1.5 lines, font Times New Roman 12, and according to APA 6th edition publication manual.</p> <p>In the evaluation of both assignments the use of APA References system is mandatory and graded with 1 extra point.</p>	

5	RECOMMENDED READING
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Suggested Readings

- American Psychological Association. (2010). *Publication manual of the APA* (6th ed.). Washington, DC: APA.
- Coolican, H. (2009). *Research methods and statistics in psychology* (2nd ed.). New York, NY: Routledge.
- Giesen, D., Meertens, V., Vis-Visschers, R., & Beukenhorst, D. (2012). Questionnaire development. The Hague: Statistics Netherlands (**download for free**)
- Howell, D. C. (2014). *Fundamental statistics for the behavioral sciences* (8th ed.). Belmont, CA: Wadsworth.
- Stangor, C. (2011). *Research methods for the behavioral sciences* (4th ed.). Belmont, CA: Wadsworth **or**
- Stangor, C. (2014). *Research methods for the behavioral sciences* (5th ed.). Cengage Learning.
- Tracy, S. J. (2013). *Qualitative research methods: collecting evidence, crafting analysis, communicating impact*. Malden, MA: Wiley – Blackwell.
- Lovitts, B. E., & Wert, E. L. (2009). *Developing quality dissertations in the social sciences. A graduate student's guide to achieving excellence*. Sterling, VA: Stylus Publishing.

Articles

- Boote, D. N., & Beile, P. (2005). Scholars before researchers: On the centrality of the dissertation literature review in research preparation. *Educational Researcher*, 34(6), 3-15.
- Cohen, J. (1992). A new primer. *Psychological Bulletin*, 112, 155-159.
- Gould, D., Guinan, D., Greenleaf, C., & Chung, Y. (2002). Applied Research. *Sport Psychologist*, 16, 229-250.
- Martin, S. B., Morrow, J. R., Jackson, A. W., & Dunn, A. L. (2000). Variables related to meeting the CDC/ACSM physical activity guidelines. *Medicine and Science in Sports and Exercise*, 32(12), 2087-2092.
- Williams, S. J., & Kendall, L. R. (2007). A profile of sports science research (1983–2003). *Journal of Science and Medicine in Sport*, 10(4), 193-200.

ATTENTION: VERY IMPORTANT

Information about writing your thesis.

1. Writing your dissertation.

Available at www.studyskills.soton.ac.uk/.../Writing%20Your%20Dissertation.doc (**download for free**)

2. Guidelines for writing your Master's Thesis. Available at

<http://www.unk.edu/academics/gradstudies/admissions/grad-files/Grad%20Files/ThesisGdlnsFinal08.pdf> (**download for free**)

3. Ulrich, C., & Nedelcu, A. (2013). STUDENTS CAUGHT IN BETWEEN: ORIGINALITY AND THE TEMPTATION OF "CYBERPLAGIARISM". In *Conference proceedings of "eLearning and Software for Education" (eLSE)* (No. 01, pp. 92-97). Available at

<http://www.cceol.com/aspx/getdocument.aspx?logid=5&id=f797d7d70f1a4b4aa0ac19fab05987fa>
(**download for free**)

**OLYMPIC PEDAGOGY II: DEVELOPMENT AND IMPLEMENTATION
OF OLYMPIC EDUCATION PROGRAMMES FOR SCHOOLS**

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	ΟΣ ΥΠ 021	SEMESTER	1 st
COURSE TITLE	Olympic Pedagogy: Development and Implementation of Olympic education programmes for schools		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	7
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://www.dropbox.com/home/2014-2015/2nd% 20semester/Module% 202.1		

2. LEARNING OUTCOMES

<p>By the end of the course the students are expected to develop the following skills or learning outcomes.</p> <ul style="list-style-type: none"> • To comprehend the concepts of Olympic Pedagogy, Olympic Education and Olympism. • To be familiar with the various theoretical approaches of the Olympic education and its introduction to the schools. • To come across with the problems and challenges of the Olympic Education programme which was implemented at the 2004 Olympic Games in Athens • To be able to demonstrate the values of Olympic Education and to give examples of them from the everyday

life.

- To be able to put Olympic Education objectives in the three domains of the pupils, the cognitive, psychomotor and affective.
- To be able to make a curriculum for one or more years in a school, school district, or sport organization in their region.
- To identify the challenges and opportunities for developing and implementing Olympic Education initiatives in different cultural contexts.
- To demonstrate the methodologies recommended for values - based teaching approaches.

General abilities

At the Master's degree program, students and professors from different countries participate. Consequently, they acquire all the following abilities:

- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

- Historical presentation of the contemporary Summer and Winter Olympic Games.
- The main objective of the course is to enable the students to create Olympic Education curricula in their own countries. The lectures will be focused in the following subjects:
- To present to the students the theory of Olympic Pedagogy and the Olympic Values.
- To present to the students main questions concerning education such as narrow and wide sense of education, who has the responsibility to decide the content of education, centralized and decentralized educational systems etc
- To present to the students the main models for curriculum development.
- To present to the students the theory of developing a school curriculum based on Tyler's and Bloom.
- To discuss with the students the most appropriate model for the development of Olympic Education curricula.
- To present to the students the methodologies recommended for values – based teaching approaches.
- To present to the students the way Olympic Education was implemented to the Greek schools during the 2004 Olympic Games.

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge.	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	30 hours (1,2 ECTS)
	Assignment	70 hours (2,8 ECTS)
	Study for the final exams (non-directed study)	35 hours (1,4 ECTS)
	Total Course workload (25 hours per credit unit)	175 hours (7 ECTS)
STUDENT EVALUATION	<i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i>	

5	RECOMMENDED READING
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The students are given notices by the lecturer.
Also the students can use the library.

Required

- Bloom, B.S. et al. (1956). Taxonomy of educational objectives. I: Cognitive Domain. London: Longman.
- Kelly, V.A. (2009). The curriculum theory and practice, 6th edition. London: Sage.
- Mountakis, C. (2015). Curriculum development in Olympic education. Part I. & Part II (Notices for students). Ancient Olympia.
- Tyler, R. (1949). Basic Principles of Curriculum and Instruction. Chicago: University of Chicago Press.

Recommended:

- Hirst, P.H. and Peters, R.S. (1970). The logic of education. London: Routledge & Kegan Paul.
- Lawton, D. (1973). Social change, educational theory and curriculum planning. London: University of London Press.
- Lawton, D. (1975). Class, culture and the curriculum. London: Routledge & Kegan Paul.
- Lawton, D. (1983). Curriculum studies and educational planning. London: Edward Arnold.
- Wheeler, D.K. (1967). Curriculum Process. London: University of London Press.

**OLYMPIC GAMES AND MAJOR SPORTS EVENTS:
ORGANIZATION AND MANAGEMENT**

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate Program of Studies		
COURSE CODE	ΟΣ ΥΠ 023	SEMESTER	2 nd
COURSE TITLE	Olympic Games and major sports events: organization and management		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
	Lectures	20	7
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	No		
URL:	https://www.dropbox.com/home/2015-16/Module2.2		

2. LEARNING OUTCOMES

<ul style="list-style-type: none"> • The course broadens the knowledge of students in relation to the Organisation of Olympic Games and mega sporting events. • Sharpens the critical approach analysis of mega events in relation with the effects, the economic figures, and the benefits of the event. • The students broaden their knowledge and get a complete approach of the organization of the Olympic Games starting from the bid file submission up to the final staging of the Olympic Games. • The students realize the relation between technology, media, etc. with the organization of the Olympic Games and they are prepared to deal with these issues in practice.

General abilities

At the Master's degree program, students and professors from different countries participate. Consequently, they acquire all the following abilities:

- Retrieve, analyze and synthesize data and information with the use of the required technologies
- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Respect for the natural environment
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Autonomous work
- Critical thinking
- Teamwork
- Promotion of free, creative and inductive thinking
- Work in an international environment
- Work in a multidisciplinary environment
- Production of new research ideas

3. COURSE CONTENTS

The course approaches and analyzes issues concerning:

- The bid of the cities for the organization of the Olympic Games.
- The preparation stages of the Olympic Games.
- The relations between the Organising Committee with other international and national sporting institutions.
- The creation of the Organising Committee of Olympic Games and its relation with the government
- The role of the host City
- Planning the Games and the role of the International Federations
- Structuring Games pre and Games-time Human Resource recruitment
- Designing Olympic Venues: Temporary, Permanent, Overlays
- Functional Area planning and operating mode
- Strategic Planning of the Games, Concept of Operation, Model Venue Exercise
- Designing the Operational Plan per Venue
- Volunteer Recruiting, Training and Positioning
- Competition Management and Regulating
- The effects of the Olympic Games.
- The economic figures of the Olympic Games organization.
- The tangible and intangible legacy of the Olympic Games.

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	In the classroom (face to face).	
Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge. More specifically, the following are used: site of the IOA, library of the IOA, e-class, site of the Ministry of Culture, site of L.A. Foundation, IOC site, ISOH, etc.	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures	40 hours
	Study of the suggested reading	30 hours
	Project	70 hours
	Study for the final exams (non-directed study)	35 hours
	Total Course workload (25 hours per credit unit)	175 hours (7 ECTS)
STUDENT EVALUATION	<i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i>	

5	RECOMMENDED READING
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- ***Suggested Reading:***

- Chappelet, Jean – Loup and Brenda Kubler – Mabbott., The international Olympic Committee and the Olympic system: The governance of world sport. London, New York: Routledge, 2008.
- Preuss, Holger., The Economics of Staging the Olympics: A Comparison of the Games 1972-2008. Cheltenham 2006.
- Girginov Vassil, Handbook of the London 2012 Olympic and Paraolympic Games, Taylor and Francis 2013
- Lienhard, P. and Preuss, H., Legacy, *Sustainability and CSR at Mega Sports Events*, Wiesbaden, 2014.

SPORTS MARKETING AND OLYMPIC SPONSORING

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	OΣ YΠ 024	SEMESTER	2 nd
COURSE TITLE	Sports marketing and Olympic sponsoring		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	6
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://www.dropbox.com/home/2014-2015/2nd%20semester/M.2.3		

2. LEARNING OUTCOMES

By the end of the course the students are expected to develop the following skills or learning outcomes:	
<ul style="list-style-type: none">• Understand the historical overview of Olympic marketing• Describe the various Olympic marketing programs• Identify unique characteristics of sponsorship marketing• Describe the importance of sponsorship marketing.• Explain the relationship between sponsorship marketing and marketing in general.• Describe the overall process of attracting sponsorships.	

- Explain the overall implementation process of sponsorships

General abilities

- Search and analysis of international literature
- Promotion of critical thinking through case study analysis
- Develop creativity and structured expression through international case studies analysis

3. COURSE CONTENTS

- Historical overview of Olympic Marketing and organization of Olympic Marketing Programs
- Introduction to Sponsorship

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	Lectures, Presentations, workshops, Field Trips	
Information technology and telecommunications equipment	Lecturing Support through e-class platform, Video and PowerPoint Projection	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	20 hours (0,8 ECTS)
	Project	60 hours (2,4 ECTS)
	Study for the final exams (non-directed study)	30 hours (1,2 ECTS)

	<i>Total Course workload (25 hours per credit unit)</i>	150 hours (6 ECTS)
STUDENT EVALUATION	1. WRITTEN EXAMS (accounts for 60% of your final grade). 2. SHORT ESSAYS up to 2.000 – 3.000 words (accounts for 40% of your final grade)	

5	RECOMMENDED READING
	<ul style="list-style-type: none"> • Puig J.M. (2006). Olympic marketing: historical overview. University Lectures on the Olympics. Centre d'Estudis Olímpics (UAB) • Ellen L. (2010). Protecting Sponsors at the 2012 London Olympics. Mishcorn de Reya, London UK

OLYMPIC MOVEMENT AND INTERNATIONAL RELATIONS

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	ΟΣ ΕΠ 0201	SEMESTER	2 nd
COURSE TITLE	Olympic Movement and International relations		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
	Lectures	20	5
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://www.dropbox.com/home/2014-2015/2nd%20semester/01		

2. LEARNING OUTCOMES

<ul style="list-style-type: none">• The course broadens the knowledge and sharpens the critical ability of the students regarding the general structure of the Olympic Movement and opposing forces (political, archaeological)• Familiarizes the students with the ongoing dialogue that takes place between political and international organizations, the government and the Olympic Movement.• The students familiarize with the ways they can communicate with the national and international political institutions and develop techniques to approach them.• The students simulate the communication with the institution in order to implement in practice the principles and the values of the Olympic Movement.
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General abilities

At the Master's degree program, students and professors from different countries participate. Consequently, they acquire all the following abilities:

- Respect to diversity and multiculturalism and sensitivity towards gender issues
- Adjustment to new situations
- Demonstration of social, professional and moral responsibility
- Autonomous work
- Critical thinking
- Teamwork
- Work in an international environment
- Work in a multidisciplinary environment

3. COURSE CONTENTS

- Introduction
- Definition of relevant terms
- Globalization and sport
- International organization of sport
- Sport in the framework of international governmental organizations
- Sport governance
- The Impact of globalization on Sport Global Sport Governance
- International Organizations in the field of Sport (Governmental and Non-Governmental) United Nations, European Union, Council of Europe, CAS, WADA etc)
- Sport regulators
- Function of sport in modern times
- Development of sport into an international relations factor
- The Olympic Games as tool for international relations
- Sociocultural issues
- International politics and Olympic Movement
- Interference of state policy into sport
- The origins of Olympic Truce. Myths and reality
- Successes and Failures of Olympic Truce. Pros and cons
- 1896 – 1994: Why Olympic Truce was revived together with the modern Olympic Games?
- What is the meaning of Olympic Truce nowadays

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS

In the classroom (face to face).

Information technology and telecommunications equipment	Using of networks, internet sites and data bases so that the students come in contact with research methods and the updated scientific knowledge.	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	20 hours (0,8 ECTS)
	Assignment	40 hours (1,6 ECTS)
	Study for the final exams (non-directed study)	25 hours (1 ECTS)
	Total Course workload (25 hours per credit unit)	150 hours (5 ECTS)
STUDENT EVALUATION	<i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i>	

5	RECOMMENDED READING
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- Allison, L. (1993). The changing politics of sport. Manchester: Manchester University Press.
- Arnaud, P. & Riordan, J. (1998). Sport & international politics: the impact of fascism and communism on sport. Spon Press, London.
- Chatzigianni, E. (2012). United Nations and Sport. In Nauright, J. and Parrish, Ch. (eds), Sports Around the World: History, Culture and Practice (pp. 69-72). Santa Barbara, CA: ABC-Clio.
- Chatzigianni, E. (2014). Corporatism and pluralism in European Sport interest Representation. Journal of Sport Policy and Politics, 6(1), 19-36
- Chatzigianni, E. (2006). The International Olympic Committee (IOC) as an International Organization, Choregia, 2(1-2), 91-101
- Chappelet, J.L. & Kubler – Mabbott, B. (2008). The International Olympic Committee and the Olympic System: the governance of world sport (Global Institutions). Routledge, London.
- Espy, R. (1979). The politics of the Olympic Games. Los Angeles: University of California Press.
- Girginov, V. & Parry, J. (2005). The Olympic Games explained: a student's guide to the evolution of the modern Olympic Games. Routledge.
- Hill, Ch. (1996). Olympic politics: Athens to Atlanta. 2nd ed., Manchester: Manchester University Press
- Houlihan, B. (1994). Sport and international politics. New York: Harvester, Wheatsheaf.
- Hoolihan, B (2000). Politics & sport. In "Handbook of sport studies" (chapter 13: 213–227), Coakley, J. & Dunning, E. (eds), Sage.
- Miller, T., Lawrence, G., McKay, J. & Rowe. D. (2001). Globalization and sport. London: Sage.
- MacAloon, J. (1981). This great symbol: Pierre de Coubertin and the origins of the modern Olympic Games. Chicago: The University of Chicago Press.
- Miller, D. (1992). Olympic revolution: the Olympic autobiography of Juan Antonio Samaranch. Great Britain: Pavilion Books Ltd.
- The International Olympic Committee (IOC). (1996). One Hundred Years. Vol. 3: 1972-1996. Lausanne: IOC.
- United Nations (2003). Sport for Development and Peace: Towards Achieving the Millennium Development Goals
- United Nations (2003). Sport as means to promote health, education, development and peace. Resolution adopted by the General Assembly

**STRATEGIC AND OPERATIONAL PLANNING
OF MAJOR SPORTS EVENTS**

COURSE SYLLABUS

1. GENERAL

FACULTY	Human Movement and Quality of Life Sciences		
DEPARTMENT	Sports Organization and Management		
LEVEL OF STUDIES	Postgraduate		
COURSE CODE	OΣ EΠ 0203	SEMESTER	2 nd
COURSE TITLE	Strategic and operational planning of major sports events		
TEACHING ACTIVITIES		HOURS PER WEEK	ECTS
Lectures		20	5
COURSE TYPE:	Scientific Field		
PREREQUISITES:	None		
TEACHING LANGUAGE:	English		
COURSE CAN BE ATTENDED BY ERASMUS STUDENTS:	Yes		
URL:	https://www.dropbox.com/home/2014-2015/2nd%20semester/Module%2003		

2. LEARNING OUTCOMES

<ul style="list-style-type: none"> Plan and apply the appropriate strategies in corporate and business level for developing competitive advantage within sport organizations and enterprises Be familiar with the existing strategic management tools and be able to apply them to sport organizations and enterprises Be informed on the contemporary theories and practices of strategic management 	
General abilities	

- Search, analysis and synthesis of data and information, using appropriate technologies
- Planning and project management
- Decision making
- Autonomous work
- Critical thinking
- Team work
- Working in an international environment

3. COURSE CONTENTS

- Introduction to Strategic and Operational Planning
- The economic and social impact of major sport events
- Bidding for major sport events
- Feasibility study for major sport events
- Strategy formulation
- Strategy implementation
- Strategy evaluation
- Marketing of major sport events
- Human resource of major sport events
- Financial management of major sport events

4. TEACHING AND LEARNING METHODS – ASSESSMENT

TEACHING METHODS	In the classroom (face to face).
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Information technology and telecommunications equipment	<ul style="list-style-type: none"> • Lectures are taking place in classrooms equipped with computer and wireless projector, which can be linked to computers, tablets etc • All the educational material (notes, presentations, texts, pictures, etc) is provided through the e-class platform • Communicating with students is taking place via email and through the e-class platform, as well as via the use of e-class platform's forum which allows the interaction between students and professor • There is an evaluation procedure for the course and the lecturer(s) at the end of the semester as set by the University of Peloponnese and HQA's guidelines. • The use of Business Plan Pro software. The software provides everything students need to develop a professional business plan. More specifically the software has many features (texts, calculations and graphics) and helps students to create a complete Business Plan, ready for use. It contributes to a better assimilation and accommodation of knowledge by the students, offering them the opportunity to apply the theoretical frameworks in practice. <p>Use of educational Blue ocean Strategy simulation software. Blue Ocean Strategy is simulation software which allows students to test new strategies and methods while respecting market realities. The simulation trains students in strategic thinking and team-building, while helping them to develop the skills they need to lead a BOSS initiative in their future workplace. The BOSS experience is an invaluable step for students on their way to becoming sport managers as it offers them the opportunity to effectively implement the taught material in a series of business decisions in order to prepare for the real world of business and organizations.</p>	
Teaching Structure	Teaching Activities	Semester Workload Hours (ECTS)
	Interactive lectures 20 hours per week	40 hours (1,6 ECTS)
	Study of the suggested reading	20 hours (0,8 ECTS)
	Assignment	40 hours (1,6 ECTS)

	Study for the final exams (non-directed study)	25 hours (1 ECTS)
	Total Course workload (25 hours per credit unit)	125 hours (5 ECTS)
STUDENT EVALUATION	<p><i>The 60% of the evaluation is based on the final grade in the written exams, the 40% on the grade of the written assignment, as well as on their participation to the working groups and their active presence in the lectures of the course.</i></p>	

5	RECOMMENDED READING
<p><u>Books</u></p> <ul style="list-style-type: none"> Masterman, G. (2009) '<i>Strategic sports event management; an international approach</i>', Elsevier: Oxford. <p><u>Articles</u></p> <ul style="list-style-type: none"> Allen, J., O'Toole, W., Harris, R & McDonell, I. (2002) 'Risk management and legal issues' <i>Festival and Special Event Management</i> (3rd ed.) John Wiley & Sons: Milton, Qld, pp. 345-375. Hanlon, C. & Cuskelly, G. (2002), 'Pulsating Major Sport Event Organizations: A Framework for Inducting Managerial Personnel', <i>Event Management</i>, 7 (4), pp. 231-243. Hede, Anne-Marie, (2008), 'Managing Special Events in the New Era of the Triple Bottom Line', <i>Event Management</i>. 11 (1-2), pp. 13-22 Masterman, G. (2004) 'The sports planning process', <i>Strategic sports event management; an international approach</i>', Elsevier: Oxford, pp. 45-66. 	