



POST-GRADUATE PROGRAM IN

SPORTS MANAGEMENT

INSTITUTE PROSPECTUS 2024-25

University Partner

UMassAmherst | Isenberg School of Management



Dear Prospective Student,

It is my pleasure to welcome you to the Global Institute of Sports Business (GISB), a premium and experiential institute that offers India's leading and path breaking Post-Graduate Program in Sports Management.

We are witnessing continuous growth and rapid expansion across various sub-sectors of Indian Sports Ecosystem. In order to support such growth, we need qualified and well-trained management cadres with right values, vision and intellect to drive the change. Therefore, it's imperative to have **quality world class sports management education** for learners like you who are passionate for developing sports in our country.

We present a distinct opportunity for you to combine **rigorous academic study** with **hands-on learning experiences**. This involves undertaking comprehensive industry **research** and participating in live **projects** alongside respected faculty members, industry professionals, and fellow students.

As you embark on this exciting journey of academic and personal growth, you will be joining a vibrant and dynamic community of professionals striving to equip you with the skills required to get your foot in the door and achieve success in the sports industry. **Industry Placement** and **Career Creation** are our key focus areas and thanks to our International Education Partner, high-profile industry affiliates, experienced faculty body & global & domestic professional placement opportunities, we ensure that Indian students no longer have to go abroad in order to get access to world class sports education.

I invite you to explore the Post-Graduate Program in Sports Management and discover the opportunities that await you. We look forward to welcoming you to the GISB family, and supporting you on your journey to transform your passion for sports into your profession!

Sincerely,

Gaurav Modwel Chancellor, Global Institute of Sports Business We, at the Global Institute of Sports Business (GISB), are committed to the mission of empowering the next generation of sports professionals with relevant skills, knowledge, connections and employability by developing and delivering programs and pedagogy which is innovation driven, industry led and research based. Our programs are designed to challenge, to inspire, and to empower you with the requisite knowledge and skills necessary to make a positive impact in the global sports industry from the first day.

With a stellar track record in hosting mega-events, India is not just an emerging sporting destination but a global force, attracting investments and turning heads.

The rise of sports icons like Neeraj Chopra, PV Sindhu, Smriti Mandhana, Sunil Chhetri, and others signals a **transformative shift from cricket-centric dominance to a diverse, multi-sport nation**. As we celebrate these heroes, India's sporting identity undergoes a powerful transformation.

The advent of ground-breaking initiatives like the Indian Super League, Pro Kabaddi League, Ultimate Kho Kho, Tennis Premier League, Prime Volleyball League, and Ultimate Table Tennis among others, is reshaping the landscape of Indian sports, fueling widespread employment opportunities. Concurrently, government-backed initiatives such as Fit India & Khelo India are fostering awareness and elevating the overall understanding of sports and fitness.

The technology sector is also witnessing dynamic growth in sports, with E-sports, Fantasy Sports, and Gaming platforms like Dream11, MPL, NODWIN Gaming, PayTM First Games, etc., expanding the canvas of the sports ecosystem. This expansion, coupled with local sports movements, is creating a **robust platform to engage with the new generation of fans and users.**

As the Indian sports landscape undergoes rapid expansion, there is a pressing **demand for skilled sports management professionals** to take up critical roles and advocate for the establishment of new positions. The paradigm has shifted from the era of exclusively hiring ex-professional and semi-professional athletes. Today, the industry seeks individuals who understand the business of sport, seamlessly blending their knowledge with passion to contribute to the sustained growth of the sector.

The global sports sector commands a staggering \$700 billion, standing tall as a powerhouse of revenue and job opportunities. Closer to home, India's sports industry, now valued at \$3.5 billion, is on a dynamic growth trajectory, fueled by a burgeoning population and an expanding middle class.



























TYPES OF SPORTS

MARKETING

Marketing & Brand Management Sponsorship Media Management Fan Development Digital & Social Media Marketing

ADMINISTRATION

Financial Planning & Management Accounting Information Technology Human Resources Law

OPERATIONS

Event Management
Facilities Management
Broadcast & Media Production
Team Manager
Academy & Grassroots Manager

AGENCY

Strategic Consulting
Public Relations
Sponsorship & Media Rights Sales
Athlete Management
Hospitality

INDUSTRY FACT

The Sports Management sector in India is growing at approximately 15% per annum (source: DataPOWA) which is far more than the average growth rate of 5% worldwide. In 2023, the sports sponsorship market recorded a total revenue of

RS.15,766 CRORES

(approximately \$1.9 billion), marking an 11% incremental value over the previous year.







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pedagogy, encompassing a comprehensive curriculum, industry projects, collaborative group activities, and real-world case simulations. delivers an unparalleled and highly engaging learning experience.



Programs bring together top executives in global sport as speakers, enabling students to network and interact with the industry's leading decision makers.



Hands-on methodology & structured industry exposure ensure that students are consistently immersed in the real-world dynamics of the sports industry.



Courses are meticulously crafted to equip students with the essential skills & cutting-edge tools needed excel and secure employment in the competitive sports industry.

WHY









TRANSFORM YOUR PASSION FOR SPORTS INTO YOUR PROFESSION!





PROGRAM

The flagship program at Global Institute of Sports Business is the Post-Graduate Program in Sports Management.

The program is certified by the #1 Sports Management Program in the World - The University of Massachusetts Amherst's - Mark H. McCormack Department of Sports Management.

Recipient of the coveted Mid Day Education Excellence Awards 2019 and the prestigious India's Education Excellence Award 2022, GISB stands tall as the unrivaled leader in Sports Management education nationwide, setting a new standard of excellence and innovation in the field.



The Global Institute of Sports Business (GISB) has formed an Educational Partnership with the University of Massachusetts Amherst's Mark H. McCormack Department of Sport Management. This collaboration ensures that GISB students have access to premier master's level core sport management courses, a best-practice curriculum, and experienced international faculty.

The Mark H. McCormack Department of Sport Management at UMass Amherst, housed within the Isenberg School of Management, is the #1 globally ranked sport management program. With a legacy as one of the oldest sport management programs globally, the McCormack Department boasts a network of over 5,000 alumni, including leaders and innovators across the commercial global sports industry.

In GISB, we see a trusted partner that is committed to provide substantive, industry designed training for intelligent and driven students looking to impact the Indian sports ecosystem.

Will Norton, Director, McCormack Center for Sport Research & Education





RECENT GRADUATES

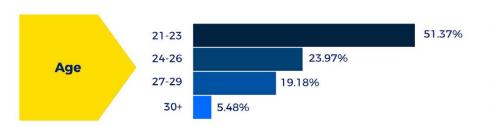
Fresh graduates from any background looking to embark on a fulfilling career in sports management. The program equips them with the knowledge and skills to shape the future of sports and ensure success in this dynamic field.

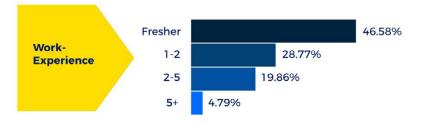
EXPERIENCED PROFESSIONALS

Career-changing professionals who aspire to transition to a sports career by bringing a wealth of knowledge and experience from their previous roles. Through the program, they can harness their expertise and apply it to the fast-paced and exciting world of sports.

SPORTS MANAGEMENT PROFESSIONALS

Sports managers seeking to **advance their skill sets** and network through a practical learning experience. These professionals can position themselves for success in leadership roles, unlocking new levels of career growth and achievement.







PROGRAM HIGHLIGHTS

Classes Begin

15th October 2024 Full-Time | Mumbai Campus

Course Duration

15 Months

Career Support

Comprehensive career mentoring with guaranteed internships and employment opportunities

Basic Requirements

Bachelor's degree, diploma or equivalent*

Course Timeline Core Sports Courses -Foundation Courses (12 Months) International Study Trip (7 Days) Mandatory Internship (3 Months) Capstone Submission



10



| Best Practice Curriculum from International Education Partner

| Practical Learning Through Regular Industry Engagement

| Simulated Learning Experiences

I Individual Mentorships & Career Creation

I Participation in Industry Visits, Sports Conferences and Networking Events

I Final Capstone Aligned with Career Pathway

UMass Professors will teach core modules at the GISB Campus & via live video lectures

GLOBAL INSTITUTE OF SPORTS BUSINESS

| Guaranteed Internships and Placement Opportunities



COURSE DESIGN

The Post - Graduate Program in Sports Management is a full-time intensive, informative and experiential higher education course specialising in the business of sports that includes **9 core sports courses** and a **final capstone project**.

Divided into 3 categories of courses - Foundation, Core Sports Courses and Special Courses/Simulations.

Students pursuing the program experience

900+ hours of engagement





FOUNDATION COURSES

Foundation Courses are an integral part of the program and meant to ensure that all students have the basic **personal**, **interpersonal and professional skills** required to be a successful sports management professional.

GISB emphasises the importance of building a strong foundation for any student to excel in a professional environment.

The Foundation Courses offered throughout the Academic Year are:

- Communications
- MS Office
- Self-Development
- Management Essentials



THE MODULES INCLUDE

- I Sports Ecosystem
- I Sports Marketing & Market Research
- I Organizational Behaviour, Strategic
- | Planning and Management
- I Sports Finance
- | Sales & Sponsorships
- I Sports Law
- I Sports Facilities Management and Operations
- | Sports Special Modules

CORE SPORTS COURSES & CAPSTONE PROJECT

There are 10 core sports courses (including the final Capstone Project) that cover all aspects of the sporting ecosystem. These courses are broken down into modules that are delivered by experienced faculty from the sports industry.

Each module has multiple assessments in the form of individual and group assignments, exams, reports or final projects.

The Capstone Project at the Global Institute of Sports Business serves as the final assignment of the academic and practical journey for students enrolled in the Post - Graduate Program in Sports Management course.

This culminating experience is designed to integrate and apply the knowledge, skills, and insights gained throughout the program to address real-world challenges within the sports industry. Students embark on an in-depth exploration of a sports-related challenge or opportunity, selecting topics aligned with their career interests.







SPECIAL COURSES

Special modules are intensive, multiday sessions and simulations intended to empower students with awareness, knowledge and experience around various essential industry topics.

From exploring **emerging trends** to delving deep into **building strategies**, special modules offer a diverse range of learning opportunities.

PRACTITIONER LED FACULTY

The Global Institute of Sports Business brings together international industry executives from the top sports organizations, governing bodies and corporations across the world to serve on the esteemed GISB faculty body, enriching the educational experience for students and fostering meaningful connections between academia and industry.

Industry professionals serving as faculty bring a wealth of real-world knowledge, experience, and practical skills to the classroom, providing students with invaluable insights and preparing them for success in their future careers.

LEARN FROM INDUSTRY LEADERS



EXTENSIVE INDUSTRY EXPERIENCE





NETWORKING OPPORTUNITIES











ASHISH SHAH



BRETT ALBERT



DIVYANSHU SINGH



DR. MATT KATZ



DR. NICOLE MELTON



DR. SADAF HASHMI



JON LONG



NEEL SHAH



PINKY GANDHI



SUBHAYU ROY



SUMIT PANDEY



TIM VINE



TOSHAN PATIL



VIVEK SETHIA

INDUSTRY TESTIMONIALS





As the Indian sporting landscape grows. The Global Institute of Sports Business provides a solid foundation for those desiring a successful career in the industry. I enjoy being a part of the GISB management and faculty to develop the next generation of sports leaders

Vivek Sethia

Founder & CEO, India On Track, GISB - Board Member & Advisor





cricbuzz

GISB offers aspiring sports industry professionals with a holistic, practical and personalized journey into the world of sports business. I enjoy working with the students and guiding them with creating enriching careers within the sports industry.

Joy Bhattacharjya

CEO, Prime Volleyball League, CricBuzz Expert, GISB - Faculty, Mentor and Advisor





GISB's practical approach to sports management education enables the aspiring sports managers of our country to gain invaluable insights from sports business leaders. Singh Sports Ventures is happy to support the students through classroom learning sessions, athlete interactions and internships.

Sukhvinder Singh

CEO, Delhi Capitals, Director, Slngh Sports Ventures Pvt. Ltd. GISB - Faculty, Mentor and Advisor The program immerses students in **industry experiences**, applying **theory** to **practice** and deepening understanding. This, combined with exploring **career paths** and building professional **networks**, enhances **employability** and **career prospects**.

LIVE PROJECTS

Global sports companies provide case studies and projects, enabling students to tackle real-world industry problems, apply classroom learning, develop critical thinking, and gain practical experience for success in the competitive sports industry.



GUEST LECTURES

Sports professionals bring their expertise to the classroom, allowing GISB students to learn from experienced insiders, broaden their perspectives, and stay current with the latest industry trends and developments.



INDUSTRY DAYS

CISB organises industry visits and networking events, offering students first-hand exposure, interaction with industry leaders, and the chance to build connections that open doors to future career opportunities.



STUDY TRIP

The International Study Trip to the UK allows students to explore the global sports industry, gain cross-cultural insights, and experience diverse sports cultures and business practices, preparing them for success in a globalized sports market.



LIVE PROJECTS

Through live projects, GISB students work on solving current industry case studies, gaining invaluable insights and practical skills. These projects are carefully crafted in collaboration with leading global sports organizations, ensuring students engage with real-time business challenges.

Guided by industry experts and mentors, students thrive in an experiential learning environment, developing problem-solving abilities, strategic thinking, and a deep understanding of the sports business landscape.





































































INTERNAT<mark>IONAL ST</mark>UDY TRIP

The study trip hosted by the Premier League in the United Kingdom, is a unique opportunity for sports management students to gain first-hand exposure to one of the world's most popular and competitive sports leagues. The trip provides students with an unparalleled opportunity to meet and learn from top executives and professionals in the industry, gain insights into the league's operations and strategies, and experience English football culture.

Through this immersive experience, students develop a **global perspective** on the sports industry and gain valuable insights into the operations, marketing, and management strategies. This experience also helps to broaden the students' horizons, **expand their professional network**, and prepare them to succeed in the global sports industry.





INDUSTRY AFFILIATIONS

As a leader in sports management education, GISB has strategically aligned with renowned organizations to provide students with unparalleled industry connect and exposure.

The collaborations extend to partnerships with major sports leagues, governing bodies, and leading sports businesses globally. Through these affiliations, GISB students benefit from exclusive sessions, customized projects, volunteering opportunities, placements, and networking opportunities.

GISB understands the importance of bridging the gap between academia and industry. The industry affiliations empower students to seamlessly transition from classrooms to boardrooms, creating a pathway for success in the dynamic world of sports management.















































































The Global Institute of Sports Business is committed to helping its students transform their passion into their profession. The institute's extensive network connects students with a diverse range of employers, providing invaluable industry exposure and enhancing prospects for jobs in the

GISB has a long-standing reputation for developing strong alumni who have gone on to become successful professionals, currently holding key positions in a variety of sports organizations throughout the sector.

global sports sector.



ALUMNI TESTIMONIALS





GISB's live projects provide students with an excellent opportunity to learn, research, and understand real-world challenges that sports organizations face. I enjoyed working on projects with renowned sports organizations such as Chelsea FC, the Premier League, Borussia Dortmund, and JSW Sports, to name a few.

Swayam Pattanaik

Manager - Brand Solutions, Disney Star GISB Alumni (2020)





As a former athlete and entrepreneur, I joined GISB to learn more about the business of sport since I was really fascinated by it. The industry-designed and delivered program provided me with a comprehensive understanding of the requirements for success in this industry. Through the program's networking possibilities, I was able to secure an internship and, subsequently, a full-time position with one of the country's largest sports leagues.

Leah Poonawala

Senior Executive, Marketing -Pro Kabaddi League, GISB Alumni (2021)





The program at CISB exceeded my expectations. The hands - on learning approach, expert faculty, and industry connections helped me gain invaluable experience and helped me secure by dream job in the sports industry.

Akshay Prasad

Sales Consultant, JSW Sports GISB Alumni (2022)



INTERNSHIPS & PLACEMENTS

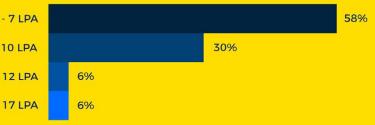
The Global Institute of Sports Business takes pride in its extensive network of industry connections, a cornerstone in providing invaluable **employment opportunities** for our students.

Students receive personalized **career guidance**, engage in **resume workshops**, and participate in **mock interviews**, all meticulously designed to enhance their **employability**. These initiatives ensure that their education and experiences seamlessly translate into fulfilling careers within the dynamic sports industry.

The GISB Management and Student Placement Committee works diligently to align the skills and aspirations of each student with opportunities in top-tier sports organizations, including professional sports teams, federations, sports media companies, and sports marketing agencies.

It's worth noting that all **internships at GISB are guaranteed**, as they are a **mandatory requirement** for every student to successfully graduate from the program.

Placement Packages



Highest CTC - 17 LPA | Average CTC - 7 LPA

*Subject to student performance

CAREER MENTORSHIP

The Global Institute of Sports Business is dedicated to providing **holistic development** to its students, ensuring they thrive in the dynamic business landscape. Central to this commitment are the **personalized career counselling** sessions, a cornerstone in guiding individuals toward fulfilling careers in sports management.

The unique **mentorship program**, facilitated by an experienced **Certified Leadership Coach**, offers students targeted guidance, support, and invaluable insights. The meticulously crafted sessions empower students to strategically shape their professional trajectory, providing them with the tools and strategies needed to secure optimal **placements** within the sports industry.

KEY FEATURES



Aptitude Skill Mapping



Tailored Career Planning



Industry Insights

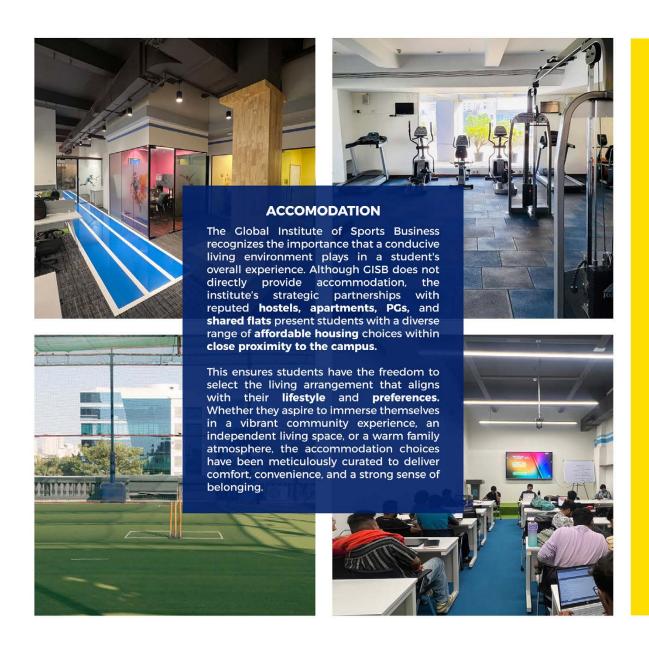


Skill Enhancement



Personal Growth





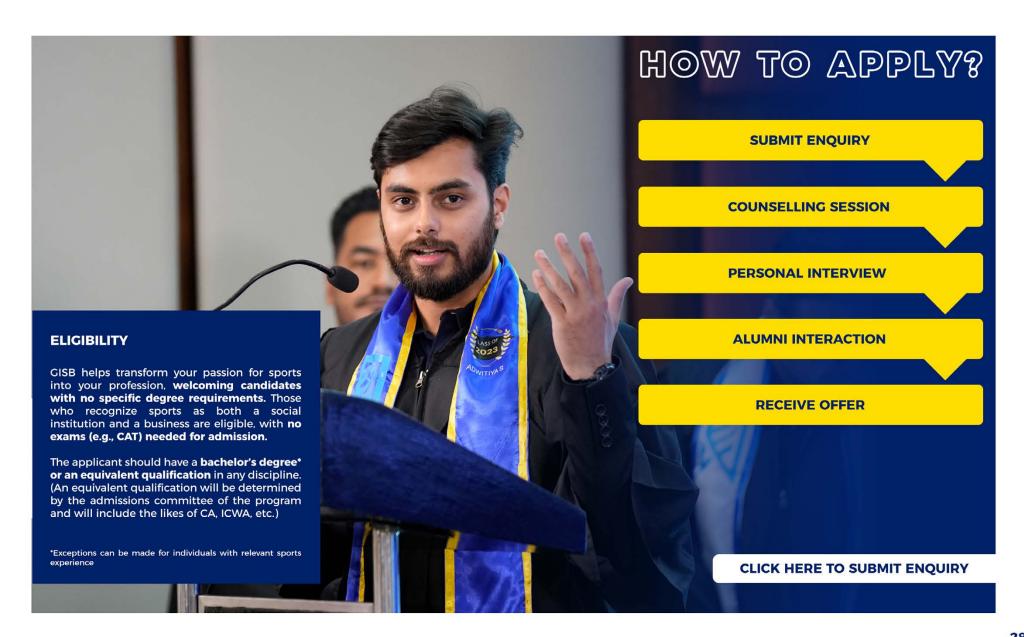
CAMPUS LIFE

The Global Institute of Sports Business is situated in **Mumbai**, India, a vibrant, cosmopolitan city with a population of ~25 million. This location provides access to federations, associations, leagues, sports companies, corporates, brands and government agencies.

The institute is located inside of the **Marwah House** at the Marwah Business Park. Marwah Business Park is located at Marwah Estate, Krishanlal Marwah Marg, close to Saki Naka in Andheri (East), a commercial hub of Mumbai. It is in close proximity to Chhatrapati Shivaji International Airport, a short 10-minute car journey away. Detached from the main road providing peace and quiet, there is an easy access from Western Express Highway. All modes of transport are easily available with Saki Naka Metro station only a 5-minute walk away.

The business park is equipped with **modern classrooms**, cricket and football **turf parks**, a **gymnasium**, a sports start-up incubator, an **in-house cafeteria**, ample breakout spaces and an overall sporty vibe, creating an unparalleled learning environment that fosters creativity, critical thinking, and innovation, making it the ideal place for students to pursue their dreams of studying sports business.

In addition, the proximity to one of the finest residential townships in Mumbai, also known as the startup hub of Mumbai - Hiranandani Gardens, Powai provides students with a number of pre and post classroom dining and entertainment options.



FEES & FINANCIAL SUPPORT

TUITION

Tuition fees for the 15-month Post-Graduate Program in Sport Management is INR 11.95 lakhs (plus, additional 18% GST). This fee includes the following:

- 4 Foundation Courses
- 10 Sports Courses (including the Capstone Project)
- 100+ Hours of Content Delivered by Professors from UMass Amherst
- Multiple Live Projects and Industry Exposure Opportunities
- Ongoing Career Mentorship
- Complimentary Access to Industry Events and Visits
- Accommodation, Breakfast, and Ground Transport During International Study Trip to the UK
- Guaranteed Industry Internship (Minimum 3 Months)
- Professional Placement Opportunities

SCHOLARSHIPS

The Global Institute of Sports Business recognizes the importance of making quality education accessible. To support this commitment to academic excellence and inclusivity, GISB proudly offers a range of scholarships designed to ease the financial burden for deserving students. These scholarships are merit-based and cater to individuals who fit certain criteria.

Students can **speak to the expert counsellors** to learn more about the GISB Scholarship Program.

FINANCIAL SUPPORT

The Global Institute of Sports Business has established partnerships with reputable financial services companies that offer tailored education loans. Our dedicated administrative staff is committed to supporting each student throughout this process by providing contact information for these companies.

Additionally, the institute ensures that students receive all the necessary information and documentation required to expedite the loan processing seamlessly.







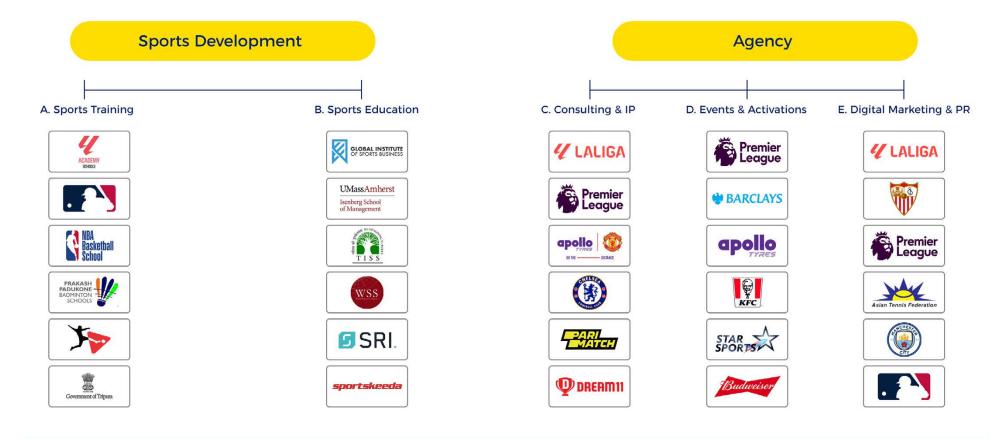
















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