



# Business Of Professional Sports

**Frank P. Jozsa, John J. Guthrie Jr.**



## **Business Of Professional Sports:**

**The Business of Professional Sports** Paul D. Staudohar, J. A. Mangan, 1991 Beyond the highly publicized heroics and foibles of players and teams when the grandstands are empty and the scoreboards dark there is a world of sport about which little is known by even the most ardent fan It is the business world of sport it is characterized by a thirst for power and money and its players are just as active as those on the professional teams they oversee In this collection some of the best scholars in the field use examples from baseball football basketball and hockey to illuminate the significant economic legal social and historic aspects of the business of professional sports Contributors Dennis A Ahlburg Rob B Beamish Joan M Chandler James B Dworkin Lawrence M Kahn Charles P Korr John J MacAloon David Mills Roger G Noll Steven A Reiss Gary R Roberts Stephen F Ross Peter D Sherer Leigh Steinberg and David G Voigt **Pay Dirt** James P. Quirk, Rodney D. Fort, 1997-04-06 The decade of the nineties has seen both pro sports players and owners making phenomenal profits Now available in paperback this veritable bible of sports economics clearly explains the effects of salary caps the reasons why owners fear antitrust hearings in Washington why sweetheart deals for new stadiums are becoming the norm and why everyone is making so much money in sports at the expense of the fans Photos illus *The Business of Sports* Scott Rosner, Kenneth L. Shropshire, 2004 The book covers professional Olympic and collegiate sports and each chapter has a fully developed introduction to explain the relevance of the articles to be presented **The Business of Sports** Dennis R. Howard, Brad R. Humphreys, 2008-06-30 The sports industry is large visible and growing and it has a huge impact on society That s obvious to die hard fans who not only watch sporting events but buy everything from balls to ties to paperweights with their favorite team s logo But even sports haters can t escape the onslaught of professional sports They are asked to chip in as taxpayers to build public stadiums and their children are like it or not exposed to events sponsored by alcohol and tobacco companies not to mention the juvenile antics of star athletes Businesses of course take a hit in productivity when the Olympics or World Series or Super Bowl or World Cup rolls around Yet most of us love to watch and play The Business of Sports takes on this endlessly fascinating behemoth of an industry to make sense of it all Yes sports is big business How big Estimates of total annual U S spending on sporting goods and services range from 250 to 560 billion a year and spending related to organized sport alone has been estimated at 200 billion per year And it s getting bigger casting an ever larger shadow over the entire globe The Business of Sports throws light on the subject by exploring the business and economic dynamics of the industry from a diverse array of perspectives that cover the industry s macroeconomic management and marketing promotion issues Volume 1 Perspectives on the Sports Industry documents the current size scope and magnitude of the sports industry in the U S and abroad including the U K and China It also examines the importance of the world s most visible sporting events like the Olympics and the impact of sporting events broadcast around the world Volume 2 Economic Perspectives on Sport takes an in depth look at the sports industry from an economic perspective The volume delves into the

inner workings of leagues and teams covering economic issues from the design of sports leagues to franchise financial valuations to salary caps to labor relations Volume 3 Bridging Research and Practice fills the gap between scholarly research on sport and practitioners working in the industry Topics include evaluating talent maintaining managerial efficiency analyzing statistical performance indices and assessing the noneconomic benefits of professional sports Business and sports are a potent mix of two of the strongest forces moving our society today And as the stratospheric salaries of professional athletes indicate the industry is going through major growth and change To make sense of it all it helps to understand the underlying economic principles driving the business decisions made daily by owners and managers in all corners of the world The unique multivolume format of The Business of Sports allows sports nuts journalists business people and students to explore the wide variety of issues that fuel the world's crazy passion for all things athletic

**The Business of Sports**

Dennis R. Howard, Brad R. Humphreys, 2008-06-30 The sports industry is large visible and growing and it has a huge impact on society That's obvious to die hard fans who not only watch sporting events but buy everything from balls to ties to paperweights with their favorite team's logo But even sports haters can't escape the onslaught of professional sports They are asked to chip in as taxpayers to build public stadiums and their children are like it or not exposed to events sponsored by alcohol and tobacco companies not to mention the juvenile antics of star athletes Businesses of course take a hit in productivity when the Olympics or World Series or Super Bowl or World Cup rolls around Yet most of us love to watch and play The Business of Sports takes on this endlessly fascinating behemoth of an industry to make sense of it all Yes sports is big business How big Estimates of total annual U.S. spending on sporting goods and services range from 250 to 560 billion a year and spending related to organized sport alone has been estimated at 200 billion per year And it's getting bigger casting an ever larger shadow over the entire globe The Business of Sports throws light on the subject by exploring the business and economic dynamics of the industry from a diverse array of perspectives that cover the industry's macroeconomic management and marketing promotion issues Volume 1 Perspectives on the Sports Industry documents the current size scope and magnitude of the sports industry in the U.S. and abroad including the U.K. and China It also examines the importance of the world's most visible sporting events like the Olympics and the impact of sporting events broadcast around the world Volume 2 Economic Perspectives on Sport takes an in-depth look at the sports industry from an economic perspective The volume delves into the inner workings of leagues and teams covering economic issues from the design of sports leagues to franchise financial valuations to salary caps to labor relations Volume 3 Bridging Research and Practice fills the gap between scholarly research on sport and practitioners working in the industry Topics include evaluating talent maintaining managerial efficiency analyzing statistical performance indices and assessing the noneconomic benefits of professional sports Business and sports are a potent mix of two of the strongest forces moving our society today And as the stratospheric salaries of professional athletes indicate the industry is going through major growth and change To make sense

of it all it helps to understand the underlying economic principles driving the business decisions made daily by owners and managers in all corners of the world The unique multivolume format of *The Business of Sports* allows sports nuts journalists business people and students to explore the wide variety of issues that fuel the world's crazy passion for all things athletic

**The Business of Sport** Darlene Kluka, Guido Schilling, 2001 *Perspectives* offers the thorough dissemination of sport science information to all interested organisations and institutions and the application of sport science results to practical areas of sport In each volume of *Perspectives* expert contributions from several different sport science disciplines address relevant physical education and sport science themes This volume includes 12 chapters with international viewpoints from leading practitioners and researchers on key issues affecting the big business of sport such as nation building volunteerism women's impact on sport business agents and athletes sport management degree programmes a behind the scenes look at professional sport and an outlook for the future

Sports Capitalism Frank P. Jozsa, 2017-11-28 The book focuses on how when where and why the US based professional sports leagues extend their brands and penetrate markets in nations across the globe The book examines the strategies progress and expectations of each league despite the cultural economic and political barriers that exist between and within countries and areas It offers a model of the sports business and where appropriate the emergence evolution and growth of prominent women's sports leagues are documented This book is unique as there are no other academic publications that study and report the global ambitions of this special group of organizations in one volume Readers such as college and university sports history management marketing and international business professors students and researchers can use and apply the book as either a teaching supplement reference and or literature source It will also appeal to targeted groups beyond the academic community with strategic economic incentives to learn about sports capitalism such as sports entrepreneurs and league officials

**Relocating Teams and Expanding Leagues in Professional Sports** Frank P. Jozsa, John J. Guthrie Jr., 1999-08-30 In the business of professional league sports market conditions are the key determinate of the financial success or failure of a team In the last few years major league sports has experienced both growth into new markets and relocations of existing teams Owners and the leagues use demographics economic data and governmental support to decide on where and when to expand and relocate This book examines the sports business from 1950 through 2000 Historical demographic economic and team related data provide the context The authors apply metropolitan area statistics such as population growth and income game attendance and estimated market values to examine the business decisions made by individual teams in professional baseball football and basketball The book looks at specific teams in terms of their long term viability as a franchise and ranks their performances in economic and business terms It also examines the related issues of taxpayer subsidies for new venues and the economic impact of professional sports on cities and regions The book is a fascinating and comprehensive look at the business of sports and its place in American society business and economics

*The Business of Sports* Scott Rosner, Kenneth Shropshire, 2011-01-07 The

Business of Sports Second Edition is a comprehensive collection of readings that focus on the multibillion dollar sports industry and the dilemmas faced by today's sports business leaders. It covers professional Olympic and collegiate sports and highlights the major issues that impact each of these broad areas. The Second Edition provides insight from a variety of stakeholders in the industry and covers the major business disciplines of management, marketing, finance, information technology, accounting, ethics, and law. Each chapter features concise introductions, a broad range of focused readings, and targeted discussion questions and graphs and tables to convey relevant financial data and other statistics.

**Beyond the Scoreboard** Rick Horrow, Karla Swatek, 2011-07-29 Go behind the scenes with your insider's access to the high pressure, high stakes business of professional sport. In *Beyond the Scoreboard*, Rick Horrow, sport business analyst for Fox Sports, Bloomberg TV, Bloomberg Businessweek, and the BBC, and host of PBS Nightly Business Report's *Beyond the Scoreboard*, and Karla Swatek, Sports Ventures vice president, take you to the boardrooms, negotiating tables, and executive suites of sport's most influential powerbrokers. *Beyond the Scoreboard* tackles sport's hot button topics head on. You'll see how sponsors measure return on investment with sport organizations, how pro teams negotiate with governments to make a stadium deal, the effect of the sport facility building boom on teams' bottom lines, how sport agents try to maximize the value of their in-demand clients, and the effect on teams and fans of revolutionary changes in modern ticket selling. Whether you are one of the millions of people who play fantasy sports or you just want to know more about how your favorite teams determine their strategies, you'll learn how the experts make deals happen. And with engaging sidebars and exclusive interviews from the most powerful figures in sport, including Roger Goodell, David Stern, Brian France, and Gary Bettman, you'll gain expert analysis from people who have played leadership roles in some of the most intense negotiations and lucrative business deals in sport history. There's nobody better equipped to explain what it takes to be a success in sport marketing, sponsorships, facility financing, or generating media coverage than Rick Horrow, the Sports Professor. In *Beyond the Scoreboard*, Horrow and Swatek provide you with an all-access pass to the multibillion dollar world of professional sport.

**Sports Finance and Management** Jason A. Winfree, Mark S. Rosentraub, Brian M. Mills, Mackenzie Zondlak, 2018-10-10 As the sport business continues to evolve, so too does Sport Finance and Management. The first version of this book took an in-depth look at changes in the sport industry, including interconnecting financial issues between teams and their associated businesses, the nature of fan loyalty influences, and the impact of sponsorship on team revenues. This second edition updates each of these elements, introduces relevant case study examples in new chapters, and examines the impact of changes in facility design, media opportunities, and league and conference policies on the economic success of teams, the salaries earned by professional players, and the finances of collegiate athletics.

**Don't Be Afraid to Win** Jim Quinn, 2019-11-05 Labeled by The New York Times as instrumental in helping change the face of major professional sports, attorney Jim Quinn has influenced modern sports business for decades. Beginning back in the 1970s with the landmark Oscar Robertson basketball free agency case

Quinn battled owners in all four major leagues to make sure the players got their fair share In the early 1990 s he faced the goliath National Football League and won the right to free agency for players Quinn has spent a lifetime dealing in the gritty sports business to make fair agreements for players Quinn shares significant cases and legal proceedings across major American sports and tells stories of the courtroom battles he fought on behalf of players and labor leaders seeking economic justice in their workplace He sheds light on known and unknown figures who committed to larger causes than themselves and that modern sports owes a debt to the leaders of the past who risked their careers Through Quinn s lengthy career he has helped to empower athletes to speak and act in the best interest of the sports community and overcome some of the toxic figures who sought to drag down league success for their own ego and greed In Don t Be Afraid to Win Quinn provides a unique point of view of someone who was personally involved in making changes happen in the business His is a masterful examination of how sports has grown dramatically over the decades how it benefited from the rise of sports unions and free agency and how there is still fairness to be gained across the leagues      *The Business of Sports* Mark Conrad,2009-06-02 At one time sports coverage was scores standings and star performances However sports has evolved into a profitable complicated and multi dimensional business as broad and complex as any This book explores the business aspect of sports with an orientation to those topics that are most relevant to journalists providing the foundation for understanding the various parts of the sports business Moving beyond sports writing this text offers a distinct perspective on professional college and international sports organizations structure governance labor issues and other business factors within the sports community Written clearly and compellingly *The Business of Sports* includes cases historical current and hypothetical to illustrate how business concerns play a role in the reporting of sports Offering critical insights on the business of sports this text is a required resource for sports journalists and students in journalism      *Antitrust Policy and Professional Sports* United States. Congress. House. Committee on the Judiciary. Subcommittee on Monopolies and Commercial Law,1984

*Professional Sports and the Law* United States. Congress. House. Select Committee on Professional Sports,1976

**Players** Matthew Futterman,2016 Traces the single generation transformation of sports from a cottage industry to a global business reflecting on how elite athletes agents TV executives coaches owners and athletes who once had to take second jobs worked together to create the dominating big ticket industry of today      Sport as a Business H. Dolles,S. Söderman,2011-05-17 Sport has a number of distinctive characteristics which impact on the extent of its globalization This book seeks to gain a deeper understanding of the unique development in sports its governance its logic of co creation of value and the advancement of the industry towards internationalisation professionalization and commercialization      *Sports, Inc.* Phil Schaaf,2009-12-30 For students interested in a career in sports entertainment or professionals already in the business *Sports Inc* has the latest information on one of the most dynamic and growing areas of the entertainment industry today Illustrations      Some business aspects of professional sports Connie Ruth Henry,1977      **Collective Bargaining in**

**Professional Sports** Scott Bukstein, 2020-02-18 Collective Bargaining in Professional Sports provides a timely and practical overview of the impact and importance of the collective bargaining process in the business of professional sports in the United States Focusing on the contemporary history of collective bargaining in the National Basketball Association NBA and the National Football League NFL but drawing out important lessons for all professional sports the book sheds light on some of the key issues within modern sport business and sport governance It offers an inside look into topics such as revenue sharing competitive balance circumvention of league rules player free agency player social activism player discipline and the ethical and legal issues around the use of wearable biometric tracking systems to collect player data An essential read for sports business industry practitioners and students alike this is fascinating reading for anybody with an interest in sport business sport law or labor relations It is also a valuable resource for anyone who wants to increase their understanding of the business and financial operations of professional sports leagues and teams player contracts and salaries and the role and authority of professional sports league commissioners



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