

GEORGE MASON UNIVERSITY  
School of Recreation, Health, and Tourism

PRLS 411—Administration of Rec, Health and Tourism Organizations II (3) Section 001  
Fall 2014

DAY/TIME:	Tuesday/Thursday 1:30 – 2:45 p.m.	LOCATION:	PW Bull Run Hall # 257
INSTRUCTOR:	Michael P. McHale	EMAIL ADDRESS:	<a href="mailto:mmchale2@gmu.edu">mmchale2@gmu.edu</a>
OFFICE LOCATION:	TBD	PHONE NUMBER:	703-912-4746
OFFICE HOURS:	By Appointment or after Tuesday's class		

#### PREREQUISITES

PRLS 410 and 60 credit hours

#### COURSE DESCRIPTION

Focuses on planning techniques for health, fitness, and recreation organizations. Covers program and organizational marketing principles and strategies; service quality assessment and organizational evaluation techniques; and organizational financing.

#### COURSE OBJECTIVES

At the completion of the course, students will understand the concept of organizational marketing as it applies to for-profit and non-profit leisure service organizations. Specifically students will become familiar with the practical application of the following marketing techniques and strategies:

1. Understanding market dynamics
2. Design of a practical marketing plan for a leisure service organization
3. Market research and market segmentation
4. Organizational factors that affect service delivery
5. Advertising and cost pricing strategies
6. Community relations and outreach
7. The grant process

#### COURSE OVERVIEW

The course is a thorough review and practical application of marketing techniques and strategies utilized by professionals serving in for-profit and non-profit leisure service organizations. Instruction will include a historical examination of marketing with emphasis on service organizations. Text review, class discussion and case studies will focus on marketing issues specific to the leisure industry, market research, target marketing/segmentation, branding, advertising and direct marketing. Students will be required to develop and present a formal marketing plan as a term project. The course will be delivered face to face in a classroom setting. Students are held to the standards of the George Mason University Honor Code and are expected to attend all class sections, actively participate in class discussions, complete in-class exercises and fulfill all assignments. Assignments must be turned in at the beginning of class on the specified date due or **no credit will be given**.

#### PROFESSIONAL STANDARDS

At the completion of this course, students will meet the following professional accreditation standards for the **Council on Accreditation of Parks, Recreation, Tourism and Related Professions (COAPRT)**:

7.03: Students graduating from the program shall be able to demonstrate entry-level knowledge about operations and strategic management/administration in parks, recreation, tourism and/or related professions.

#### REQUIRED READINGS

Janes, Patricia Click (2006). *Marketing in Leisure and Tourism: Reaching New Heights*. State College: Pennsylvania Venture Publishing, Inc.

Other readings as assigned throughout semester. Required readings will be posted on Blackboard, accessible at [courses.gmu.edu](http://courses.gmu.edu).

## EVALUATION

**Class Participation and Attendance:** Students are responsible for all information presented in the course, including that delivered through guest lectures, audio-visuals, and handouts. Students are expected to attend all class sessions, actively participate in class discussions, and complete all assignments. Not more than four absences will be allowed, any additional absence will result in a 2 point reduction from the class participation and attendance point score (maximum total of 50). Students must not miss any of the test or presentation classes.

**Tests:** There will be 4 non-cumulative tests. The test format will be multiple choice, T&F and possibly short answer questions. The first three tests will be fifty questions and the fourth test will be twenty five questions. The term project topic and outline must be submitted for review and approval NLT October 21<sup>st</sup>. Only students with extreme emergencies, a documented medical excuse or university-sponsored functions discussed with the instructor prior to the due date will be given consideration for exception.

**Term Research Project:** This project will include two deliverables: (a written marketing plan for an existing organization (public or private sector) and an in class presentation of the plan. The written plan should be written consistent with Chapter 4 of the Janes' text, specifically pages 80 thru 83. Written plans are expected to be at least 30 pages, double spaced type. Plans will be evaluated and graded as follows:

1. Quality references (at least 4 required); - 10% of Project grade
2. Logical plan development from organizational assessment through market research to proposed strategic action steps - 30% of Project Grade
3. Plan organization, writing style and presentation – 30% of Project grade and
4. **In-class Presentation:** The in-class presentation will be 20 minutes, with an additional 10 minutes of student/instructor questions and discussion. PowerPoint is recommended for the presentations, but is not required – 30% of Project grade.

## Requirements

Class Participation and Attendance	50
Term Research Project	100
Tests: (3 @ 100 points each, 1 @ 50 points)	<u>350</u>
<b>Total</b>	<b>500</b>

## Grading Scale

A = 460 – 500	B+ = 440 – 449	C+ = 390 – 399	D = 300 – 349
A- = 450 - 459	B = 410 – 439	C = 370 – 389	F = 0 – 299
	B- = 400 – 409	C- = 350 – 369	

## TENTATIVE COURSE SCHEDULE

Date	Topic	Class Activity/Assignment
August 26	Course Introduction/Planning	Student introductions/expectations
August 28	Reaching New Heights - Integrating Marketing	Chapter 1
September 2	The Marketing of Leisure and Tourism Experiences	Chapter 2
September 4	The Quality Service Foundation	Chapter 3
September 9	Enabling Marketing Action	Chapter 4
September 11	Marketing – Practical Application 1	Guest Speaker TBA/ Test 1 Review
September 16	Test 1	
September 18	Understanding, Developing, and Applying Marketing Research	Chapter 5

September 23	Developing the Strategy	Chapter 6
September 25	Target Market Approaches	Chapter 7
September 30	Brand Positioning and Marketing Outcomes	Chapter 8
October 2	Marketing – Practical Application 2	Guest Speaker TBA/ Test 2 Review
October 7	Test 2	
October 9	Marketing Plan Term Project Review	Discussion of Format/Design/Content Requirements
October 14	Columbus Day Holiday class schedule change	Tuesday classes do not meet this week
October 16	Processing Operational Decisions	Chapter 9
October 21	Term Project topic and outline due	Brief student presentation and discussion of project plan
October 23	Organization Offerings, Distribution, and Pricing	Chapter 10
October 28	Promotional Brand, Collateral Design and Events	Chapter 11
October 30	Advertising, Public Relations, and Crisis Communication	Chapter 12
November 4	Marketing – Practical Application 3	Guest Speaker TBA/ Test 3 Review
November 6	Test 3	
November 11	Relationships: Community, Sponsorships, and Stewardship	Chapter 13
November 13	Direct Marketing: Internal and External Sales	Chapter 14
November 18	Marketing – Practical Application 4	Guest Speaker TBA/ Test 4 Review
November 20	Test 4	
November 25	Class Presentations	Assignments TBA
November 27	Thanksgiving Holiday	No class
December 2	Class Presentations	Assignments TBA
December 4	Class Presentations	Assignments TBA

**Please note that students should read each text chapter and assigned readings prior to class in order to fully participate in class discussions. Reading assignments outside the text may be required. These will be posted on Blackboard no less than one week prior to their due date.**

**Note: Faculty reserves the right to alter the schedule as necessary.**

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### *Student Expectations*

- Students must adhere to the guidelines of the George Mason University Honor Code [See <http://oai.gmu.edu/honor-code/>].
- Students with disabilities who seek accommodations in a course must be registered with the George Mason University Office of Disability Services (ODS) and inform their instructor, in writing, at the beginning of the semester [See <http://ods.gmu.edu/>].
- Students must follow the university policy for Responsible Use of Computing [See <http://universitypolicy.gmu.edu/policies/responsible-use-of-computing/>].

- Students are responsible for the content of university communications sent to their George Mason University email account and are required to activate their account and check it regularly. All communication from the university, college, school, and program will be sent to students solely through their Mason email account.
- Students must follow the university policy stating that all sound emitting devices shall be turned off during class unless otherwise authorized by the instructor.

### *Campus Resources*

- The George Mason University Counseling and Psychological Services (CAPS) staff consists of professional counseling and clinical psychologists, social workers, and counselors who offer a wide range of services (e.g., individual and group counseling, workshops and outreach programs) to enhance students' personal experience and academic performance [See <http://caps.gmu.edu/>].
- The George Mason University Writing Center staff provides a variety of resources and services (e.g., tutoring, workshops, writing guides, handbooks) intended to support students as they work to construct and share knowledge through writing [See <http://writingcenter.gmu.edu/>].
- For additional information on the College of Education and Human Development, School of Recreation, Health, and Tourism, please visit our website [See <http://rht.gmu.edu>].

**PROFESSIONAL BEHAVIOR:** Students are expected to exhibit professional behaviors and dispositions at all times.

**CORE VALUES COMMITMENT:** The College of Education and Human Development is committed to collaboration, ethical leadership, innovation, research-based practice, and social justice. Students are expected to adhere to these principles.

