Document N: Course and Program Development:
IMPACT AND APPROVAL SIGNATURES

See Course and Program Development Policy and Procedures (www.ubalt.edu/provost) for instructions.

SCHOOL: ⦿ LAW ○ MSB ○ CAS ○ CPA

CONTACT NAME: Cheryl Cudzilo **PHONE:** 4457

DEPARTMENT/DIVISION: Law **DATE PREPARED:** 9/4/11

PROPOSED SEMESTER OF IMPLEMENTATION: ⦿ fall ○ spring **YEAR:** 2012

TYPE OF ACTION: ⦿ add (new) ○ deactivate ○ modify ○ other

LEVEL OF ACTION: ○ noncredit ○ undergraduate ⦿ graduate ○ other

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ACTION BEING REQUESTED (select one category, either Course Actions or Program Actions):

⦿ ***COURSE ACTIONS*** ○ ***PROGRAM ACTIONS***

Original Subject Code/Course Number: **Original Program Title:**

LAW 843A

Original Course Title:

Professional Sports Workshop

*Select one or multiple actions from **one** of the lists below (review the list of necessary documents and signatures):*

	COURSE ACTIONS
	1. Experimental Course
	2. Course Title
	3. Course Credits
	4. Course Number
	5. Course Level
	6. Pre- and Co-Requisite
	7. Course Description
✓	8. New Course
	9. Deactivate Course
	22. Other

	PROGRAM ACTIONS
	10. Program Requirements
	11a. Undergraduate Specialization (24 credits or fewer)
	11b. Master's Specialization (12 credits or fewer)
	11c. Doctoral Specialization (18 credits or fewer)
	12. Minor (add or delete)
	13. Closed Site Program
	14. Program Suspension
	15. Program Reactivation
	16a. Certificate Program (UG/G) exclusively within existing degree program
	16b. Certificate Program (UG/G) outside of or across degree programs (12 or more credits)
	17. Off-Campus Delivery of Existing Programs
	18a. Undergraduate Concentration (exceeds 24 credits)
	18b. Master's Concentration (exceeds 12 credits)
	18c. Doctoral Concentration (exceeds 18 credits)
	19. Program Title Change
	20. Program Termination
	21. New Degree Program
	22. Other

ADDITIONAL DOCUMENTATION (check all appropriate boxes of documents included; *review the list of necessary documents*):

☑ summary proposal (O) ☑ course definition document (P) ☐ full five-page MHEC proposal (Q)

☐ financial tables (MHEC) (R) ☐ other documents as may be required by MHEC/USM (S) ☐ other (T)

IMPACT REVIEW *(review the list of necessary signatures)*:

Impacted Entity	Signature	Date
a. Library ❑ no impact ❑ impact statement attached		
b. OTS ❑ no impact ❑ impact statement attached		
c. University Relations ❑ no impact ❑ impact statement attached		
d. Admissions ❑ no impact ❑ impact statement attached		
e. Records ❑ no impact ❑ impact statement attached		

APPROVAL SEQUENCE *(review the list of necessary signatures)*:

Approval Level	Signature	Date
A. Department/Division (Chair)		
B. General Education (for No. 7, 8)		
C. Final Faculty Review Body Within Each School (Chair)		12/9/11
D. Dean		12/13/1
E. University Faculty Senate (Chair)		
F. University Council (Chair)[1]		
G. Provost and Senior Vice President for Academic Affairs	Beverly Schneller	1/05/2012
H. President		
I. Board of Regents (notification only)		
J. Board of Regents (approval)		
K. MHEC (notification only)		
L. MHEC (approval)		
M. Middle States Association notification	Required only if the University's mission is changed by the action	

[1] University Council *review* (for recommendation to the president or back to the provost) shall be limited to curricular or academic policy issues that may potentially affect the University's mission and strategic planning, or have a significant impact on the generation or allocation of its financial resources.

Document O: Course and Program Development: SUMMARY PROPOSAL

See Course and Program Development Policy and Procedures (www.ubalt.edu/provost) for instructions.

SCHOOL: ⦿ LAW ○ MSB ○ CAS ○ CPA

CONTACT NAME: Cheryl Cudzilo **PHONE:** 4457

DEPARTMENT/DIVISION: Law **DATE PREPARED:** 9/4/11

PROPOSED SEMESTER OF IMPLEMENTATION: ⦿ fall ○ spring **YEAR:** 2012

ACTION BEING REQUESTED (select one category, either Course Actions or Program Actions):

⦿ ***COURSE ACTIONS*** ○ ***PROGRAM ACTIONS***

Original Subject Code/Course Number: **Original Program Title:**

LAW 843A

Original Course Title:

Professional Sports Workshop

*Select one or multiple actions from **one** of the lists below (review the list of necessary documents and signatures):*

COURSE ACTIONS	
	1. Experimental Course
	2. Course Title
	3. Course Credits
	4. Course Number
	5. Course Level
	6. Pre- and Co-Requisite
	7. Course Description
✓	8. New Course
	9. Deactivate Course
	22. Other

PROGRAM ACTIONS	
	10. Program Requirements
	11a. Undergraduate Specialization (24 credits or fewer)
	11b. Master's Specialization (12 credits or fewer)
	11c. Doctoral Specialization (18 credits or fewer)
	12. Minor (add or delete)
	13. Closed Site Program
	14. Program Suspension
	15. Program Reactivation
	16a. Certificate Program (UG/G) exclusively within existing degree program
	16b. Certificate Program (UG/G) outside of or across degree programs (12 or more credits)
	17. Off-Campus Delivery of Existing Programs
	18a. Undergraduate Concentration (exceeds 24 credits)
	18b. Master's Concentration (exceeds 12 credits)
	18c. Doctoral Concentration (exceeds 18 credits)
	19. Program Title Change
	20. Program Termination
	21. New Degree Program
	22. Other

For changes to existing courses:

OLD TITLE **SUBJECT CODE/COURSE NO.** **CREDITS**

NEW TITLE **SUBJECT CODE/COURSE NO.** **CREDITS**

DESCRIBE THE REQUESTED COURSE/PROGRAM ACTION (additional pages may be attached if necessary):

Addition of a new course: Professional Sports Workshop

SET FORTH THE RATIONALE FOR THIS PROPOSAL:

This course will benefit students in that it will offer practical exercises combined with coverage of legal doctrine in a subject area that is not covered by our current Sports Law course and that is in high demand. Drawing on adjunct faculty with substantial experience in this area, this course will provide students with an in-depth and real-world glimpse into the process of representing the professional athlete and help them build skills in contract negotiation.

This course will also benefit the law school and the university because students are increasingly attracted to the University of Baltimore because of our developing Sports Law Center. Such students frequently mention an interest in sports law and specifically, professional sports representation. Numerous prospective students inquire about our sports law offerings in determining whether to enroll at UB, and current students have voiced a desire for a course covering professional sports representation. In addition, this course allows the law school to draw on alumni who have specialized experience in this area and have voiced an interest in being involved with the law school through teaching.

DOCUMENT P: COURSE DEFINITION

See Course and Program Development Policy and Procedures (http://www.ubalt.edu/template.cfm?page=257) for instructions.

1. DATE PREPARED

September 4, 2011

2. PREPARED BY

Dionne Koller

3. DEPARTMENT/DIVISION

School of Law

4. COURSE NUMBER(S) with SUBJECT CODE(S)

LAW 843A

5. COURSE TITLE

Professional Sports Workshop

6. CREDIT HOURS

Two

7. CATALOG DESCRIPTION

The focus of the course will be on representing the professional athlete and will include coverage of the law regulating agents, agent's duties and responsibilities as regulated by professional sports players' associations, the standard player contract, specialty clauses, player marketing contracts and contract negotiation.

8. PREREQUISITES

Sports Law

9. COURSE PURPOSE (how the course is to be used in the curriculum; e.g., required for the major, elective, etc.)

Elective, may fulfill an upper level writing requirement

10. GENERAL EDUCATION AREA (if applicable; e.g., social sciences, humanities, mathematics, etc.)

Law

11. COURSE TYPE/COMPONENT (clinical, continuance, discussion, field studies, independent study, laboratory, lecture, practicum, research, seminar, supervision, thesis research, tutorial or workshop; **this must match PeopleSoft 9.0 coding, so check with your dean's office if you are unsure of the correct entry**)

Workshop

12. FACULTY QUALIFIED TO TEACH COURSE

Adjunct faculty Tony Agnone and Ira Rainess; Full-time faculty Dionne Koller and Dean Closius.

13. CONTENT OUTLINE

See attached syllabus

14. LEARNING GOALS

Students will gain experience in the law applicable to the representation of professional athletes and the formation of player representation agreements, league contracts, and player marketing contracts. Students will also gain practical experience in negotiating and drafting such contracts

15. ASSESSMENT STRATEGIES

Simulations, Draft Documents/Complex instruments, Short Assignments

16. SUGGESTED TEXT(S) and MATERIALS (e.g. textbooks, equipment, software, etc., that students must purchase)

Walter T. Champion, *Sports Law: Cases, Documents, Materials*; Peter A. Carfagna, *Representing the Professional Athlete*; other materials to be provided by instructor.

17. SPECIAL GRADING OPTIONS (if applicable)

Not Applicable

18. SUGGESTED CLASS SIZE

20

19. LAB FEES (if applicable)

Not Applicable

Sample Syllabus: Professional Sports Workshop

Final grade in the course will be based on the following:

Class Participation (includes weekly class preparation, discussion participation and attendance) = 20%
Agent Representation Contract Drafting Exercise = 20%
Individual Player Contract Negotiation Exercise = 20%
Player Endorsement Contract Drafting Exercise = 20%
Comparing League Contracts = 5%
Why My Client Wins Breach of Contract Exercise = 15%

Week 1

The Legal Relationship Between the Agent and the Client

Champion, p. 72-92; Carfagna 1-9

Week 2

The Legal Relationship Between the Agent and the Client, continued

Champion, 96-118; Carfagna 124-132

Week 3

The Legal Relationship Between the Agent and the Client, continued

NCAA and Agents (selected NCAA bylaws)
NFLPA Regulations Governing Contract Advisors

Week 4

Negotiating the Athlete Representation Contract

Carfagna, p. 36-44

Drafting Exercise: The Athlete Representation Contract

Week 5

Professional Sports Contracts - Overview

Champion, p. 8-26 and materials provided by the professor

Week 6

Professional Sports Contracts – The Standard Player Contract (NFL,NBA, MLB, NHL)

Exercise: Compare and Contrast Player Contracts

Week 7

Professional Sports Contracts -- Specialty Clauses

Selected readings on negotiation theory and negotiating the player-team contract

Week 8

Contract Negotiations

Selected readings on negotiation theory and negotiating the player-team contract, continued

Begin Player-Team Contract Negotiation Exercise

Week 9

Contract Negotiations

Player-Team Contract Negotiation Exercise

Week 10

Publicity Rights, Marketing and the Professional Athlete

Carfagna, p. 65-98; 104-111

Begin Player Endorsement Contract Drafting Exercise

Week 11

Publicity Rights, Marketing and the Professional Athlete

Carfagna, p. 65-98; 104-111, continued

Player Endorsement Contract Drafting Exercise

Week 12

Breach of Player Endorsement Contract – Negotiation and Litigation

Why My Client Wins Exercise

Week 13

Reforming the Regulation of Agents

Selected legislative proposals to further regulate role of agents