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

CONTACT NAME: Cheryl Cudzilo

DEPARTMENT/DIVISION: Law

PROPOSED SEMESTER OF IMPLEMENTATION: fall

TYPE OF ACTION: add (new)

LEVEL OF ACTION: noncredit

DATE PREPARED: 9/4/11

YEAR: 2012

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

- COURSE ACTIONS
- PROGRAM ACTIONS

Original Subject Code/Course Number: LAW 843A

Original Program Title:

Professional Sports Workshop

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

<table>
<thead>
<tr>
<th>COURSE ACTIONS</th>
<th>PROGRAM ACTIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Experimental Course</td>
<td>10. Program Requirements</td>
</tr>
<tr>
<td>2. Course Title</td>
<td>11a. Undergraduate Specialization (24 credits or fewer)</td>
</tr>
<tr>
<td>3. Course Credits</td>
<td>11b. Master's Specialization (12 credits or fewer)</td>
</tr>
<tr>
<td>4. Course Number</td>
<td>11c. Doctoral Specialization (18 credits or fewer)</td>
</tr>
<tr>
<td>5. Course Level</td>
<td>12. Minor (add or delete)</td>
</tr>
<tr>
<td>6. Pre- and Co-Requisite</td>
<td>13. Closed Site Program</td>
</tr>
<tr>
<td>7. Course Description</td>
<td>14. Program Suspension</td>
</tr>
<tr>
<td>✅ 8. New Course</td>
<td>15. Program Reactivation</td>
</tr>
<tr>
<td>9. Deactivate Course</td>
<td>16a. Certificate Program (UG/G) exclusively within existing degree program</td>
</tr>
<tr>
<td>22. Other</td>
<td>16b. Certificate Program (UG/G) outside of or across degree programs (12 or more credits)</td>
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<td></td>
<td>17. Off-Campus Delivery of Existing Programs</td>
</tr>
<tr>
<td></td>
<td>18a. Undergraduate Concentration (exceeds 24 credits)</td>
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<td></td>
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<tr>
<td></td>
<td>18c. Doctoral Concentration (exceeds 18 credits)</td>
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<td>19. Program Title Change</td>
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<td>20. Program Termination</td>
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<td></td>
<td>21. New Degree Program</td>
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<td></td>
<td>22. Other</td>
</tr>
</tbody>
</table>

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

- summary proposal (O)
- course definition document (P)
- full-page MHEC proposal (Q)
- financial tables (MHEC) (R)
- other documents as may be required by MHEC/USM (S)
- other (T)

Summer 2010
**IMPACT REVIEW** *(review the list of necessary signatures):*

<table>
<thead>
<tr>
<th>Impacted Entity</th>
<th>Signature</th>
<th>Date</th>
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<tbody>
<tr>
<td>a. Library</td>
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<td>□ no impact</td>
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<td>□ impact statement attached</td>
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<td>b. OTS</td>
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<td>c. University Relations</td>
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<td>e. Records</td>
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</table>

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

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

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

CONTACT NAME: Cheryl Cudzilo

DEPARTMENT/DIVISION: Law

PROPOSED SEMESTER OF IMPLEMENTATION: fall

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

COURSE ACTIONS

Original Subject Code/Course Number: LAW 843A

Original Course Title: Professional Sports Workshop

PROGRAM ACTIONS

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

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- 20. Program Termination
- 21. New Degree Program
- 22. Other

For changes to existing courses:

OLD TITLE

NEW TITLE

SUBJECT CODE/COURSE NO.

CREDITS

SUBJECT CODE/COURSE NO.

CREDITS

DATE PREPARED: 9/4/11
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.
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

Summer 2010
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

Summer 2010
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
Week 6


*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