

BTEC Sport Unit 3 Professional Development in the Sports Industry Curriculum Summary

Name of unit	Unit 3 Professional Development in the Sports Industry
Why do we study this unit?	The sports industry is a vast market with many different pathways. For a successful career, you need to understand the scope and breadth of the available opportunities and the steps needed to follow your chosen pathway
By the end of the unit, students will be able to....	In this unit, you will research the different possible careers and the associated job roles in the sports industry, then action plan your development towards achieving a selected career aim. You will analyse your own skills and identify how to develop them into a career through the use of a career plan. You will research your chosen career to understand how to access and progress within it. You will take part in application and interview assessment activities for a selected career pathway, drawing on knowledge and skills from across the qualification to identify your own strengths and gaps in knowledge and skills. You will evaluate your own performance to gain an understanding of the generic employability and specific-technical knowledge and skills required to access and progress in a selected career pathway in the sports industry.
Links to previous units	
Key vocabulary	Physical activity, lifestyle, modification, screening, monitoring, Nutrition, Component, skill-related, fitness related, principles,
Week and summary topic	Knowledge and skills learned
1. Scope and provision of the sports industry	<p>The size, breadth and geographic spread of the sports industry, locally and nationally and factors that affect sports provision and employment opportunities:</p> <ul style="list-style-type: none"> ● Sport and recreation industry data, economic significance, number of jobs. ● Geographical factors – location, environment, infrastructure, population. ● Socio-economic factors – wealth, employment, history,

	<p>culture, fashion and trend.</p> <ul style="list-style-type: none"> ● Season factors, e.g. swimming pools that only open in the summer, summer camps, holiday sports clubs, competition seasons, training camps.
<p>2. Careers and jobs in the sports industry</p>	<p>Careers and jobs in the sports industry:</p> <ul style="list-style-type: none"> ● Key pathways – coaching, sports science (e.g. nutritionist, sport psychology, sports therapy and injury management in sport performance, exercise and fitness), sports development (e.g. sports development officers, National Governing Body (NGB) officers, sports administrator) leisure management (e.g. facility management, grounds keeping, activity coordinator) education, sports journalism. ● Sectors – public, private, voluntary, third sector, public/private partnerships. ● Local employers – public, private, voluntary, third sector, public/private partnerships. ● National employers – public, private, voluntary, third sector. Sources of information on careers in sports. ● Definitions of types of employment
<p>3. Professional training routes, legislation, skills in the sports industry</p>	<ul style="list-style-type: none"> ● Career pathways ● Job descriptions and personal specifications for sports industry jobs. ● Industry standards – safeguarding (Disclosure and Barring Service (DBS)), codes of practice, ● Safeguarding – DBS: self-disclosure, enhanced disclosure, regulations and requirements. ● Sector-specific legislation that impacts on job roles.
<p>4. Sources of continuing professional development (CPD)</p>	<p>Maintaining professional development in specific career pathways.</p> <ul style="list-style-type: none"> ● Memberships of professional bodies: fees, qualification, logs of CPD. ● Required updates to professional competences, e.g. first aid, safeguarding. ● Career progression training ● Gaining knowledge and experience through cross-sector opportunities,
<p>5. Personal skills audit for potential careers</p>	<p>Producing a personal skills audit against a chosen career pathway:</p> <ul style="list-style-type: none"> ● Interests and accomplishments. ● Qualities – reliability, organisational skills, commitment, resilience, empathy. ● Basic skills – literacy, numeracy and IT. ● Experience, e.g. sporting, leadership, work, travel. ● Qualifications – educational and sector specific. ● Generic employability skills – teamwork, cooperation, communication, problem solving.

	<ul style="list-style-type: none"> • Specific technical skills, e.g. coaching, instructing, leading, administering test protocols. • Using SWOT (strengths, weaknesses, opportunities, threats) analysis
6. Planning personal development towards a career in the sports industry	<ul style="list-style-type: none"> • Use of personal skills audit to produce an action plan towards a sports and recreation industry career. • Identification of key timescales, e.g. immediate actions, next year, two years, five years, and ten years. • Identification of training/educational/experiential aims at these key times and processes to achieve these goals. • Careers guidance and support available and education choices. • Career development action plan (CDAP) – definition; higher levels, specialism and diversification, aims, milestones, measures. • Professional development activities – workshops, training, job shadowing, self-reflection.
7. Maintaining a personal portfolio/record of achievement and experience	<p>Personal portfolio/record of achievement:</p> <ul style="list-style-type: none"> • Educational certificates • Sport-specific awards • Sporting achievements • Testimonials • Press cuttings • Work experience • Volunteering • Any other relevant evidence • CVs targeting sports industry jobs
8. Job applications	<p>Selection of a job role in a suitable career pathway, identified from skills audit and CDAP and then preparation of all the relevant documents:</p> <ul style="list-style-type: none"> • A job advertisement giving suitable examples of where it could be placed • Job analysis • Job description • Person specification • Application form • Personal CV • Letter of application.
9. Interviews and selected career pathway-specific skills	<p>Communication skills required for interview situations: body language and listening skills, professional approaches, formal language, skills and attitudes of interviewee, role play, body language, dress, interview questions:</p> <ul style="list-style-type: none"> • Presentation skills – for micro-teach, for micro-coach. • Career pathway-specific technical knowledge/skills displayed, e.g. coaching, instructing, leading, handling equipment, following testing protocols. • Interview feedback form.

	<ul style="list-style-type: none"> ● Observation form. ● Reviewing applications from peer group. ● Submitting applications to peer group. ● Demonstration of a work-related competence (interviewing and being interviewed), analysis of how the activity worked, if the correct questions were asked to achieve the desired outcome, if the advertisement, job description and person specification led to the application form and covering letter being completed with the right level of information; adherence to equal opportunities legislation.
10. Review and evaluation	<ul style="list-style-type: none"> ● Role-play activity. ● Individual appraisal of own roles in being interviewed, interviewing and observing. ● Review of communication skills. ● Review of organisational ability. ● Assessment of how the skills acquired support the development of employability skills.
11. Updated SWOT and action plan	<ul style="list-style-type: none"> ● SWOT analysis on individual performance in the role-play activities. ● Self-critique of the events and documentation prepared and how it supported the activity. ● Review of how effective the process was and how learners feel they may need to develop skills further to be able to conduct and participate in interviews more effectively. ● Action plan to highlight how to address any weaknesses in skill set.