

# PGA GOLF MANAGEMENT (PGA)

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## **PGA 1030 Introduction to PGA Golf Management (2 credits)**

This course will examine the golf industry and the golf professional's role within the industry. Attention will focus on the history of the game, PGA Constitution, career enhancement, and the rules of golf. Typically Offered: Fall.

**Prereqs:** PGM major

## **PGA 1050 Introduction to PGA Teaching and Coaching (Level 1) (3 credits)**

This class introduces concepts essential to becoming a proficient golf instructor and the necessary elements of an effective golf teaching and player development business. There are four main sections of this course curriculum. First, an introduction on how students process knowledge as it relates to physical movement, and how to distinguish between learning and performance of a golf skill (Learning A). Second, a focus on how to effectively build relationships with the facility and those you are teaching golf. It will help the students understand the importance of adapting your communication style to the correct audience, and how to effectively plan a teaching program at a facility and an individual lesson for a student (Teaching A). Third, focus on the fundamentals of the golf swing, and the cause and effect in ball flight, in both the long and short game (Game A). Lastly, an introductory module that gives a background on the golf industry and the business rationale for player development programs (Player Development A). Typically Offered: Spring.

**Prereqs:** PGA 1030

## **PGA 1100 PGA Golf Management Player Development (1 credit, max 99)**

This course will assist PGA Golf Management students in their efforts to pass the PGA of America's Playing Ability Test (PAT) by providing access to a golf game tracking and improvement software along with individual and group golf instruction. All PGA Golf Management students must pass the PAT prior to graduation. Graded Pass/Fail.

**Prereqs:** Marketing - PGA Golf Management major

## **PGA 1500 PGA Golf Management I (3 credits)**

This course will examine the golf industry and the golf professional's role within the industry. Attention will focus on tournament operations, golf car fleet management, and golf club repair and design. Other topics previewed will be business planning and operations and customer relations. Typically Offered: Spring.

**Prereqs:** PGA 1030

## **PGA 2040 (s) Special Topics (1-16 credits, max 99)**

Credit arranged

## **PGA 2050 Intermediate PGA Teaching and Coaching (Level 2) (3 credits)**

This class will build on the topics learned in PGA 1050. It introduces the idea that a successful golf instructor must study the game of golf and gain expertise in four fundamental areas: knowledge of teaching, knowledge of learning, knowledge of the game of golf, and player development strategies. Like PGA 1050, this course will have four main areas of focus that build on previous topics. First, the focus will be on feedback and transfer practice. Explanations on how feedback functions in learning golf skills and discusses the key factors that influence effectiveness, in a combination of how variables within practice help facilitate golf skill learning (Learning B). Second, a focus on how to make sure you control the pace and delivery of the instruction. We will begin to introduce how to use learning aids in golf lessons and create effective practice routines for the students (Teaching B). Third, explore golf teaching methodologies of top teaching professionals. These methodologies will be explored in class and serve as the foundation for each student starting to define their own teaching methodology (Game B). Lastly, learn how to design, implement, and operate a player development program that benefits both the facility and its customers (Player Development B). Typically Offered: Spring.

**Prereqs:** PGA 1050

## **PGA 2510 PGA Golf Management II (3 credits)**

This course will examine the golf industry and the golf professional's role within the industry. Attention will focus on business communications, business planning and operations, customer relations, and PGA/PGM electives. Other topics previewed will be merchandising and inventory management, supervising, and delegating. Typically Offered: Spring.

**Prereqs:** PGA 1030, PGA 1500 and PGM major

## **PGA 2980 (s) Internship (1-3 credits, max 6)**

Graded Pass/Fail.

## **PGA 2990 (s) Directed Study (1-16 credits, max 99)**

Credit arranged

## **PGA 3050 Advanced PGA Teaching and Coaching (Level 3) (3 credits)**

This class will build on the topics learned in PGA 1050 and PGA 2050. This course will work on creating seamless integration of learning, teaching, and game elements. This course will include discussions on club alteration and fitting components. Player development will be a large portion of this class as the discussion turns to tying teaching into the overall operation of a golf course and how to better build a business plan that includes teaching and how that affects the overall budget. Like PGA 1050 and 2050, this course will have four main areas of focus that build on previous topics. First, a focus on mental practice, motor imagery, and optimizing transfer. There will be a more detailed discussion on practice and how mental practice, motor imagery, and learning help affect the transfer of learning from the range to the golf course. There will be a higher level of discussion on how to avoid pitfalls of mental game and how to optimize playing performance (Learning C). Second, more focused discussion on how to create long-term processes for improvement as a teacher and for the students being taught. This will mean a greater focus on golfers that are already playing at a high level (Teaching C). Third, a focus on a great depth of teaching methodologies especially focusing on teaching advanced shot-making skills. Included will also be how to make the correct equipment suggestions and fitting for each individual player (Game C). Lastly, an emphasis on the business impact of teaching and player development programs. There will be an in-depth discussion on how to do a market assessment of teaching needs in the area and how that fits in and affects the facilities overall budget (Player Development C). Typically Offered: Spring.

**Prereqs:** PGA 2050

**PGA 3850 PGA Golf Management III (3 credits)**

This course will examine the golf industry and the golf professional's role within the industry. Attention will focus on merchandising and inventory management, supervising, and delegating. Other topics previewed will be an overview of the final experience. Typically Offered: Fall.

**Prereqs:** PGA 1030, PGA 1500, and PGA 2510

**PGA 3860 Food and Beverage Hospitality with Lab (4 credits)**

Introduction to hospitality and commercial leisure enterprises. The course will include food and beverage service operation, profit and cost accounting, techniques, marketing, advertising schemes and the relationship between business and leisure programs, services, and products. Field trips required.

**Prereqs:** PGM major or permission

**PGA 3980 (s) Internship (1-3 credits, max 6)**

Graded Pass/Fail.

**PGA 4040 (s) Special Topics (1-16 credits, max 99)**

Credit arranged

**PGA 4990 (s) Directed Study (1-16 credits, max 99)**

Credit arranged