

Name _____

**Sports & Entertainment Marketing
Year One Curriculum**

Class Period _____

Unit 7 Word Find

H	K	T	Z	C	B	O	M	L	U	A	O	P	Z	A	B	D	I	U	X
E	U	R	Y	B	Q	N	A	O	P	P	U	A	R	G	O	S	O	R	A
L	V	N	J	E	P	R	N	R	J	N	S	Q	Z	J	X	Y	L	A	E
C	N	I	L	Z	R	T	O	T	O	J	W	E	O	C	O	G	O	O	G
R	W	H	T	E	K	M	S	I	S	D	C	D	L	C	F	Y	R	N	U
U	T	Q	F	A	O	P	T	C	X	G	O	W	T	L	F	U	C	X	M
H	Y	E	O	T	R	A	G	E	E	R	R	R	N	L	I	R	S	T	P
U	R	E	I	L	U	O	E	Z	P	T	Z	U	E	Q	C	N	K	M	T
I	N	O	Q	L	D	G	B	A	K	S	I	V	M	J	E	Z	G	F	H
Z	N	E	A	L	B	F	V	A	G	X	Y	B	L	P	V	N	L	D	K
P	G	V	M	U	J	C	S	U	L	S	N	M	L	V	T	D	P	T	P
X	E	K	E	L	Z	D	B	O	Z	L	N	O	I	T	C	E	J	B	O
R	Y	N	L	L	L	K	P	G	I	T	O	U	F	J	L	Q	T	U	J
Q	X	F	A	Q	H	U	T	E	A	M	O	C	L	M	I	X	B	K	P
F	B	T	S	S	T	F	F	M	G	A	V	K	U	O	K	C	R	L	S
L	A	N	O	I	T	C	A	S	N	A	R	T	F	K	D	C	R	V	J
K	B	Y	P	G	G	M	C	S	H	F	N	V	Z	I	A	A	P	D	U
O	Y	U	O	L	I	N	E	T	W	O	R	K	I	N	G	T	C	J	Y
X	X	J	R	W	M	F	K	B	H	Z	S	P	N	Y	C	V	S	U	P
Q	Z	O	P	D	T	J	F	W	V	T	P	G	E	P	Q	S	F	G	O

Word Find Activity Directions:

Find the following unit one key terms and names of industry pioneers in the word find box above. Terms may be forward, backward, horizontal, vertical or diagonal. Circle the words when you find them.

BOX OFFICE

COLLABORATIVE

EVALUATION

FULFILLMENT

FULL MENU

NETWORKING

OBJECTION

PROMOTION

PROPOSAL

REFERRAL

TEAM

TRANSACTIONAL

UPSELLING

Sports & Entertainment Marketing Year One Curriculum

Unit 7 Word Find Solutions

+	+	R	+	+	+	+	N	+	+	+	+	E	T	+	+	+	+	U	L
+	+	+	E	+	+	+	E	+	+	+	V	+	E	+	+	+	N	+	A
+	+	+	+	F	+	+	T	+	+	I	+	+	A	+	+	E	+	+	N
+	+	+	+	+	E	+	W	+	T	N	+	+	M	+	M	+	+	+	O
+	E	+	+	+	+	R	O	A	+	+	O	+	+	L	+	+	+	+	I
+	+	V	+	+	+	+	R	F	U	L	F	I	L	L	M	E	N	T	T
+	+	+	A	+	+	O	K	A	+	+	+	U	T	+	+	+	+	+	C
+	+	+	+	L	B	+	I	+	L	+	F	+	+	O	+	+	+	+	A
+	+	+	+	A	U	+	N	+	+	+	N	+	+	+	M	+	+	+	S
+	+	+	L	+	+	A	G	+	+	+	O	+	+	+	+	O	+	+	N
+	+	L	+	+	+	+	T	U	+	+	I	+	+	+	+	+	R	+	A
+	O	+	+	+	+	+	P	I	+	+	T	+	+	+	+	+	+	P	R
C	+	+	+	+	+	S	+	+	O	E	C	I	F	F	O	X	O	B	T
+	+	+	+	+	E	+	+	+	+	N	E	+	+	+	+	+	+	+	+
+	+	+	+	L	+	+	+	+	+	+	J	+	+	+	+	+	+	+	+
+	+	+	L	+	+	+	+	+	+	+	B	P	R	O	P	O	S	A	L
+	+	I	+	+	+	+	+	+	+	+	O	+	+	+	+	+	+	+	+
+	N	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
G	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+
+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+	+

SOLUTIONS: (Over,Down,Direction)

BOX OFFICE(19,13,W)
COLLABORATIVE(1,13,NE)
EVALUATION(2,5,SE)
FULFILLMENT(9,6,E)
FULL MENU(12,8,NE)
NETWORKING(8,1,S)
OBJECTION(12,17,N)
PROMOTION(19,12,NW)
PROPOSAL(13,16,E)
REFERRAL(3,1,SE)
TEAM(14,1,S)
TRANSACTIONAL(20,13,N)
UP SELLING(9,11,SW)