

Name: _____

Class Period: _____



Sports Career Consulting: NBA “City Uniforms” – Branding & Licensing Activity

In this activity, you will:

- Understand the concept of branding and why it is an important marketing tool
- Explain the licensing process
- Recognize why brands sponsor professional sports teams
- Describe the concept of community relations
- Create your own “City Edition” NBA uniform design

Unit Six Key Concept	Point Value	Points Awarded	Requirement / Assessment
a. Branding a. Define brand b. Cities as brands c. Importance of branding	15		<ul style="list-style-type: none"> • Define brand • Can a city be a brand? Why or why not? • Why is branding important? • How might NBA teams benefit from “NBA x Nike” uniforms?
b. Licensing a. Define licensing b. Explain the licensing process c. Differentiate between licensee and licensor	15		<ul style="list-style-type: none"> • What is licensing? • Explain the licensing process • Who is the licensor in this activity example, the NBA or Nike/Jordan Brand? Who is the licensor?
d. Community Relations a. Define community relations b. Explain why community relations initiatives are important to sports teams.	15		<ul style="list-style-type: none"> • What is the concept of community relations? • Why do sports teams engage in community relations initiatives?
e. Sponsorship a. Define sponsorship b. Recognize how a NBA jersey sponsorship benefits a brand	15		<ul style="list-style-type: none"> • What is sponsorship? • Why do brands sponsor? • How might a brand benefit from a NBA jersey sponsorship?
f. Activity & Presentation	40		PPT presentation, demonstration of understanding of key concepts, “City” or “Statement” uniform creation and explanation that supports the design elements
PROJECT TOTAL SCORE	100		