

**LALIGA**  
**BUSINESS SCHOOL**

MASTER  
**GLOBAL SPORTS  
MARKETING**

# UNIQUE AND PIONEERING EDUCATION MODEL IN THE SPORTS INDUSTRY



**LALIGA is the only Sports Institution that has developed its own Education Department: LALIGA BUSINESS SCHOOL.**

- ⚡ The student studies directly in the Sports Institution (LALIGA).
- ⚡ Professional Master's Degrees: the contents are developed and taught exclusively by professionals from the Sports Industry.
- ⚡ There is a direct transfer of knowledge with the student.



**High Quality Education:**

- ⚡ Personalized Attention: a single group per Master (max 30 places).
- ⚡ On Site
- ⚡ Educational trips included in the price.



**Campus: LALIGA Headquarters (Madrid)**










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# THE BEST ENVIRONMENT TO BUILD YOUR FUTURE IN THE SPORTS INDUSTRY

"Gain firsthand experience and expertise in one of the world's most influential brand.

Forge real connections, gain authentic insights and acquire practical skills that will enable you to really stand out on a global level."

-  *Not just a Master, a career booster.*
-  *Highly selective group of maximum 30 students.*
-  *Classes taught 100% in English.*
-  *Location: LALIGA's Headquarters.*
-  *Glocal approach: This program offers a truly global vision of sports business and soccer industry by adding important components from very diverse local market.*
-  *Practical approach: development of relevant Practical Cases, relating to football and other sports, developed in the facilities of our collaborators entities: clubs, federations and institutions.*
-  *We aim to identify, inspire, challenge and set on the right track the future protagonists of the sports industry, the ones that are going to extract from today's trends the seeds of the future growth of the football business and the sports industry at a global scale.*

# GUARANTEED 6 MONTHS INTERNSHIPS

Our Internship department will ensure you get the right internship that will allow you to strengthen and match the acquired theory to implement learnings in a challenging-business environment. Constructing a solid network and opening opportunities for the future.

*As a 6-month extension of the academic course, the internship must represent the opportunity to apply your lessons in actual businesses with real outcomes.*

*Working on a specific project for LALIGA, for a sports entity or for a brand related to sports will provide the perfect platform and environment to test and polish learnings at the same time you forge connections and nurture a strong network of sports industry professionals.*

*More than any other school, LALIGA opens the door of great businesses to work for (football teams, sports institutions, communication groups, sponsors, etc.), gives access to great experts and professionals to learn from.*

*LALIGA BUSINESS SCHOOL'S objective is to provide to its students the real-world experience at the main leading sports organizations, which plays a vital role in their education.*

*Our students have the opportunity not only to develop strong professional skills, valuable industry connections and real-life awareness of industry standards, but also to be part of the creation and coordinating projects within the companies.*

*Introduction to hiring practices, including CV preparation.*

*Our team will help you with several services:*

- 🔗 Interview skills.*
- 🔗 Continued support while you're conducting your internship.*
- 🔗 Working on a specific project for LALIGA, for a LALIGA Club, for a Sports Entity or for a brand related to sports will provide the perfect platform and environment to test and polish learnings at the same time you forge connections and nurture a strong network of sports industry professionals.*
- 🔗 LALIGA opens the door of great businesses to work for (football teams, sports institutions, communication groups, sponsors, etc.), gives access to great experts and professionals to learn from.*

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# GREETINGS FROM OUR PRESIDENT

"LALIGA is firmly committed to education. By means of a qualified academic education, their sports professionals may achieve a better management of football clubs and institutions.

The "LALIGA BUSINESS SCHOOL" is the reflection of the educational project that our Institution has created and promoted in order to detect, recruit and train both present and future talent within football management, methodology and analysis areas.

The Spanish Football League is the best in the world, therefore it is, extremely important that sports entities that take part in our official competitions, as well as in other sports, are able to provide their respective football clubs and institutions with management excellence by means of qualified and trained professionals.

Thus, LALIGA will use all its experience and knowledge so that the "LALIGA BUSINESS SCHOOL" guarantees quality courses and nationally and internationally recognized qualifications to train the best professionals and get the best managers."

JAVIER TEBAS  
PRESIDENT OF LALIGA



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# GREETINGS FROM THE MASTER'S DIRECTORS



JAVIER GURREA-NOZALEDA  
SPONSORSHIP AND LICENSING  
DIRECTOR LALIGA

"Although the industry's experts consider that the marketing has evolved more in the last 5 years than in the previous 100, also the sport's world has evolved in the last 5 years more than in the previous 50.

The brands, the sponsors and the athletes – all main actors of this new form of entertainment, move in a liquid environment where the barriers between communication, branding, and marketing are transverse and continuously changing.

The "Master in Global Sports Marketing" program, which consists of 8 modules, will effectively emphasize this new environment, and give you the tools to keep you updated in a field that evolves with each step it takes.

As Lao Tsé said "The only permanent thing is change" and this phrase clearly summarizes, from the point of view of marketing and communication, the new paradigm of sports entertainment. It's a world that besides sports fans, considers the consumers of global entertainment.

Because the world is our playground, this doesn't imply globality just from the geographical point of view, but it assumes also the competitive environment, starting from the areas with which Sport can and should interact and from the targets we strive to."



JOSÉ MOYA  
DIRECTOR OF LALIGA BUSINESS  
SCHOOL

"The sport and training industry changes worldwide at an unprecedented speed, where we, all the professionals that participate in this game, are required to recycle and continuously upgrade our education if we want to be able to compete and enjoy at a high level in this race. In addition, it demands all the professionals who wish to join this industry a specific training and understanding of specific and particular aspects of this large sector.

For this objective we have designed in LALIGA Business School the "Master in Global Sports Marketing", a program created with great ambition for our field and our students, paying attention to the details that will offer the best guarantees.

Our program is structured around 8 modules that will allow the students to internalize all the key knowledge necessary to develop the right vision and affront their deepest challenges with determination.

We already want to welcome you to this program and invite or require you to enjoy it and extract the maximum of each of the sessions or trips defined by professionals from whole training ecosystem. You will have the opportunity to share them by having a year full of emotions and intense requirements that will take you to work at a High Level and transform you into a High-Performance professional in a special industry."



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## **LALIGA DRIVES A LEAP TOWARDS EXCELLENCE FOR HIS CLUBS AND THEIR CURRENT AND FUTURE EMPLOYEES.**

## **LALIGA IMPULSO**

LALIGA IMPULSO is the strategic agreement reached between LALIGA and the investment fund CVC to boost the global growth of LALIGA clubs. Thanks to this agreement, LALIGA incorporates a partner that brings long-term capital and proven industry experience to help LALIGA and its clubs to grow globally at a time of great challenges for the emotions and entertainment industry.

**This financial injection commits the clubs to allocate at least 70% of the resources to investments linked to infrastructure, international development, brand and product development, communication strategy, innovation and technology plan and content development plan on digital platforms and social networks.**

In order to undertake the projects related to LALIGA IMPULSO, clubs are called upon to reorganise their structure, expand their departments and create new ones, rethink their strategies, processes and work methodology, focusing on innovation and, consequently, on attracting and retaining new members and, consequently, to attracting and retaining talent.

We are facing a turning point in terms of employability in the coming years. The projects related to LALIGA IMPULSO require the incorporation of highly qualified talent, also from other industries; and they require an adequate updating of the professionals already working in the Sports Industry. LALIGA, as the driving force behind the project, supports the development of LALIGA IMPULSO also with training, through its Education Department, LALIGA BUSINESS SCHOOL. We prepare the people who will activate this new era of the Sports Industry.

After the 1992 Barcelona Olympics, we are at the best time to enter the Sports Industry, a sector that has been growing steadily for the last two decades and which is facing major challenges related to new technologies, digital transformation and the evolution of consumption models. An increasingly attractive industry for the most qualified and determined professionals.

***“LALIGA IMPULSO will allow us to grow in 4 or 5 years what we would have grown in the next 20 years”***

Javier Tebas, President of LALIGA



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# TARGET GROUP AND STUDENT PROFILE:

- ⚡ We seek to admit students into Master in Global Sports Marketing program who offer diverse perspectives, backgrounds, and interests, and who share a commitment to excellence in the sports industry.
- ⚡ We aim to detect the future protagonists which are going to establish the new standards and the new tendencies of the sports marketing.
- ⚡ We look for evidence of that commitment in areas including applicants' academic records, their professional accomplishments, and their engagement in their community.
- ⚡ We place emphasis on those skills and qualities we believe are necessary for academic success and participation in the intellectual life at LALIGA Business School.



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# CAREER OPPORTUNITIES

Thanks to the notions received and the internships you will be able to develop different projects in the marketing, communication, events, digital and commercial departments of the most important players in the sports industry, both nationally and internationally, such as:

- ⚡ LALIGA
- ⚡ Other sports leagues or competitions
- ⚡ LALIGA Clubs or other leagues' clubs
- ⚡ Sports Federations
- ⚡ Sports Institutions
- ⚡ Sports Events
- ⚡ Sports Events Organisation Companies
- ⚡ Technological companies related to the sports industry.
- ⚡ Consultancy companies related to the sports industry.
- ⚡ Marketing and communication agencies (especially related to sport)
- ⚡ Representation agencies
- ⚡ Media companies related to the world of sport.
- ⚡ Companies related to the Sports sector.
- ⚡ Companies related to Fitness sector (gyms, apps, sports centres)
- ⚡ Clothing and sports fashion brands
- ⚡ Sponsors
- ⚡ Suppliers
- ⚡ Companies in different sectors whose activity is related to Sport
- ⚡ Positions of responsibility in Sports Federations and Sports Institutions
- ⚡ Sports facilities and infrastructures (Pavilions, Circuits, Sports Centers)
- ⚡ Spaces for professional or amateur sports practice

Also, with this Master you will acquire the necessary competences to occupy a position in the following sports structures.

# EMPLOYABILITY

Entities in which our students have continued their careers after completing this master's program:

## LALIGA

# LALIGA

## LALIGA CLUBS



AT Madrid



AT Osasuna



UD Ibiza



Mallorca FC



Valencia CF



Getafe CF



Rayo Vallecano



Sevilla FC



Real Sporting



Villarreal



Real Zaragoza



Elche CF



CD Leganés

## COMPANIES

K O S M O S



SPORTFIVE



Team Heretics



DUX Internacional



YouFirst Sports



bewolfish



# LALIGA 360° EXPERIENCE

## In-house case studies on:

1. LALIGA as a leading company in the transformation of the Football Industry.
2. The 42 LALIGA teams (42 different and complementary contexts, territories and models).

Collaboration with other organisations closely related to the sports and entertainment sector, with the aim of integrating case studies outside football.



## Our campus

Our classes are given at LALIGA's head office, where the most important decisions about Spanish football are made.

Our students will have access to networking opportunities with LALIGA professionals.

## LALIGA's Immersion Experience

- ⚡ Our students will enjoy a unique experience gaining first-hand knowledge of LALIGA and its Clubs/SADs.
- ⚡ Visits to LALIGA Clubs/SADs where their professionals will share knowledge with our students.
- ⚡ Academic staff composed of sports industry professionals and LALIGA employees with extensive experience and teaching skills.

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# SITE VISITS, INTERACTIVE EXPERIENCES AND TRIPS TO:

They are interactive experiences in which we will visit LALIGA Clubs, Sports Institutions, Properties and Agents from the Industry. Our students will receive Master Classes and will solve real Case Studies.

Our Programme includes a series of Vistis, Interactive Experiences and Trips to:

## US (NEW YORK)



In this complete trip to US we will be able to enjoy an immersion trip into the Sports and Entertainment Industry of the United States.

## UK (LONDON)



In the trip to UK, we will have the opportunity to enjoy an immersion experience in the Premier League ecosystem, English Football Clubs, Investment Funds, and other Sports Entities like ATP, Wimbledon, Six Nations etc.

## SPAIN (LALIGA CLUBS AND OTHER SPORTS ENTITIES)

>East

>North

In Spain, our students will enjoy some different educational trips within the country. In all of them our students will have the opportunity to visit some LALIGA Clubs, where they will receive Master Classes to discover the internationalization processes of the clubs, their internal structure different and the operation of their departments, etc. We will also visit some Sports Institutions and Properties from other Sports as well as some other Sports Facilities.



# DATA SHEET

## DATE

From November 2025 to  
June 2026

## MODE

On-site

## DURATION

9 months

## CREDITS

90 ECTS

## PRICE

25.700€ (enrolment fees  
included) Please, check  
our website for funding  
opportunities

## VACANCIES

30

## LOCATION

LALIGA Headquarters.  
60, Torrelaguna street,  
28043 Madrid

## SCHEDULE

From Monday to  
Thursday from 17:30h  
to 21:30h

Curso acreditado por:

**LALIGA**

**UAX** Universidad  
Alfonso X el Sabio

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## MODULES COORDINATORS

In addition to the two Directors, the Academic and Master's Coordinators the Master in Global Sports Marketing have 6 Module Coordinators. There are totally 10 people who share the responsibility for developing the program, to select the teachers and to ensure the quality of the course.



**JOSÉ MOYA** - MODULE I - IMMERSION IN THE SPORTS INDUSTRY  
**DIRECTOR LALIGA BUSINESS SCHOOL**



**JAVIER TOLA** - MODULE II - SPORTS MARKETING AND COMMUNICATION  
**GENERAL DIRECTOR - SIMPLY SPORT**



**GABRIELA SALINAS** - MODULE III - BRAND MANAGEMENT AND MARKET RESEARCH  
**GLOBAL MANAGING DIRECTOR - BRAND FINANCE INSTITUTE**



**JAUME PONS** - MODULE IV - DIGITAL MARKETING AND DIGITAL STRATEGY  
**HEAD OF SOCIAL MEDIA AND DIGITAL CONTENT - LALIGA**



**EDOUARD LEGENDRE** - MODULE V - SPONSORSHIP AND STRATEGIC ALLIANCES  
**EXTERNAL CONSULTANT AT LALIGA AND RECOGNIZED INTERNATIONAL  
EXPERT IN BRAND MANAGEMENT AND SPORTS MARKETING**



**DIEGO SÁNCHEZ** - MODULE VI - COMMERCIAL PROCESS & SALES STRATEGY  
**HEAD OF COMMERCIAL- ATLÉTICO DE MADRID**

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# SYLLABUS

## Module I

### **IMMERSION IN THE SPORTS INDUSTRY**

Coordinator: José Moya (Director LALIGA BUSINESS SCHOOL)

1. Understanding LALIGA
2. The Sports Industry
3. Sports Events Day
4. Property Management

## Module II

### **SPORTS MARKETING AND COMMUNICATION**

Coordinator: Javier Tola (General Director - Simply Sport)

1. The Sports Industry (scope and evolution)
2. Sport's power and responsibility (transforming society)
3. Football Governance and International Institutions
4. Institutions
5. The Business of Football
6. The Business of Entertainment
7. Participatory Sport
8. Sport in the City
9. Sports Branding
10. Sports Sponsorship

## Module III

### **BRAND MANAGEMENT AND MARKET RESEARCH**

Coordinator: Gabriela Salinas (Global Managing Director - Brand Finance Institute)

1. Brand Management
2. Rebranding
3. Brand Positioning and Architecture
4. Customer Profile and Segmentation
5. Consumption Trends
6. Sustainability



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## Module IV

# DIGITAL MARKETING AND DIGITAL STRATEGY

Coordinator: Jaume Pons (Head of Social Media and Digital Content - LALIGA)

1. Digital Marketing
2. Data Driven Strategy
3. Digital Transformation
4. Ecommerce
5. Fan Engagement and Customer Journey
6. Social Media
7. Branded Content
8. Disruptive Technologies
9. E-sports and Competitive Gaming
10. Metaverse, NFT'S, Blockchain
11. Artificial Intelligence

## Module V

# SPONSORSHIP AND STRATEGIC ALLIANCES

Coordinator: Edouard Legendre (External consultant at LALIGA and recognized international expert in Brand Management and Sports Marketing)

1. Commercial Management
2. Sponsorship Methodology
3. Sponsorship Activation
4. Events
5. Retail & Merchandising
6. Licenses
7. Sponsorship Measure

## Module VI

# COMMERCIAL PROCESS & SALES STRATEGY

Diego Sánchez (Head of Commercial en Atlético de Madrid)

1. Commercial process in the sports industry
2. Sales strategies adapted to the sports industry
3. Business opportunities in sport
4. Relationships with customers, sponsors and other stakeholders
5. Impact of sales strategies on commercial performance

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## ACADEMIC STAFF



**ALBERT MUNDET**

Director of Innovation  
FC Barcelona



**DANIEL MONTES**

Senior Manager EA Sports



**ÁLEX PALLETE**

Founder at Picnic



**CRISTINA DELGADO**

Manager at Youtube Sports  
News Spain & Portugal



**ÁNGEL FERNÁNDEZ**

Global Brand and Strategy Director  
at LALIGA



**DANIEL MORENO**

Teamhead Sports Marketing  
Teamsport Puma Group



**ÁNGELA LOZANO**

Director of Business Development  
at Urban Rooster



**DAVID MARTÍNEZ**

Director de patrocinios  
en Team Heretics



**ANTONIO BOLAÑOS**

Ex Director Gerente  
de Volvo Ocean Race



**DAVID SERRAHIMA**

Octagon General Manager



**BORIS GARTNER**

CEO LALIGA North America



**DIEGO SÁNCHEZ TRILLO**

Head of Commercial  
at Club Atlético de Madrid



**BORJA COUCE**

Football Agent at BC26 Sports



**EUGENIO BLANCO**

Vice President Content Engagement  
at Dazn Spain



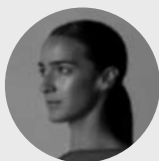
**CARLOS CANTO**

CEO SPSG Consulting



**FERNÁNDO SÁNCHEZ**

Senior Vice President, Player Relations  
at ATP Tour, Inc.



**CRISTINA CARRANZA**

Account Director Twitch Iberia



**FRAN GARCÍA**

Head of UX/UI, HABITANT

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## ACADEMIC STAFF



### FRANCISCO FERNÁNDEZ

Human Resources Director  
at Club Atlético de Madrid



### LUIS GARCÍA

Equity Portfolio Manager  
at Mapfre



### HECTOR ARGÜELLES

Vice President, NBA, Digital  
Partnerships



### MAHETA MOLANGO

Chief Executive Officer  
at Professional Footballers'  
Association



### HELENA MARTÍNEZ

Global Partnership  
at FC Barcelona



### MARCOS GARCÍA

Sports & Gaming Partnerships  
at TikTok Spain



### IGNACIO SAGNIER

Communications Director  
at Dorna



### MARIO HERNANDO

General Manager of the WORLD  
PADEL TOUR



### JAVIER LATORRE

Head of Audiovisual Department  
Valencia CF



### MARTA VERANO

Head of Global Marketing and  
Partnerships activation at LALIGA



### JORDI SOLER

CEO at LVP



### MATTHEW KONTOS

Head of Global Soccer Properties  
at Relevent Sports Group



### KATHARINE BOLMAN

Hard Rock Stadium



### MIGUEL LUQUE

Head Spain Marketing & IA  
Content EU at Amazon



### LAURA CUETO

Communications and Media  
Relations Manager at Discovery  
Sports Events



### MIGUEL MATEO

Director Media Operations  
at EHF Marketing GmbH



### LUIS ABUNDES

Senior Social Researcher  
at Netflix



### MINERVA SANTANA

Innovation and Development  
Director at LALIGA

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## ACADEMIC STAFF



**NACHO TRUJILLO**

Founder & CEO @OWQLO



**PEDRO LÓPEZ**

Head of Hospitality VIP & Events  
at Club Atlético de Madrid



**OCTAVI ANORO**

Director of International  
Development at LALIGA



**PEDRO MALABIA**

Director General for Strategic  
Planning and Development LigaF



**ÓSCAR MAYO**

General Manager Business and  
Operations at Atlético de Madrid



**RAFAEL FERNÁNDEZ DE  
ALARCÓN**

Director de Marca, Patrocinios  
y Medios at Telefonica



**ÓSCAR MORILLA**

General Manager Business and  
Operations at Atlético de Madrid



**RAMIRO LAHERA**

Managing Director Ramla Sport.  
President Madrid Triathlon  
Federation



**PABLO GARCÍA**

Chief Revenue Officer  
Sporting de Gijón



**SERGIO SÁNCHEZ**

Head of TV production  
at LALIGA



**PABLO VEGA**

Vice President at Federación  
Madrileña de Triatlón



**STEPHEN IBBOTSTON**

Head of Franchises and Licensing  
at LALIGA



**PATRICIA RODRÍGUEZ**

Ex General Manager Granada CF

# ADMISSIONS AND ENROLMENT

**Place reservation:** 3.000€

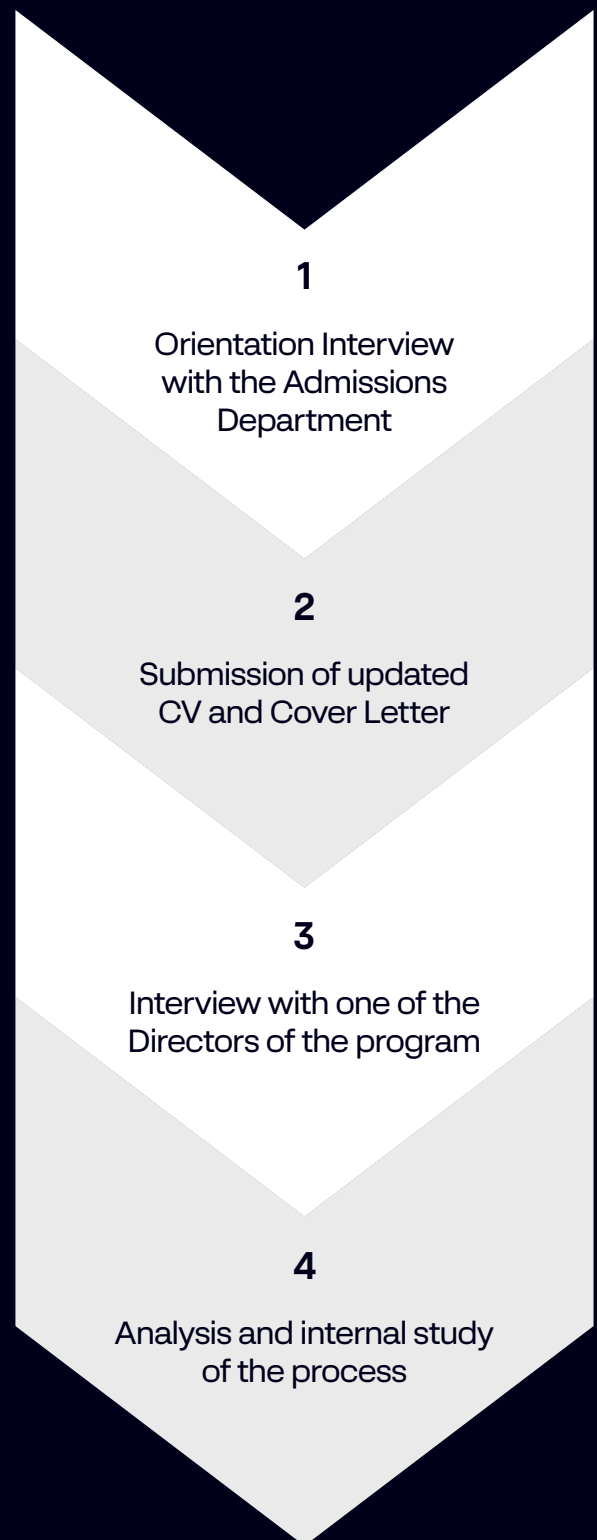
**Admissions Department**

**Email:** [business-school@LALIGA.es](mailto:business-school@LALIGA.es)

**Phone numbers:** +34 660 953 477 /

+34 912 055 000

Registration is open from November 1, 2024





## **EXPERIENCE AND GROWTH.**

The only professional sports  
Master's programmes to  
guarantee a six-month internship  
in the industry.

**THE POWER THAT BOOSTS YOUR CAREER. STUDY AT LALIGA.**

