



COURSE OUTLINE

FIT205

Prepared: Heather Pusch, Tania Hazlett, Lisa Maida Approved: Bob Chapman

Course Code: Title	FIT205: THE BUSINESS OF FITNESS
Program Number: Name	3040: FITNESS AND HEALTH
Department:	FITNESS & HEALTH PROMOTION
Semester/Term:	17F
Course Description:	In this course, the student will investigate the fitness industry, the career opportunities, associated risks and effective management of programs, facilities and personal training businesses. Fundamental business principles of daily management of facilities and programs will be applied to the fitness industry. Practical experience will involve conducting basic market research and development of a customer service-oriented business plan. Facility tours and guest lecturers will enhance learning experiences.
Total Credits:	4
Hours/Week:	4
Total Hours:	60
This course is a pre-requisite for:	FIT250
Vocational Learning Outcomes (VLO's): Please refer to program web page for a complete listing of program outcomes where applicable.	<p>#5. Develop, implement, and evaluate activities, programs, and events which respond to identified needs and interests of clients and maximize the benefits of health, fitness, and well-being.</p> <p>#8. Assist in the development of business plans for health and fitness programs, activities and facilities.</p> <p>#9. Implement strategies and plans for ongoing personal and professional growth and development.</p> <p>#10. Develop and implement risk management strategies for health and fitness programs, activities and facilities.</p> <p>#11. Interact effectively with clients, staff, and volunteers in health and fitness programs, activities and facilities.</p>
Essential Employability Skills (EES):	<p>#1. Communicate clearly, concisely and correctly in the written, spoken, and visual form that fulfills the purpose and meets the needs of the audience.</p> <p>#2. Respond to written, spoken, or visual messages in a manner that ensures effective communication.</p> <p>#4. Apply a systematic approach to solve problems.</p>



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- #7. Analyze, evaluate, and apply relevant information from a variety of sources.
- #8. Show respect for the diverse opinions, values, belief systems, and contributions of others.
- #10. Manage the use of time and other resources to complete projects.
- #11. Take responsibility for ones own actions, decisions, and consequences.

Course Evaluation:

Passing Grade: 50%,

Evaluation Process and Grading System:

Evaluation Type	Evaluation Weight
Business Plan Assignment	50%
Exam	25%
Learning Activities	25%

Course Outcomes and Learning Objectives:

Course Outcome 1.

Identify and compare the various types of fitness businesses and organizations

Learning Objectives 1.

- Discuss the differences among for-profit, not-for-profit and corporate-based fitness facilities
- Identify key employee roles within an organizational structure
- Discuss the term sole proprietorship

Course Outcome 2.

Describe key regulation principles as they apply to fitness facilities and programs

Learning Objectives 2.

- List minimum certifications necessary for various fitness professionals
- Explain key legal and insurance issues for fitness practices
- Review Canadian Fitness Safety Standards
- Discuss components and importance of maintenance management

Course Outcome 3.



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Explain the term risk management and design strategies to minimize potential risk in fitness facilities and programs

Learning Objectives 3.

- Discuss key elements to creating a safe exercise environment
- Develop a comprehensive Emergency Response Plan

Course Outcome 4.

Identify and apply essential elements of developing a business plan

Learning Objectives 4.

- Create a fitness business plan including procurement

Course Outcome 5.

Identify and apply advertising techniques and sales strategies to promote fitness activities and facilities

Learning Objectives 5.

- Identify and apply the 5 Ps of marketing
- Identify and apply digital marketing concepts

Course Outcome 6.

Research and analyze current trends in fitness as they relate to business opportunities

Learning Objectives 6.

- Compare and contrast evolving trends and emerging fitness business prospects



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Course Outcome 7.

Identify and explain issues concerning business professionalism and ethics

Learning Objectives 7.

- Design personal code of ethics as a fitness professional
- Explain the term confidentiality and discuss the importance in the fitness industry

Course Outcome 8.

Explain elements of effective daily management of fitness facilities and programs

Learning Objectives 8.

- Discuss important elements of customer service
- Describe budgeting and the fundamentals of financial management
- Identify key components of successful planning and implementation of meetings

Date:

Wednesday, August 30, 2017

Please refer to the course outline addendum on the Learning Management System for further information.