

# Professional Tennis Management • Bachelor of Science

## Why Choose Professional Tennis Management?

Graduation from the Professional Tennis Management program opens up a variety of career paths. In addition to traditional business careers outside of tennis, Ferris PTM graduates are well prepared for careers as tennis teaching pros, tennis directors, club managers, camp directors, pro shop managers, manufacturer sales representatives and tennis industry administrators.

PTM students receive on-the-job training by completing two paid outside internships at clubs, resorts and facilities all over the United States. The third internship is on-going at the university-owned and operated Racquet and Fitness Center that is managed by a USPTA Master Professional and used as a laboratory for PTM students. With a placement rate of 100 percent since its inception, the PTM program is a gateway to great career opportunities.

## Get a Great Job

The PTM program, the first four-year degree of its kind in the United States, was developed to meet the increasing demand for the well-trained tennis professionals resulting from the rapid growth and computerization of the tennis industry. The United States Professional Tennis Association (USPTA) recommends and accredits the Ferris program and uses it as an industry model for other such programs. The Ferris PTM program has attracted students from 14 countries with job placements from England to New Zealand.

The PTM program prepares you for a top entry-level position upon graduation. The program encourages excellence in all aspects of the sport and provides a solid, well-rounded business foundation in addition to the marketing or resort management emphasis. Additionally, all PTM students become USPTA-certified tennis professionals upon graduation. Courses include management, marketing, accounting, sales, retail merchandising, computer information, law and other business courses. Classes and hands-on workshops in racquet repair, clay court maintenance, tournament administration and teaching techniques are presented by USPTA experts.

## Admission Requirements

Applicants must present evidence of graduation from high school or the GED. To enter a Bachelor of Science degree (B.S.) Program in Business, applicants are expected to meet: a minimum high school grade point average of 2.50 (on a 4.00 scale); and an ACT math score of 19 or higher; or an ACT reading score of 19 or higher.

Also required is one of the following: NTRP of 4.0, USTA district ranking, or proven ability at the high-school level. A letter of reference from a USPTA professional, tennis coach or school administrator verifying playing ability, is required.

## Graduation Requirements

The Professional Tennis Management program at Ferris leads to a bachelor of science degree. Graduation requires a minimum 2.0 GPA in core courses, in the major and overall. Students must obtain USPTA P-2 teaching certification in order to graduate.

## Required Courses

## Credit Hours

<b>BUSINESS CORE</b>		
ACCT 201	Principles of Accounting 1	3
ACCT 202	Principles of Accounting 2	3
BLAW 321	Contracts and Sales	3
BUSN 499	Integrating Experience	3
FINC 322	Financial Management 1	3
ISYS 321	Business Information Systems	3
MGMT 301	Applied Management	3
MGMT 370	Quality-Operations Mgmt	3
MKTG 321	Principles of Marketing	3
STQM 260	Introduction to Statistics	3
<b>PROFESSIONAL TENNIS MANAGEMENT MAJOR</b>		
PTMG 101	Orientation to Prof Tennis Mgt	1
PTMG 172	Racquet Repair	1
PTMG 182	Beginning Teaching Techniques	2
PTMG 191	PTM on-going Internship 1	2
PTMG 272	Advanced Teaching Techniques	2
PTMG 372	Tournament-Activity Admin	2
PTMG 472	USPTA Certificate Preparation	2
Choose one:	PTMG 292 or PTMG 293	2
Choose one:	PTMG 392 or PTMG 393	2
Concentrations (choose one)		
Marketing Concentration		
ADVG 222	Principles of Advertising	3
MGMT 310	Small Business Management	3
MKTG 231	Professional Selling	3
MKTG 322	Consumer Behavior	3
MKTG 425	Marketing Research	3
MKTG 441	International Marketing	3
MKTG 476	Marketing Strategy	3
RETG 337	Principles of Retailing	3
RETG 339	Retail Merchandising	3
RETG 438	Retail Management	3
Resort Management Concentration		
HOMT 301	Property-Facilities Management	3
HOMT 305	Convention and Meeting Sales	3
HOMT 312	Club Operations Mgmt-Govern	3
HOMT 403	Hospitality Law	3
MGMT 373	Human Resource Management	3
MKTG 231	Professional Selling	3
MKTG 466	Purchasing	3
RETG 337	Principles of Retailing	3
Choose one:	RFIM 204 or RFIM 207	3
<b>UNIVERSITY GENERAL EDUCATION</b>		



## More Information

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Website: [www.ferris.edu/ptm](http://www.ferris.edu/ptm)

The College of Business is accredited by the Association of Collegiate Business Schools and Programs (ACBSP.)  
[http://www.acbsp.org/p/st/ld/sid=s1\\_001](http://www.acbsp.org/p/st/ld/sid=s1_001)

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Communication Competence		
COMM (Choose one)	COMM 105, or COMM 121	3
ENGL 150	English 1	3
ENGL (Choose one)	ENGL 211, or ENGL 250	3
ENGL 325	Advanced Business Writing	3
Scientific Understanding		
	Lab Science Elective	4
	Lab Science Elective	4
Quantitative Skills		
MATH 115	Intermediate Algebra (If MATH ACT is 24 or higher, substitute a general education elective)	3
Cultural Enrichment		
Electives (one must be at 200 level or above)		9
Social Awareness		
ECON 221	Principles of Macroeconomics	3
ECON 222	Principles of Microeconomics	3
PSYC 150	Introduction to Psychology	3
COLLEGE OF BUSINESS	Additional General Education	
General Education Elective		7
	*Global Consciousness must be met either through Cultural Enrichment, Social Awareness or General Education courses.	
Minimum credit hours required for B.S. degree:		124