

KSS 4805 - Administration of Exercise Programs

Fall 2026 Syllabus, Section 01, CRN 41126,

Credit hours: 3

Instructor

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Public Instructor Information

Instructor Title: Lecturer

Instructor Professional Qualifications:

Ph. D. in Health Sciences (In Progress) Youngstown State University

Master's, MBA, Southern New Hampshire University

Master's, Exercise Science and Health Promotion, Florida Atlantic University

Bachelor's, General Education/Elementary Education, Edinboro University

Instructor Office Location: Beeghly Center 307F

Instructor Office Phone: 330-941-1905

Course Description

4805. Administration of Exercise Programs. Provides an overview of legal, management, and marketing skills necessary to implement exercise related wellness programs. Requires development of business plan including facility design and equipment selection. Prereq.: KSS 3700. 3 s.h.

Course Readings

Group	Title	Author	ISBN
Required	Fitness Facility Management	Steven A. Trotter and Chris Stevenson	
Optional	ACSM Health/Fitness Facility Standards & Guidelines (Fifth Edition)		

The course readings are subject to change in the event of extenuating circumstances, research developments, current events, and/or to ensure better learning.

Schedule of Topics and Assignments

Week of	Reading(s)	Proposed Topic	Due/To Prepare for Class
8/24	Chapter 1 and 2	Syllabus, State of Industry & Projects Explanations; Life and Work Goals; Types of Leadership	
8/31	Chapter 3	Defining your Why; Mission, Vision, Values, Target Market	Preliminary Vision for your program-Upload in BB
9/7	Chapter 4	Idea presentations; Business Operations/ Budget; Budget/Program Innovation	
9/14	Chapter 5	Recruiting, Hiring, Interviewing; Interviewing; Mock interviews-Question Development	
9/21	Chapter 6 and 7	Engaging and Retaining Talent; Onboarding/ Offboarding	Gym Visits Should be completed; Upload Mock interview questions to BB

9/28		Office of Career Exploration and Development; Mock Interviews	Mock Interview Write Up Due in BB
10/5		Gym Visit Presentations	Gym Visit Presentation and Paper Due in BB
10/12		Gym Visit Presentations; Exam 1	
10/19	Chapters 8 and 9	Facilities and Equipment	Initial Resume Due in BB
10/26	Chapter 10 and 11	Services and Programs Attracting and Engaging Members Marketing - Mock plan in group Sales - Mock Pitch in group	
11/2	Chapter 12 and 13	Business Strategy and Marketing Emergency Preparedness and Risk Management	
11/9		Exam 2 and Program Presentations	Presentations and Paper are Due the Day that you present
11/16		Program Presentations	Resume Redo Due in BB; Program Presentations Due
11/23		Program Presentations-No Class Thursday- Happy Thanksgiving	Program Presentations Due
11/30		Program Presentations	Program Presentations Due
12/7		Final-December 8th at noon	

The course schedule, policies, procedures, and assignments in this course are subject to change in the event of extenuating circumstances, by mutual agreement, and/or to ensure better learning.