



**PUR4243 – Industry Perspectives:**  
**College Athletes – NIL Fall 2025**  
**[1 credit]**

**Instructor:** Kristi Dosh, J.D.

**OFFICE HOURS:** 2:00 – 4:00 p.m. ET on Fridays, by phone. Number available on Canvas.

**BIOGRAPHY:** As a sports business reporter/analyst, Kristi Dosh has reported on everything from collective bargaining to endorsements to the finances of pro and intercollegiate athletics for outlets such as ESPN, Forbes, The Washington Post, SportsBusiness Journal and more.

Prior to joining ESPN, Kristi was a practicing attorney and a sports business analyst for Forbes, Comcast Sports Southeast and more. She founded BusinessofCollegeSports.com in 2010 and started the Business of College Sports podcast in early 2020.

Dosh is the author of business of college football, *Saturday Millionaires: How Winning Football Builds Winning Colleges* and a forthcoming book on NIL, *The Athlete's NIL Playbook*. Writing under the pen name Savannah Carlisle, she is also the author of a contemporary romance novel, *The Library of Second Chances*. She received her B.A. in Politics from Oglethorpe University (2003) and Juris Doctor from the University of Florida in 2007. Go Gators!

**Required Texts**

*The Athlete's NIL Playbook*, K. Dosh

**Course Description**

Intercollegiate athletics is experiencing a major shift with the passage of new laws and rules governing the ability of student athletes to monetize their name, image and likeness (NIL). This class will serve as an introduction to NIL and the ways in which it's changing how athletic departments and brands interact with student athletes relative to personal branding and marketing opportunities.

**Course Learning Objectives**

Upon completing this course, students will:

- Understand what NIL rights are and how student athletes gained these rights
- Be aware of the current framework of laws, rules and regulations surrounding NIL rights in intercollegiate athletics
- Understand the different ways in which student athletes are monetizing their NIL
- Be aware of the marketplace developing around NIL and the types of businesses being created around it
- Develop an understanding of different strategies being employed by brands entering NIL deals with student athletes
- Have knowledge of current trends in NIL and what makes something newsworthy in this space

**College of Journalism and Communications Objectives**

The Accrediting Council on Education in Journalism and Mass Communications requires that by graduation all students should be able to:

- apply the principles and laws of freedom of speech and press, in a global context, and for the country in which the institution that invites ACEJMC is located;

- demonstrate an understanding of the multicultural history and role of professionals and institutions in shaping communications;
- demonstrate culturally proficient communication that empowers those traditionally disenfranchised in society, especially as grounded in race, ethnicity, gender, sexual orientation and ability, domestically and globally, across communication and media contexts;
- present images and information effectively and creatively, using appropriate tools and technologies;
- write correctly and clearly in forms and styles appropriate for the communications professions, audiences and purposes they serve;
- demonstrate an understanding of professional ethical principles and work ethically in pursuit of truth, accuracy, fairness and diversity;
- apply critical thinking skills in conducting research and evaluating information by methods appropriate to the communications professions in which they work;
- effectively and correctly apply basic numerical and statistical concepts;
- critically evaluate their own work and that of others for accuracy and fairness, clarity, appropriate style and grammatical correctness;
- apply tools and technologies appropriate for the communications professions in which they work

## KEY COURSE POLICIES

### *Instructor Interaction*

The best way to reach me is by messaging through Canvas. If, however, your question or request is urgent, you may also email me at [kdosh@ufl.edu](mailto:kdosh@ufl.edu). I check both my Canvas messages and my e-mail account regularly, but please do not expect a response after normal business hours or over the weekend. If I have not written back within two business days, feel free to follow up with me. As my email is considered a state public record, I do not discuss grades or any student records issues via e-mail. Please schedule a meeting with me to discuss these issues.

### *Late or Missed Work*

Deadlines for each assignment will be given and students are expected to meet them. Late assignments will automatically lose 10% for each day it is late. Some consideration, however, might be given (at the discretion of the instructor) if there are extenuating circumstances such as prolonged hospitalization, family death, or extended individual sickness; however, you need to notify the instructor before the deadline is missed, not after the fact.

### *Participation Policy*

Because this is an entirely online course, you are not expected to make an appearance anywhere at any time. However, you most certainly ARE expected to participate in the discussions and complete your quizzes and exam at the designated times.

### *Discussion Board Policy*

All discussion boards are open-resource; however, please avoid using random sites such as Wikipedia. **Your #1 resource should be the class lectures and suggested resources.** Late submissions on any discussion board will result in a one-point deduction for each day past the due date listed in the syllabus.

### *Email Policy*

As a state employee, my email is considered a public record, and can be requested via an open-records request. Because of this, you should not email things that you would be uncomfortable with anyone else reading (personal information, information about grades, ect.). In general, face-to-face meetings tend to take less time, and result in less confusion than emailed conversations. While you are welcome to email me, I may indicate that you need an in-person meeting depending on the complexity of the issue. Also, please be aware that email is considered formal communication, and it is important to practice professionalism. Make sure that you do not treat email as text (i.e., don't use text abbreviations) and never email something that you would not say to your boss' face.

### ***University Honesty Policy***

UF students are bound by The Honor Pledge which states, “We, the members of the University of Florida community, pledge to hold ourselves and our peers to the highest standards of honor and integrity by abiding by the Honor Code. On all work submitted for credit by students at the University of Florida, the following pledge is either required or implied: “On my honor, I have neither given nor received unauthorized aid in doing this assignment.” [The Honor Code](#) specifies a number of behaviors that are in violation of this code and the possible sanctions. Furthermore, you are obligated to report any condition that facilitates academic misconduct to appropriate personnel. If you have any questions or concerns, please consult with me.

I will document and report all honor code violations, including cheating and plagiarism. The minimum penalty for a violation of the honor code is a zero on the assignment or exam, but may be higher depending on the severity of the violation.

### ***Professionalism***

As PR students I expect you to maintain a high level of professionalism in all of our interactions. This includes being courteous and respectful to all members of the course. When responding to others on the discussion board, you’re expected to treat others with respect, even if you disagree with their opinions.

### ***Use of AI***

The use of generative AI tools (such as ChatGPT, DALL-E, etc.) to produce writing for this course is not allowed unless you are instructed to use it as part of the assignment. Although there are some uses for AI that are acceptable in your future professional endeavors, you should master subject matter and processes yourself before using AI so that you can spot when it has performed or reported something incorrectly (which still happens regularly, especially with a topic as new as NIL). If a student is found to have used AI-generated content for an assignment where it was not expressly allowed, that student may fail the assignment.

### ***Students Requiring Accommodations***

Students with disabilities requesting accommodations should first register with the Disability Resource Center (352-392-8565, <https://www.dso.ufl.edu/drc>) by providing appropriate documentation. Once registered, students will receive an accommodation letter which must be presented to the instructor when requesting accommodation. Students with disabilities should follow this procedure as early as possible in the semester.

### ***Course Evaluation***

Students are expected to provide professional and respectful feedback on the quality of instruction in this course by completing course evaluations online via GatorEvals. Guidance on how to give feedback in a professional and respectful manner is available at <https://gatorevals.aa.ufl.edu/students/>. Students will be notified when the evaluation period opens, and can complete evaluations through the email they receive from GatorEvals, in their Canvas course menu under GatorEvals, or via <https://ufl.bluera.com/ufl/>. Summaries of course evaluation results are available to students at <https://gatorevals.aa.ufl.edu/public-results/>.

Additional academic policies and resources are available at: <https://syllabus.ufl.edu/syllabus-policy/uf-syllabus-policy-links/>.

### ***Grading Policies***

The following table outlines the five (5) components of the course on which you will be evaluated.

Evaluation Components	% of Total Grade
Discussion Posts	45%
Personal Statement	10%
Brand Strategy	15%

NIL Pitch	15%
Final Exam	15%

**Exam** – The final exam will consist of fifty (50) questions and will be cumulative, meaning it will test on ALL MODULES. Question formats *may* include: fill in the blank, multiple choice, multiple response, and true/false. Students shall be permitted to use notes and material, however, the assistance of another student and/or online searches are strictly forbidden. Exam questions are generated by the course instructor and the majority of focus should be given to the lecture notes when studying. The exam will need to be completed between the time period of December 8-12. Once accessed you will be given 60 minutes to complete the exam.

**Discussion Posts** – There will be a discussion post activity after each module, with the exception of Module 8. You are to discuss/answer all of the topics posed in each discussion board. The goal for those discussion board posts is to start thinking more critically about the material. These discussion posts will require you to interact with a small group of your classmates—which will allow you to give and receive feedback. *Failure to adequately discuss/answer posed questions will result in a penalty to be decided solely by the instructor.*

### Grading Scale

Any discrepancies with grades should be pointed out to the instructor before the last day of class. See the UF undergraduate catalog web page for information regarding current UF grading policies: [www.registrar.ufl.edu/catalog/policies/regulationgrades](http://www.registrar.ufl.edu/catalog/policies/regulationgrades).

The following table describes the grade scale and GPA impact of each letter grade. Minus grades are not assigned for this course.

Letter Grade	Percent Associated with Each Letter Grade	GPA Impact of Each Letter Grade
A	94.00-100%	4.0
A-	90.00-93.99%	3.67
B+	87.00-89.99%	3.33
B	80.00-86.99%	3.0
C+	77.00-79.99%	2.33
C	70.00-76.99%	2.0
D+	67.00-69.99%	1.33
D	60.00-66.99%	1.0
E	0-59.99%	0

## COURSE SCHEDULE:

It is HIGHLY recommended that you adhere to the following schedule as closely as possible. You will need to complete all activities for a given week by 11:59 pm the Sunday of each week. For example, all activities for Module 1 are due at 11:59pm on August 31, 2025. The course is set up so that you must move through each module sequentially. You will not be able to access Module 2 lectures etc.) prior to completing Module 1. It is HIGHLY recommended that you approach each module in the following order:

- Complete the required reading pages

- Watch and take plenty of notes on the lecture videos
- Complete Discussion Posts or Assignments

#### STUDY TIPS FOR CLASS:

- Snowball the lecture notes. Begin studying lecture material immediately after the first lecture. Then, after the second lecture, begin your studies with day one lecture material. Continue this all the way up to the exam.
- Engage your classmates. This material is meant to be discussed...and you can't do that well with just yourself. Post questions to the discussion board. Exchange contact information and have a phone conversation. Post cool videos you find regarding related material to the discussion boards. ENGAGE!
- **CALENDAR ALL DUE DATES AND SET REMINDERS.** Google Calendar is a great resource for this. Please take the needed 15-20 minutes to set the dates on a calendar with appropriate reminds. You are all busy and you might understandably forget to submit a discussion post or take a quiz on time. This happens every semester and unfortunately, your grade will suffer unnecessarily. **PLEASE TAKE THIS BIT OF ADVICE SERIOUSLY.**

Friendly Reminder: The instructor reserves the right, when necessary, to modify the syllabus, change examination and assignment dates, and modify the course content. Modifications will be announced on Canvas. Students are responsible for those changes.

Module	Corresponding Period	Assignment/Quiz	Date Due
	<b>Orientation</b>		
		Review the Syllabus and Orientation	08/31/2025
		Take the Orientation Quiz	08/31/2025
		Post to the Introduction board	08/31/2025
<b>1</b>	<b>August 21-31</b>		
	Topic: NIL Rights and History	Complete all Module readings & lectures	08/31/2025
		Post to discussion board	08/31/2025
<b>2</b>	<b>September 1-7</b>		
	Topic: NIL Activities/Opportunities	Complete all Module readings & lectures	09/07/2025
		Post to discussion board	09/07/2025
<b>3</b>	<b>September 8-14</b>		
	Topic: Personal Branding	Complete all Module readings & lectures	09/14/2025

		Post to discussion board	09/14/2025
		Personal statement assignment	09/14/2025
<b>4</b>	<b>September 15-28</b>	<b>TWO WEEK MODULE</b>	
	Topic: Social Media Marketing	Complete all Module readings & lectures	09/28/2025
		Post to discussion board	09/28/2025
<b>5</b>	<b>September 29 – October 5</b>		
	Topic: Notable NIL Deals	Complete all Module readings & lectures	10/05/2025
		Post to discussion board	10/05/2025
<b>6</b>	<b>October 6-19</b>	<b>TWO WEEK MODULE</b>	
	Topic: Brand Strategies	Complete all Module readings & lectures	10/19/2025
		Post to discussion board	10/19/2025
		Brand strategies assignment	10/19/2025
<b>7</b>	<b>October 20-26</b>		
	Topic: The New NIL Economy	Complete all Module readings & lectures	10/26/2025
		Post to discussion board	10/26/2025
<b>8</b>	<b>October 27 – November 9</b>	<b>TWO WEEK MODULE</b>	
	Topic: Pitching NIL Stories	Complete all Module readings & lectures	11/09/2025
		Submit pitch	11/09/2025
<b>9</b>	<b>November 10-16</b>		
	Topic: Effects on Athletic Departments	Complete all Module readings & lectures	11/16/2025
		Post to discussion board	11/16/2025
<b>10</b>	<b>November 17-23</b>		
	Topic: The House Settlement	Complete all Module readings & lectures	11/23/2025
		Post to discussion board	11/23/2025
<b>11</b>	<b>December 1-7</b>		
	Topic: Looking to the Future	Complete all Module readings & lectures	12/07/2025
		Post to discussion board	12/07/2025

Final Exam	December 8-12		
		Complete Final Exam	12/12/2025