

Exam Name - Certified Sports Manager (CSM)[™]

Sample Exam

1. Which aspect is essential for successful volunteer coordination at sports events?

- A. Ignoring volunteer training
- B. Effective communication, clear role definitions, and proper training
- C. Relying solely on professional staff
- D. Minimizing volunteer involvement

Answer **B**

2. How does contract management benefit sports event planning?

- A. It provides legal protection and clarity for all parties
- B. It only benefits the sponsors
- C. It is only relevant for small events
- D. It complicates the planning process unnecessarily

Answer **A**

3. What is a major challenge in sports event management?

- A. Having too many venues to choose from
- B. Balancing budget constraints with high-quality execution
- C. Overestimating audience attendance
- D. Avoiding any form of technology use

Answer **B**

4. Which best defines “event execution” in sports management?

- A. Initial brainstorming of ideas
- B. Analysis after event is finished
- C. Implementation of plans and coordination during an event
- D. Design of marketing materials only

Answer **C**

5. Which practice most ensures the success of a sports event?

- A. Ignoring feedback from previous events
- B. Conducting thorough post-event analysis and stakeholder debriefs
- C. Focusing only on event day without prior planning
- D. Avoiding any budget review

Answer **B**

6. Which factor is most essential when managing multiple vendors during an event?

- A. Coordinating clear communication channels and contractual agreements
- B. Allowing each vendor to operate independently
- C. Ignoring vendor feedback
- D. Limiting vendor roles to a single task

Answer **A**