

Internship 3 – Required Activities

Analysis of the Swing

- **Activity 1:** *Conduct a Lesson Series*
 - **Must video one golf lesson**
- **Activity 2:** *Develop a Business Plan for a Teaching Business*
- **Activity 3:** *Evaluate Your Own Set of Clubs*
- **Activity 4:** *Conduct Clubfitting Sessions*
 - **Must complete 3 club-fittings; must photograph one of the sessions**
- **Activity 5:** *Evaluate Clubfitting Systems*

Philosophy and Swing Concepts of Teaching

- **Activity 1:** *Personal Teaching Philosophy Statement*

Merchandise and Inventory Management

- **Activity 1.1:** *Explore OTB Practices*
- **Activity 2.1:** *Compare Two Product Lines*
- **Activity 3.1:** *Document the Profile of an Outstanding Vendor*
- **Activity 4.1:** *Explore Pricing Methods*
- **Activity 5.1:** *Learning from a Backroom War Story*
- **Activity 6.1:** *Evaluate a Merchandise Display*
- **Activity 7.1:** *Describe a Successful Golf Shop Promotion*
- **Activity 8.1:** *Describe Your Inventory Control System*
- **Activity 9.1:** *Analyze One Performance Variance*

Supervising & Delegating

- **Activity 1:** *Performance Expectations*
- **Activity 2:** *Resources*
- **Activity 3:** *Input*
- **Activity 4:** *Feedback*
- **Activity 5:** *Consequences*
- **Activity 6:** *Convincing Strategy*
- **Activity 7:** *Involving Strategy*
- **Activity 8:** *Supporting Strategy*

Electives – Student Must Complete any ONE of the Following:

Caddie Program Management

- **Activity 1:** *Review Article About Caddie Programs*
- **Activity 2.1:** *Caddie Committee Member Interview*
- **Activity 2.2:** *Caddie Master Interview*
- **Activity 3.1:** *Outline a Caddie Recruitment Program*
- **Activity 4.1:** *Caddie Training Course Review*
- **Activity 4.2:** *Caddying a Loop of Golf*
- **Activity 5:** *Making Caddie Assignments*
- **Activity 6:** *Caddie Rating and Compensation*
- **Activity 7.1:** *Caddies and the Law*
- **Activity 7.2:** *Plan a Caddie Banquet (optional)*

Golf Range Management

- **Activity 1:** *Article Research*
- **Activity 2:** *Competitive Course Observation Checklist (Observe four golf ranges)*

Golf Facility Design

- **Activity 1:** Evaluate Your Facility's Design Needs
 - Sketch of Golf Shop Floor Plan
 - Photos of Golf Shop Areas Analyzed
 - Three Design Worksheets

Golf Course Design

- **Activity 1:** The Process at Your Facility
- **Activity 2:** The Team at Your Facility
- **Activity 3:** The Functioning of Your Course
- **Activity 4:** The Form at Your Facility
- **Activity 5:** Innovative Environmental Programs in Your Area