

Company Name:	Qantara Sports Portugal
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Overview of the projects and proposed titles: How to internationalize at a European level some of the services of a small branch of a big consulting company specialized in sport.	
Context/background to this project: Qantara Sports (www.qantarasports.com) is a global consulting firm specialized in the sports sector with offices in Dubai, Riyadh, Barcelona and Lisbon. The Portuguese office is the newest one and it has 3 years. In its 3 years of existence several contracts with different organizations from all over Europe have been done, mostly focused on supporting organizations in getting European funds. Nevertheless, the company is deeply focused in designing strategic plans for Clubs, Federations, Municipalities, Countries and developing consulting studies and benchmarking but has been made in Portugal and Spain.	
Desired outcomes: Reach other EU countries and organizations to work with them in designing their strategic plans regarding their development within the sector.	
Specified tasks during the project e.g. qualitative data collection (interviews, focus group interviews, observations, visual methods (i.e. photographic methods) etc.), quantitative data collection (survey research, content analysis etc.); data analysis (primary and/or secondary analysis); presentations: Analysis of the opportunities in the European sports sector (desk research, interviews) Definition of the better pathways to reach European organizations who would be intending to hire a consulting firm to design their strategic plans.	
Desired students' skills e.g. survey design, creating interview schedules, Excel, SPSS, experience of project design, specific language requirements (these will be used as part of the matching process): Strong data analysis English C1 Understanding of the sports sector	
<u>Student support</u> Preferred method of contact for Project Lead: Mail, Mobile phone, online and onsite meetings Periods Project Lead is unavailable from February – May: / Secondary contact for Project: ----	

<p>Any other information which you think would be relevant to students completing the project. E.g. Access to data.</p>
