



**FIFA®**

**EXECUTIVE PROGRAMME  
IN FOOTBALL AGENCY**

1<sup>ST</sup> EDITION 2022

In partnership with

**CIES** | INTERNATIONAL  
CENTRE FOR  
SPORTS STUDIES



## PROGRAMME OVERVIEW

The **FIFA Executive Programme in Football Agency** aims to provide an in-depth analysis of the current regulatory commercial and institutional aspects relating to agency matters in football, where the modules adopt a hands-on approach.

The football agents industry has become relevant since FIFA first introduced regulations back in the 90s requiring the use of highly qualified professionals able to adequately represent and protect the interests of their clients in the transfer market.

This new initiative is the first educational programme for football agents in FIFA's century-plus history and highlights the importance that FIFA attaches to the education of football stakeholders, thus enhancing the professionalism and effectiveness of the football industry. This programme is also born following the proposals from different agent associations from all around the world, which recently asked FIFA to launch educational programmes in this field.

The **FIFA Executive Programme in Football Agency** offers a practical and personalised learning approach based on solid theory, combined with research and practical sessions taught by highly reputable specialists.

The goal of this programme is to provide elite education on football agency to professionals in the football industry, but it does not represent or grant any licence, registration or similar qualification for the profession of a football agent required by the relevant regulations.



## WHO CAN APPLY

- Football agents.
- Football executives (FIFA member associations, clubs, leagues, etc).
- Former professional players.
- Managers/Sporting Directors.



## SUCCESSFUL CANDIDATES

- Understanding of the football transfer system.
- Working experience in football of at least 3 years.
- Availability to participate in all modules at the stipulated dates and times.
- Prepare to participate in practical cases.
- Professional working capacity in English.



## BENEFITS

- In-depth knowledge of the institutional and regulatory framework of football agency.
- Holistic and detailed approach of the decision-making process in football transactions.
- Working with real cases related to different contractual aspects of the football agency.



## WHEN

- 1<sup>st</sup> module 5-8 May 2022.
- 2<sup>nd</sup> module 21-24 June 2022.
- 3<sup>rd</sup> module 13-16 September 2022.
- 4<sup>rd</sup> module 8-11 November 2022.



## WHERE

- 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> module will be on-line live sessions.
- The 4<sup>th</sup> module will be an in-person module in Zurich, Switzerland at the FIFA HQ, subject to health and travel restrictions.



## FACULTY

- Football agents.
- Sport lawyers.
- Club executives.
- Tax advisors.
- Other experts.



## COSTS

- Tuition Fee: USD 1.900.
- Accommodation and travels at participants' own expenses.

# 01

## 1<sup>ST</sup> MODULE. 5-8 May 2022

### THE FUNDAMENTALS OF FOOTBALL AGENCY

- Football ecosystem & the principles of client representation.
- FIFA Regulations.
- Different client types and representation: players, coaches, clubs, leagues, associations.
- Dealing with minors and parents.
- Expectations: clubs & players.
- Negotiations and working with clients (good and bad practices).

# 02

## 2<sup>ND</sup> MODULE. 21-24 June 2022

### TRANSFER OF PLAYERS

- The FIFA Regulations on the Status and Transfer of Players.
- FIFA TMS and the registration of players.
- International Transfer of Minors.
- TPO & TPI.
- The transfer agreement: rules, regulations and tax issues.
- The FIFA Clearing House.
- Case studies.



03

## 3<sup>RD</sup> MODULE. 13-16 September 2022

### MAKING DEALS/ WINNING CLIENTS

- Player's rights and protection.
- Agent Fees.
- Problems with the agency and/or the transfer agreement.
- Negotiation Skills.
- Case studies.

04

## 4<sup>TH</sup> MODULE. 8-11 November 2022

### OTHER RELEVANT TOPICS

- Liabilities and insurances in football agency.
- Marketing and communication aspects.
- Scouting of players.
- Player's financial planning & asset management.
- Career and Post Career planning.
- Dispute resolution: the FIFA Agents Chamber and the appeals to CAS.
- Case studies.



## APPLICATION PROCESS

The admission process is open from 15 February 2022 until 31 March 2022.

Filling and submit the application form through [legal.fifa.com](https://legal.fifa.com).

The Academic Board will select up to 24 participants by 10 April 2022. All applicants will be informed accordingly.



## TUITION FEES

The programme fee of USD 1.900 is due by 15 April 2022. Scholarships available and must be requested by 15 March 2022.

FIFA will provide study materials throughout the course as well as refreshments at FIFA HQ.

Detailed logistical information will be provided to selected participants in due time.



## PROGRAMME METHODOLOGY

This Executive Programme, which is exclusively in English, will involve the participants where discussions among them and critical thinking shall have an important role. Each module will take 4 working days to complete - at the completion of the course all successful participants will be awarded an official certificate issued by FIFA.



## CONTACT

In case you have additional questions related to the FIFA Executive Programme in Football Agency please contact:

**Sebastian Neuf**  
Project Manager

FIFA Legal and Compliance Division  
Tel: +41 43 222 7544  
Email: [legal-diploma@fifa.org](mailto:legal-diploma@fifa.org)

Or please visit our dedicated website [legal.fifa.com](https://legal.fifa.com) for more relevant information about the FIFA Executive Programme in Football Agency.