# HOSPITALITY MANAGEMENT (HOSP)

<table>
<thead>
<tr>
<th>Course Code</th>
<th>Course Title</th>
<th>Credits</th>
<th>Prerequisite(s)</th>
<th>Fee</th>
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</thead>
<tbody>
<tr>
<td>HOSP 199</td>
<td>Hospitality and Tourism Professional Seminar</td>
<td>1</td>
<td>Special fee. To provide student with essential knowledge and survival skills needed for the effective study of hospitality and tourism. The seminar includes first-year student orientation, establishes hospitality and related areas identity among students, and explores the fields of hospitality and tourism management as a career. This course also promotes an awareness and understanding of diversity, values and perspectives as they relate to overall student success at MSU. Meets Gen Ed - New Student Seminar. 1 hour lecture.</td>
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<tr>
<td>HOSP 250</td>
<td>Hospitality Management</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration major.</td>
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<tr>
<td>HOSP 300</td>
<td>Hospitality Law</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250 and MGMT 231; Business Administration major.</td>
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<tr>
<td>HOSP 320</td>
<td>Hospitality Co-Op Ed</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration major.</td>
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<tr>
<td>HOSP 325</td>
<td>Service Management in Hospitality</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration majors only. Special fee.</td>
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<tr>
<td>HOSP 330</td>
<td>Resort Management</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration majors only. Special fee.</td>
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<tr>
<td>HOSP 335</td>
<td>International Hospitality Management</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration major. Special fee.</td>
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<tr>
<td>HOSP 340</td>
<td>Restaurant Management and Operations</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration majors only. Special fee.</td>
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<tr>
<td>HOSP 350</td>
<td>Club Management</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration majors only. Special fee.</td>
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<tr>
<td>HOSP 355</td>
<td>Contemporary Topics in Hospitality</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration major. Special fee.</td>
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<tr>
<td>HOSP 360</td>
<td>Casino Management and Operations</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250; Business Administration major. Special fee.</td>
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<tr>
<td>HOSP 365</td>
<td>Convention Facility Management</td>
<td>3</td>
<td>Prerequisite(s): HOSP 250 and major within School of Business. Special fee.</td>
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The Casino Management course will provide students with an understanding of one of the most rapidly expanding industries in the world. They will gain the knowledge to launch a successful career in the highly competitive and rewarding restaurant industry. The course covers all disciplines for managing and operating a restaurant business. This includes developing a restaurant concept, types of restaurants, menu planning, kitchen layout and design, purchasing, bar and beverages, management and operations, food production and sanitation, budgeting and controls, organization, staffing, and training, service and guest relations, business planning, marketing and financing. 3 hours lecture.

The club management course will introduce students to the world of private membership clubs. It will provide an in-depth understanding of the unique aspects of private club management and the private club industry. Some of the clubs students will learn about are: golf and country clubs, city and athletic clubs, university clubs and yacht clubs. The course will cover all major disciplines of managing a private club. This will include club operations, club governance, club service, golf management, turf grass maintenance, marketing and membership, human resources, and food and beverage. As part of the course, students will also have the opportunity to visit and tour several local private clubs. 3 hours lecture.

The hospitality industry offers unique challenges to the general business management student. This course explores those challenges. The course seeks to leverage general management topics by helping students apply their knowledge and skills to the unique aspects of the hospitality industry. The course covers applications as it applies to hospitality in leadership, service culture, diversity, employee motivation, technology, generational workforce changes, ethics, and sustainability. 3 hours lecture.

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The restaurant management course will provide students with an understanding of the process for creating, operating and managing a restaurant business. They will gain the knowledge to launch a successful career in the highly competitive and rewarding restaurant industry. The course covers all disciplines for managing and operating a restaurant business. This includes developing a restaurant concept, types of restaurants, menu planning, kitchen layout and design, purchasing, bar and beverages, management and operations, food production and sanitation, budgeting and controls, organization, staffing, and training, service and guest relations, business planning, marketing and financing. 3 hours lecture.

The convention facility management course focuses on the meeting and conference industry and examines the industry's origins, structure, operations, career opportunities, and future development. In addition, this course emphasizes on managing and operating large scale meetings, conferences, exhibitions and tradeshows, including hotel accommodations, food and beverage management, catering and banquet function, customer service, contract negotiation, and onsite management. 3 hours lecture.
HOSP 370 - Customer Relationship Management (CRM) Technologies in Hospitality 3 Credits
Prerequisite(s): HOSP 250 and INFO 290; Business Administration major. Special fee. Customer Relationship Management Technologies providing in-depth knowledge and skills in designing, developing, and maintaining computer-based systems for warehousing and mining customer information for such purposes as customer segmentation studies, targeted marketing, and frequency and loyalty programs. 3 hours lecture.

HOSP 375 - Property and Community Association Management 3 Credits
Prerequisite(s): HOSP 250 or REAL 204; Business or Accounting majors. This course provides an overview multidisciplinary world of property management. This class will explore facilities management, construction, marketing, human resource management, finance, law, and how to interact with a variety of key stakeholders, such as property owners, investors, tenants, and the government. 3 hours lecture.

HOSP 380 - Lodging Management 3 Credits
Prerequisite(s): HOSP 250; Business Administration major. Special fee. This is an advanced course providing in-depth knowledge and skills to manage all aspects of the lodging industry in different settings, such as full-service hotel, limited-service hotel/motel, bed and breakfast, extended stay-hotel, suite hotel, resort, casino hotel, cruise line, timeshare and assisted living facility. 3 hours lecture.

HOSP 390 - Food and Beverage Management 3 Credits
Prerequisite(s): HOSP 250; Business Administration major. Special fee. This is an advanced course providing mechanisms and techniques to manage food and beverage provisions in various sectors of the hospitality industry, such as restaurant, bar or beverage operation, club, contracted or institutional foodservice. In addition, food and beverage functions within various lodging settings (hotel, resort, casino hotel and cruise line) are discussed. 3 hours lecture.

HOSP 392 - Selected Topics in Hospitality Management 1-3 Credits
Prerequisite(s): HOSP 250; Business Majors only or departmental approval. Special fee. The content of this course varies with each offering. Its purpose is to provide for the comprehensive development and study of an advanced topic of current interest not covered in-depth in the regular curriculum. Examples of topics covered in the past include: Club Management. This course may be repeated for credit as long as the "special topic" in each course differs from topics previously taken. May be repeated for a maximum of 6.0 credits as long as the topic is different. 1-3 hours lecture/seminar.

HOSP 415 - Cost Management for Hospitality Managers 3 Credits
Prerequisite(s): ACCT 202 or ACCT 204; Business Administration majors only. Special fee. This upper-level course builds on the principles and concepts of financial and managerial accounting. It discusses departmental costs and the relationships between revenues and various types of costs. In addition, it explores the relationship between cost, volume, and profit. Common control mechanisms and purchase practices noted in the hospitality industry will be explored. Class project required. 3 hours lecture.

HOSP 435 - Managing Diversity in the Hospitality Industry 3 Credits
Prerequisite(s): Business Administration majors only. Special fee. This upper-level course is designed to assist students in understanding the issues related to American multicultural management in the hospitality industry through the utilization of a conceptual framework and the application of appropriate management techniques. A directed work project will be incorporated into this course. Class project required. Meets World Cultures Requirement. 3 hours lecture.

HOSP 445 - Hospitality Operations Management II 3 Credits
Prerequisite(s): HOSP 380; Business Administration majors only. Special fee. Deals with the daily operations of resorts and cruise management. Emphasis will be on the housing and food and beverage services that cater to the people away from home. It highlights the difference in managing a traditional hotel and explores features that are unique. It builds on the basic knowledge of hospitality operations. Class project required. 3 hours lecture.

HOSP 480 - Revenue Management in Hospitality 3 Credits
Prerequisite(s): HOSP 380 or MKTG 310; Business Administration major. Special fee. The Revenue Management course will provide students with an in-depth knowledge of Revenue Management and its applications in the lodging (hotels, cruises, theme parks, casinos) and foodservice industries. This course will include the history, theory and ethical aspects of revenue management, strategic pricing, forecasting, distribution channel management, customer behavior, and revenue manager's role. This is a management oriented course, emphasizing practical aspects of decision-making as related to today's most exciting area in hospitality management. 3 hours lecture.

HOSP 490 - Entrepreneurship in Hospitality 3 Credits
Prerequisite(s): HOSP 380, HOSP 390; Business Administration major. Special fee. This capstone course guides students through the strategic business development process of lodging and food and beverage establishments. From concept to operations, students engage in a business planning project applying knowledge and skills acquired from foundation and major courses. Students who complete the course will have developed a complete business plan for the design, financing, opening, and on-going operations of a viable business. Meets the University Writing Requirement for majors in Business Administration with a Concentration in Hospitality Management. 3 hours lecture.