Hospitality Management (HOSP) Courses

HOSP1001 Orientation to the Hospitality Industry
This course is an introduction to the various segments within the hospitality industry (lodging, food service, travel and tourism, and sports, entertainment and event management). Students are prepared to apply sound management principles to the challenges encountered within the industry. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP1015 Managing the Hotel Guest Experience
This course familiarizes students with the foundations of managing the guest experience within a hotel rooms division. Students focus on the critical management components and operational procedures of the front-of-the-house including: management of guest expectations, selling guest rooms and services, rooms forecasting, basic revenue management, teamwork, and interdepartmental relationships.
Prerequisite(s): FSM1001 or FSM3001 or HOSP1001 or SEE1001. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP1080 Technology in the Tourism/Hospitality Industry
This introductory course provides students with comprehensive knowledge of the various information systems in the hospitality industry. Students gain a basic understanding in the use of property management systems, global distribution systems, point of service systems, internet distribution systems, mobile apps, and any other current technology available to the travel, tourism and hospitality industry. In addition, students learn about future technological trends in the industry.
Prerequisite(s): TRVL1010 or TRVL1011 or TRVL2801. (OL)
Offered at North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP2011 Hospitality Sales and Meeting Management
This course familiarizes students with the scope of sales, meeting and convention management within the hospitality industry. The reciprocal relationship between selling and service is presented within the context of hospitality marketing practices.
Prerequisite(s): FSM1001 or FSM3001 or HOSP1001 or MRKT1001 or SEE1001, sophomore status. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP2050 International Tour and Hotel Operations
This course is taught only on a campus outside of the United States during a term abroad program. The course focuses on cultural, political, legal and economic forces and their impact on tourism and how hospitality management practices differ among countries. Students plan and participate in a variety of tours and professional site visits in order to gain first-hand knowledge of the international travel experience.
Prerequisite(s): Must be accepted in Study Abroad program.
Offered at Charlotte, Denver, North Miami, Providence, Providence CE
9-13.5 Quarter Credit Hours

HOSP3005 Leading Service Excellence in the Hospitality Industry
This upper-level guest service management course is designed to familiarize the student with principles of leading change, process improvement methodologies and how they affect organizations, and employees within hospitality organizations. Focusing exclusively on the unique challenges of the intangible service delivery requirements of the hospitality industry, this course incorporates Six Sigma and Lean methodologies. Emphasis is on root cause identification, problem-solving techniques, process effectiveness measurements in the service environment, and decision-making skills using relevant analytical tools.
Prerequisite(s): Junior status. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3012 Sustainable Hotel Support Operations
This course gives students a working knowledge of hotel support services, including facilities operations within a lodging context. Essential elements of engineering, housekeeping, and safety and security are discussed from a sustainability perspective. Students focus on managerial, financial and legal issues related to these departments. Current issues of sustainable operations with regard to environmental, social and ecological aspects affecting the hospitality industry are addressed.
Prerequisite(s): HOSP1015. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3060 Private Club Management
This upper-level course examines the private club industry and its specific challenges. Emphasis is placed upon the manager’s role with the governing board, membership, staff and management of the clubhouse and recreation activities.
Prerequisite(s): FSM1001 or FSM3001 or HOSP1001 or SEE1001. (HY)
Offered at Charlotte, Denver, North Miami, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3065 Hospitality Security and Risk Management
This course is designed to familiarize the student with the various elements of risk management throughout the hospitality industry. It is intended to supply the student with a strong foundation in the elements necessary to provide a safe and secure venue and to reduce ownership liability.
Prerequisite(s): Junior status. (OL)
Offered at Charlotte, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3075 Hotel Strategic Marketing and Brand Management
This is an upper-level course focusing on hotel strategic planning, brand management and the use of integrated marketing communications to build relationships. Topics include strategic planning, consumer/organizational buying, market segmentation/targeting/positioning, brand strategies and digital marketing.
Prerequisite(s): HOSP1015, MRKT1001. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3077 Revenue Management
This course examines and illustrates the strategies, principles and techniques of revenue management as they relate to lodging, travel/tourism, food service and facilities management. The relationship between accurate forecasting, overbooking, reservation systems, marketing issues, pricing and e-commerce as they relate to financial decision making is investigated. Students are required to analyze revenue management scenarios.
Prerequisite(s): ECON1001 or ECON1002, HOSP1010 or HOSP1015. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3085 International Hotel Operations, Development and Branding
This course is an introduction to the various segments within the hospitality industry. The relationship between accurate forecasting, overbooking, reservation systems, marketing issues, pricing and e-commerce as they relate to financial decision making is investigated. Students are required to analyze revenue management scenarios.
Prerequisite(s): ECON1001 or ECON1002, HOSP1010 or HOSP1015. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours

HOSP3040 Introduction to Residential Property Operations Management
This course familiarizes students with the foundations of managerial competencies necessary to direct and supervise property-related duties involving such residential properties as condominiums, apartments and long-term care facilities. Students learn to manage operations and resolve issues and problems encountered in day-to-day management situations in any type of residential organization.
Prerequisite(s): MGMT1001, MGMT2001. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE
4.5 Quarter Credit Hours
HOSP3440 Resort, Vacation Ownership and Spa Management
This course examines the concepts and issues regarding resort management in such areas as ski, beach and golf resorts. The principles and concepts of the marketing and management of vacation ownership properties and spas are covered.
Prerequisite(s): Junior status. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4011 Hospitality Management Consulting
This upper-level course is designed to give students insight into management consulting for enterprises in the hospitality industry. Using a variety of teaching methods, including the case study approach, simulated consulting assignments are introduced into the classroom to fine-tune the critical thinking and decision-making abilities of the student. The spectrum of management consulting providers, ranging from large international firms to sole practitioners, is reviewed.
Prerequisite(s): (ACCT3020 or ACCT3025 or FISV2000 or FISV2010 or FISV3001), (FISV3075 or HOSP3075 or HOSP3075 or MRKT3045 or TRVL4011 or (SE3010 and SEE3160)).
Offered at Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4012 Developing and Managing a Small Hospitality Lodging Property
This course is designed to familiarize students with the challenges and rewards of the entrepreneurial development and management of a small lodging property. Concepts for establishing the business, financial operations, daily operational procedures and marketing the business are covered.
Prerequisite(s): ACCT1210, FISV3075 or MRKT1001.
Offered at Denver, North Miami, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4015 Advanced Hospitality Sales Seminar
This senior-level course is an in-depth study of the sales process. Emphasis is on developing the sale from initial prospecting and lead qualification through follow-up after the close. The course explores the communication, interpersonal and professional skills needed to be a hospitality sales executive through classroom lecture, role-play, guest speakers, webinars, networking opportunities, and real or simulated on-campus events.
Prerequisite(s): FISV3075 or HOSP3050 or HOSP3075 or MRKT3005 or MRKT3045 or MRKT3085 or TRVL4011 or (SEE3010, SEE3160), HOSP2020 or TRVL2011.
Offered at Denver, Providence 4.5 Quarter Credit Hours

HOSP4040 Hotel Asset Management
This course focuses on the issues related to the maximization of hotel asset value. Processes of feasibility analysis and benchmarking are covered. Capital investment decision tools, value proposition of franchising and marketing affiliations, and the role of the asset management professional in the hotel environment are also discussed.
Prerequisite(s): HOSP3077 (or concurrent). (OL)
Offered at Denver, North Miami, Online, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4060 Hospitality Strategy Design and Execution Seminar
This senior-level capstone course is designed to give students insight into hospitality strategy. Using a variety of teaching methods including the case study approach, realism is introduced into the classroom, improving the critical thinking and decision-making abilities of students both individually and within the framework of a team.
Prerequisite(s): ACCT3020 or ACCT3025 or FISV2000 or FISV2010, FISV3075 or HOSP3075 or HOSP3075 or MRKT1001, senior status. (HY) (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP6030 Franchising and Licensing
This advanced course focuses on growing a business through cooperative strategies, especially franchising and licensing. Economic concepts underlying franchising are reviewed. Students learn to determine when franchising or licensing are appropriate growth strategies for a company. This course covers key management, operations and legal issues involved with these growth strategies. Implementation of a franchising strategy is covered in detail, including policy development, penetration of new markets, fostering franchisor-franchisee relationships through channel communications and creating a sustainable competitive advantage.
Prerequisite(s): HOSP5020 or MRKT5500. (HY) (OL)
Offered at Denver, North Miami, Online, Providence 3 Semester Credits

HOSP6069 Hospitality Management Consulting
This course examines the concepts and issues regarding resort management in such areas as ski, beach and golf resorts. The principles and concepts of the marketing and management of vacation ownership properties and spas are covered.
Prerequisite(s): Junior status. (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4011 Hospitality Management Consulting
This upper-level course is designed to give students insight into management consulting for enterprises in the hospitality industry. Using a variety of teaching methods, including the case study approach, simulated consulting assignments are introduced into the classroom to fine-tune the critical thinking and decision-making abilities of the student. The spectrum of management consulting providers, ranging from large international firms to sole practitioners, is reviewed.
Prerequisite(s): (ACCT3020 or ACCT3025 or FISV2000 or FISV2010 or FISV3001), (FISV3075 or HOSP3075 or HOSP3075 or MRKT3045 or TRVL4011 or (SE3010 and SEE3160)).
Offered at Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4012 Developing and Managing a Small Hospitality Lodging Property
This course is designed to familiarize students with the challenges and rewards of the entrepreneurial development and management of a small lodging property. Concepts for establishing the business, financial operations, daily operational procedures and marketing the business are covered.
Prerequisite(s): ACCT1210, FISV3075 or MRKT1001.
Offered at Denver, North Miami, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4015 Advanced Hospitality Sales Seminar
This senior-level course is an in-depth study of the sales process. Emphasis is on developing the sale from initial prospecting and lead qualification through follow-up after the close. The course explores the communication, interpersonal and professional skills needed to be a hospitality sales executive through classroom lecture, role-play, guest speakers, webinars, networking opportunities, and real or simulated on-campus events.
Prerequisite(s): FISV3075 or HOSP3050 or HOSP3075 or MRKT3005 or MRKT3045 or MRKT3085 or TRVL4011 or (SEE3010, SEE3160), HOSP2020 or TRVL2011.
Offered at Denver, Providence 4.5 Quarter Credit Hours

HOSP4040 Hotel Asset Management
This course focuses on the issues related to the maximization of hotel asset value. Processes of feasibility analysis and benchmarking are covered. Capital investment decision tools, value proposition of franchising and marketing affiliations, and the role of the asset management professional in the hotel environment are also discussed.
Prerequisite(s): HOSP3077 (or concurrent). (OL)
Offered at Denver, North Miami, Online, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP4060 Hospitality Strategy Design and Execution Seminar
This senior-level capstone course is designed to give students insight into hospitality strategy. Using a variety of teaching methods including the case study approach, realism is introduced into the classroom, improving the critical thinking and decision-making abilities of students both individually and within the framework of a team.
Prerequisite(s): ACCT3020 or ACCT3025 or FISV2000 or FISV2010, FISV3075 or HOSP3075 or HOSP3075 or MRKT1001, senior status. (HY) (OL)
Offered at Charlotte, Denver, North Miami, Online, Providence, Providence CE 4.5 Quarter Credit Hours

HOSP6030 Franchising and Licensing
This advanced course focuses on growing a business through cooperative strategies, especially franchising and licensing. Economic concepts underlying franchising are reviewed. Students learn to determine when franchising or licensing are appropriate growth strategies for a company. This course covers key management, operations and legal issues involved with these growth strategies. Implementation of a franchising strategy is covered in detail, including policy development, penetration of new markets, fostering franchisor-franchisee relationships through channel communications and creating a sustainable competitive advantage.
Prerequisite(s): HOSP5020 or MRKT5500. (HY) (OL)
Offered at Denver, North Miami, Online, Providence 3 Semester Credits

HOSP6069 Corporate Social Responsibility
This course provides a conceptual and practical overview of the role of a business in contemporary society. Students use academic literature and current business scenarios to explore the social context of economic systems. Students further examine the concepts of business ethics and corporate legitimacy through the lens of contemporary business practices. (HY) (OL)
Offered at Denver, Online, Providence 3 Semester Credits

HOSP6080 Experience, Adventure and Education Tourism
This course is intended to give students an in-depth analysis of consumer motivation for participatory travel relating to hands-on experiences, involved education and adventure tours. Focus is on the management of businesses whose products provide deeply memorable experiences for those participating in an activity. The course examines ecotourism, culture-based tourism, gastro-tourism and adventure travel. Students explore the history, outcomes and future potential of experience tourism in various global destinations. (HY) (OL)
Offered at Denver, North Miami, Online, Providence 3 Semester Credits

HOSP6120 Organizational Behavior in the Hospitality Industry
This course is designed to immerse the student in the basic concepts of organizational behavior and organizational structures in the context of the hospitality industry. Focus is on the impact of structural and leadership models that have proven successful in the intangible service delivery environment. Emphasis is also placed on the management of diverse personality types and skill levels, effective leadership and motivation of cross-functional teams, and design of financial and non-financial incentives to drive performance. (HY) (OL)
Offered at Denver, Online, Providence 3 Semester Credits

HOSP6509 Hospitality and Tourism Global Issues
This course presents an advanced study of the evolution, growth, mission and roles of the different types of senior property managers and corporate officers of various hospitality and tourism organizations. The course explores major emerging issues and problems that impact the domestic and global lodging industry, as well as current issues and trends confronting the fast development of tourism activity at both national and international levels. Students acquire the knowledge, skills and attitudes necessary to undertake leadership roles in the increasingly interdependent and complex hospitality industry. Group and individual research examine trends, as well as industry-wide problems and concerns of current interest.
Prerequisite(s): RSCH5700. (HY) (OL)
Offered at Denver, North Miami, Online, Providence 3 Semester Credits

HOSP6526 Information Technology in Hospitality and Tourism
This course is designed to provide the student with a perspective of the technological needs of a hospitality/tourism organization. Students conduct research in the areas of data and analytics, customer experience, point-of-sale, property management, online tourism marketing, and information security. Students explore the issues pertaining to operations and management in the industry by employing creative problem-solving solutions utilizing today’s information technologies.
Prerequisite(s): RSCH5700. (HY) (OL)
Offered at North Miami, Online, Providence 3 Semester Credits