

# Hospitality Management AAS DEGREE

## Program Overview

The Hospitality Management curriculum focuses on the management of today's exciting hospitality and entertainment industries. Students will receive a solid foundation of business practices related to this growing service industry. Courses will examine organizations in lodging, tourism, sports, entertainment, food and beverage operations.

## Career Opportunities

According to the Minnesota Department of Revenue and the Minnesota Department of Employment and Economic Development, there are 245,000 full and part-time jobs, and 4.3 billion dollars in wages in the Leisure and Hospitality sector.

There are a wide variety of employment opportunities including hotel/lodging operations, restaurant and catering management, travel and tourism, sports, recreation and facilities management, gaming and casino operations, meeting, convention and special event management.

## Program Outcomes

1. Graduates will understand broad hospitality, food and entertainment concepts.
2. Graduates will have knowledge of the hotel, travel and tourism industry.
3. Graduates will develop strong customer service, human relations and communications skills.
4. Graduates will demonstrate problem-solving skills and integrate new ways of thinking and learning.

## Transfer Opportunities

Saint Paul College has a transfer articulation agreement between the following program and post-secondary institutions for the baccalaureate degree programs listed below.

For more information please go to [www.saintpaul.edu/Transfer](http://www.saintpaul.edu/Transfer).

### Hospitality Management AAS

- BA Individualized Studies  
Metropolitan State University
- BA Travel and Tourism  
St. Cloud State University
- BS Marketing  
Saint Mary's University-Twin Cities Campus

## Program Faculty

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## Program Requirements

Check off when completed

### Required Business Core Cr

- Professional Component**
- ACCT 2410 Financial Accounting . . . . . 4
  - BTEC 1421 Business Information Applications 1 . . . 3
  - BUSN 1410 Introduction to Business . . . . . 3
  - BUSN 1449 Business Communications . . . . . 3
  - BUSN 2465 Business Ethics . . . . . 3
  - Required Business Core . . . . . 16**

### Course Cr

- BUSN 1441 Consumer Behavior . . . . . 3
- BUSN 1446 Sales and Account Management . . . . . 3
- BUSN 1480 Business Career Resources . . . . . 1
- BUSN 2110 Principles of Marketing . . . . . 3
- BUSN 2450 Management Fundamentals . . . . . 3
- BUSN 2472 Business Negotiation Skills . . . . . 3
- HSPM 1410 Introduction to Hospitality Management . . . . . 3
- HSPM 1440 Event Management and Planning . . . 3
- HSPM 2420 Hotel and Lodging Operations . . . . . 3
- HSPM 2440 Hospitality Marketing and Sales . . . . 3
- Subtotal . . . . . 28**

### General Education/MnTC Requirements Cr

- Refer to the Minnesota Transfer Curriculum Course List for each Goal Area
- Goal 1: Communication . . . . . 7  
ENGL 1711 Composition 1 – 4 cr  
SPCH XXXX – 3 cr
  - Goal 3 or Goal 4 . . . . . 3  
Goal 3: Natural Sciences OR  
Goal 4: Mathematical/Logical Reasoning
  - Goal 5: History, Social Science, and Behavioral Sciences . . . . . 3  
ECON 1720 Macroeconomics – 3 cr OR  
ECON 1730 Microeconomics – 3 cr
  - Goal 6: Humanities and Fine Arts . . . . . 3
  - General Education Requirements . . . . . 16**

**Total Program Credits . . . . . 60**

## Program Start Dates

Fall, Spring, Summer

## Course Sequence

The course sequence listed on the back of this guide is recommended for a full-time student; however, this sequence is not required. Contact Program Faculty with questions.

**The following courses are not offered every semester.**

### Fall Semester Only

*The following courses are offered fall semester only.*  
BUSN 1441 Consumer Behavior  
HSPM 1410 Introduction to Hospitality Management  
HSPM 2420 Hotel and Lodging Operations  
HSPM 2440 Hospitality Marketing and Sales

### Spring Semester Only

*The following courses are offered spring semester only.*  
BUSN 1446 Sales and Account Management  
HSPM 1440 Event Management and Planning

**All other courses are offered both fall and spring semester.**

*See back of this guide for Course Sequence*

## Minimum Program Entry Requirements

Students entering this program must meet the following minimum program entry requirements:

**Reading:** Score of 78+ or grade of "C" or better in READ 0722

**Writing:** Score of 78+ or grade of "C" or better in ENGL 0922

**Arithmetic:** Score of 20+

### Assessment Results and Prerequisites:

Students admitted into Saint Paul College programs may need to complete additional courses based on assessment results and course prerequisite requirements. Certain MATH, READ, and ENGL courses have additional prerequisites.

300A (7130)



*The mission of the Business Department at Saint Paul College is to sustain the College mission by providing quality, lifelong business education supported by technology for a diverse, metropolitan student population.*

*Information is subject to change.  
This Program Requirements Guide is not a contract.*

# Hospitality Management AAS DEGREE *(continued)*

## Course Sequence

The following sequence is recommended for a full-time student; however, this sequence is not required. Contact Program Faculty with questions.

### Fall Semester

ACCT 2410 Financial Accounting . . . . .	4
BTEC 1421 Business Info Applications 1. . . . .	3
BUSN 1410 Introduction to Business . . . . .	3
HSPM 1410 Introduction to Hospitality Management. . . . .	3
Goal 1: ENGL 1711 Composition 1. . . . .	4
<b>Total Semester Credits. . . . .</b>	<b>17</b>

### Spring Semester

BUSN 1446 Sales and Account Management. . . . .	3
BUSN 1480 Business Career Resources. . . . .	1
BUSN 2110 Principles of Marketing . . . . .	3
BUSN 2450 Management Fundamentals . . . . .	3
Goal 1: SPCH XXXX. . . . .	3
<b>Total Semester Credits. . . . .</b>	<b>13</b>

### Fall Semester

BUSN 1441 Consumer Behavior . . . . .	3
BUSN 2472 Business Negotiation Skills . . . . .	3
HSPM 2420 Hotel and Lodging Operations. . . . .	3
HSPM 2440 Hospitality Marketing and Sales . . . . .	3
Goal 5: ECON 1720 Macroeconomics OR ECON 1730 Microeconomics. . . . .	3
<b>Total Semester Credits. . . . .</b>	<b>15</b>

### Spring Semester

BUSN 1449 Business Communications . . . . .	3
BUSN 2465 Business Ethics. . . . .	3
HSPM 1440 Event Management and Planning. . . . .	3
Mn Transfer Curriculum. . . . .	6
<b>Total Semester Credits. . . . .</b>	<b>15</b>

<b>Total Program Credits . . . . .</b>	<b>60</b>
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