

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 and careers in lodging, tourism, sports, entertainment, event and meeting management.

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.

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.

The hospitality industry provides ample opportunity for students to gain management experience. In a very short number of years after graduation, a student could be a manager of a multi-million dollar business/hospitality operation. The skills, experience and abilities gained in hospitality are transferable to other businesses and industries. With a Hospitality Management AAS degree students differentiate themselves from other candidates when applying for positions.

Program Outcomes

1. Apply management principles to create effective and efficient practice in managing a Hospitality Team.
2. Identify the interrelated nature of hospitality including lodging, food and beverage, travel, recreation and entertainment.
3. Identify and communicate exceptional customer service practices, relationship management and Hospitality Spirit.
4. Create an Event Plan Utilizing Event and Planning tools such as Checklists, BEO's, Event Software and Production Schedule
5. Describe the relationship of Hotel Franchising, Ownership and Management Contracts.
6. Resolve personal and service conflicts using best resolution and recovery practices.

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
 COMM 17XX – 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

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 250+ or grade of "C" or better in READ 0722

Writing: Score of 250+ or grade of "C" or better in ENGL 0922

Arithmetic: Score of 225+

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

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



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.

Accreditation Council for Business Schools and Programs

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.

First 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 (fall only).	3
Goal 1: ENGL 1711 Composition 1.	4
Total Semester Credits.	17

Second Semester

BUSN 1480 Business Career Resources.	1
BUSN 2110 Principles of Marketing	3
BUSN 2450 Management Fundamentals	3
HSPM 1440 Event Management and Planning (spring only)	3
Goal 1: COMM 17XX	3
Total Semester Credits.	13

Third Semester

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

Fourth Semester

BUSN 1446 Sales and Account Management (spring only)	3
BUSN 1449 Business Communications	3
BUSN 2465 Business Ethics.	3
Mn Transfer Curriculum.	6
Total Semester Credits.	15

Total Program Credits60

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 saintpaul.edu/Transfer.

Hospitality Management AAS

- BA Individualized Studies
Metropolitan State University
- BA Travel and Tourism
Cloud State University
- BS Marketing
Saint Mary's University,
Twin Cities Campus
- BS Project Management
Minnesota State University, Moorhead