

# BUSINESS ADMINISTRATION MAJOR: HOSPITALITY MANAGEMENT OPTION (B.S.)

<https://paulcollege.unh.edu/business-administration/program/bs/business-administration-major-hospitality-management-option>

## Description

The Hospitality Management option in the BS in Business Administration is a specialized program that blends fundamental business principles with a focus on the hospitality industry. Students will be equipped with knowledge and skills essential for managing various facets of hospitality operations, including hotels, restaurants, resorts, and event planning. The required business core courses provide a solid and rigorous foundations in areas like finance, marketing, human resources management, and strategic planning; while the hospitality management specific courses explore industry specific issues, trends, and best practices. The goal is to prepare graduates for leadership roles within the hospitality sector, where they can oversee operations, develop strategies to enhance guest experiences, and drive business growth.

## Requirements

### Degree Requirements

**Minimum Credit Requirement:** 128 credits

**Minimum Residency Requirement:** 32 credits must be taken at UNH

**Minimum GPA:** 2.0 required for conferral\*

**Core Curriculum Required:** Discovery & Writing Program Requirements

**Foreign Language Requirement:** No

All Major, Option and Elective Requirements as indicated.

\*Major GPA requirements as indicated.

### Major Requirements

A typical plan of study follows, showing the major-required courses. Students take 16-18 credits per semester. Discovery Program requirements (including the Inquiry requirement in the first two years) and elective courses are taken as well. Students are expected to follow this course plan. In the first three semesters, students cannot take more than two major courses in a single semester. The options have additional requirements as noted. For a detailed schedule/plan of study for each option, students should check with the Paul College Undergraduate Programs and Advising Office for specific recommendations.

Code	Title	Credits
<b>Business Administration Core</b>		
<i>Required Courses:</i>		
ADMN 400	Introduction to Business	4
ADMN 403	Computing Essentials for Business	1
ADMN 410	Management Information Systems	4
ADMN 502	Financial Accounting	4
ADMN 503	Managerial Accounting	4
ADMN 510	Business Statistics	4
ADMN 570	Introduction to Financial Management	4

ADMN 575	Behavior in Organizations	4
ADMN 580	Quantitative Decision Making	4
ADMN 585	Marketing	4
ADMN 775	Strategic Management: Decision Making <sup>1</sup>	4
ECON 401	Principles of Economics (Macro)	4
ECON 402	Principles of Economics (Micro)	4
MATH 422 or MATH 424A	Mathematics for Business Applications Calculus for Social Sciences	4
PHIL 431	Business Ethics	4
PAUL 405	Freshman Academic Experience I	1
PAUL 406	Freshman Academic Experience II	1
PAUL 660	BiP-Social Intelligence Topics <sup>2</sup>	2
PAUL 670	BiP-Analytical Intelligence Topics <sup>2</sup>	2
PAUL 680	BiP-Competitive Intelligence Topics <sup>2</sup>	2
PAUL 690	BiP-Professional Intelligence Topics <sup>2</sup>	2

Depending of the choice of option and the specific requirements thereof, students may be able to take PAUL or non-PAUL electives in their junior or senior year.

Code	Title	Credits
<b>Option in Hospitality Management <sup>3</sup></b>		
<i>Required Courses:</i>		
HMGMT 601	Management of Customer Services and Experiences	0
HMGMT 775	Modern Operations and Innovations in Hospitality and Tourism	4
<i>Sectoral Electives</i>		
Select one course from the following:		
HMGMT 661	Event Design, Planning, and Management	
HMGMT 681	Contemporary Resort Development and Management	
HMGMT 798	Topics	
<i>Functional Electives</i>		
Select two courses from the following:		
HMGMT 655	Hospitality Finance and Development	
HMGMT 758	Revenue Management: The Art of Pricing	
HMGMT 667	Advanced Food & Beverage Operations & Event Management	

<sup>1</sup> This is the capstone course in the business administration program, and satisfies the capstone requirement of the Discovery Program. Students may be required to concurrently enroll in ADMN 700 PAUL Assessment of Core Knowledge (zero credits) for AACSB accreditation purposes.

<sup>2</sup> Students may satisfy PAUL 660, PAUL 670, PAUL 680, PAUL 690 requirements through other courses/experiences with approved intelligence attributes assigned.

<sup>3</sup> Students must complete a minimum of two courses at the 700-level in the option.

## Degree Plan

### Sample Degree Plan

#### First Year

Fall	Credits	
ADMN 400 or ADMN 410	Introduction to Business or Management Information Systems	4
ECON 401 or ECON 402	Principles of Economics (Macro) or Principles of Economics (Micro)	4
MATH 422 or MATH 424A	Mathematics for Business Applications or Calculus for Social Sciences	4
PHIL 431	Business Ethics	4
ADMN 403	Computing Essentials for Business	1

PAUL 405	Freshman Academic Experience I	1
<b>Credits</b>		<b>18</b>
<b>Spring</b>		
ADMN 410 or ADMN 400	Management Information Systems or Introduction to Business	4
ECON 402 or ECON 401	Principles of Economics (Micro) or Principles of Economics (Macro)	4
ENGL 401	First-Year Writing	4
Discovery		4
PAUL 406	Freshman Academic Experience II	1
<b>Credits</b>		<b>17</b>
<b>Second Year</b>		
<b>Fall</b>		
ADMN 502	Financial Accounting	4
ADMN 510	Business Statistics	4
Discovery		4
Discovery		4
<b>Credits</b>		<b>16</b>
<b>Spring</b>		
ADMN 503	Managerial Accounting	4
ADMN 585 or ADMN 575	Marketing or Behavior in Organizations	4
Discovery		4
Discovery		4
PAUL 660 or PAUL 690	BiP-Social Intelligence Topics or BiP-Professional Intelligence Topics	2
<b>Credits</b>		<b>18</b>
<b>Third Year</b>		
<b>Fall</b>		
ADMN 575 or ADMN 585	Behavior in Organizations or Marketing	4
ADMN 570 or ADMN 580	Introduction to Financial Management or Quantitative Decision Making	4
HMG 601	Management of Customer Services and Experiences	4
Discovery		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2
<b>Credits</b>		<b>18</b>
<b>Spring</b>		
ADMN 580 or ADMN 570	Quantitative Decision Making or Introduction to Financial Management	4
Hospitality Management elective		4
Course selected in consultation with advisor <sup>1</sup>		4
Course selected in consultation with advisor <sup>1</sup>		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		
<b>Credits</b>		<b>16</b>
<b>Fourth Year</b>		
<b>Fall</b>		
ADMN 775 & ADMN 700	Strategic Management: Decision Making and PAUL Assessment of Core Knowledge	4
Hospitality Management elective		4
Course selected in consultation with advisor <sup>1</sup>		4

Course selected in consultation with advisor <sup>1</sup>		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		
<b>Credits</b>		<b>16</b>
<b>Spring</b>		
HMG 703	Strategic Management in the Hospitality Industry	4
Hospitality Management elective		4
Course selected in consultation with advisor <sup>1</sup>		4
Course selected in consultation with advisor <sup>1</sup>		4
<b>Credits</b>		<b>16</b>
<b>Total Credits</b>		<b>135</b>

<sup>1</sup> Students can explore a second option, second major, minor, or general electives.

## Student Learning Outcomes

- Students will demonstrate proficiency in the core content areas of business.
- Students will think critically to address business situations.
- Students will demonstrate communication skills to interact effectively in business situations.
- Students will identify and understand the ethical dimensions and implications of business decisions.
- Students will demonstrate the ability to analyze a business situation by applying a multiple stakeholder lens.
- Students will demonstrate an understanding of business practices as they relate to local, national and global competitiveness.