

HOSPITALITY MANAGEMENT (HMGT)

The program in hotel and hospitality management is an integral part of the offerings of the Peter T. Paul College. It is one of only a few programs worldwide accredited by the Association to Advance Collegiate Schools of Business (AACSB). The hospitality management program at UNH provides a world-class education, personal attention and support, and real-world and international experience, setting students apart from the competition and ensuring they are well prepared for a successful and meaningful career.

The hospitality management program develops graduates to be senior executives. This is accomplished through personal attention and support, training on cutting-edge industry-specific software and technology, career development, mentoring and placement, and the network connection of seasoned alumni in top industry positions. Graduates have accepted management positions in lodging and resorts, food service beverage, event planning and design, software companies, tourism, travel and recreation, among the many potential opportunities.

An important aspect of the program is the required professional development, which includes practical work experiences, career development, mentoring, and placement, preparing students to be more competitive in the job market and for a successful and rewarding career. Employers look for individuals with relevant industry experience, and this is provided through the required 400 hours of an approved work experience.

The hotel and hospitality management program offers a wide range of international education options to study abroad. We have partnered with business schools in countries such as Spain, Australia, Croatia, United Kingdom, and Italy.

<https://paulcollege.unh.edu/hospitality-management>

Programs

- [Hotel and Hospitality Management Major \(B.S.\)](#)
- [Hospitality Management Minor](#)

Courses

Hospitality Management (HMGT)

HMGT 401 - Introduction to the Hospitality Industry

Credits: 4

Review the broad spectrum of the hospitality industry from an historical perspective, in concert with current history, trends, and challenges presented by notable industry executives. Distinguished guests represent all segments of the hospitality industry plus selected allied support businesses. Industry segments include, but are not limited to, hotels and lodging, restaurant and food service, travel and tourism, conferences and conventions, casinos and gaming, clubs and resorts, health care and senior living, franchising and entrepreneurship, and technology support.

Attributes: Writing Intensive Course

Grade Mode: Letter Grading

HMGT #403 - Introduction to Food Management

Credits: 0 or 4

Designed to introduce the student to the fundamental components of food production principles, nutrition and menu development, and to some basic management skills. The subject matter is presented through classroom lectures, interactive electronic instruction, guest lectures, and food production labels.

Grade Mode: Letter Grading

HMGT #404 - Professional Development I

Credits: 1

Development and integration of self-assessment, career planning, and academic work. Students design and produce an individual career action plan in preparation of a required summer internship. Through self-assessment instruments they develop an understanding of their personal values, interests, skills, and personality in relation to their vocational options, academic process, and career projections.

Grade Mode: Credit/Fail Grading

HMGT 405 - Introduction to Food and Service Management

Credits: 0 or 4

This course is designed to build knowledge and experience in food and service management. Basic principles of foodservice management and their application to menu development, food safety, procurement, equipment usage and identification, customer service, marketing, leadership, human resources, and finance are covered during this course. Laboratory experience in both front and back of the house will provide hands-on experience in basic understanding of how a kitchen operates and dining room service. Training in Safe Food Handling, and Alcohol Services leads to Certification.

Grade Mode: Letter Grading

HMGT #504 - Professional Development II

Credits: 2

Development and integration of self-assessment, career planning, and academic work. Students design and produce an individual career action plan in preparation of a required summer internship. Through self-assessment instruments they develop an understanding of their personal values, interests, skills, and personality in relation to their vocational options, academic process, and career projections.

Grade Mode: Letter Grading

HMGT 520 - Happy and Healthy at Work: Promoting Wellness, Diversity and Inclusion

Credits: 4

Offers improved understanding and ability to effectively manage a diverse and healthy workforce. Addresses key diversity, inclusion, and wellness issues in the workplace of a general, technical, and social nature with an emphasis on disability and health promotion.

Attributes: Social Science (Discovery); Inquiry (Discovery)

Equivalent(s): HMGT 598, OT 520

Grade Mode: Letter Grading

HMGT 554 - Lodging Operations Management

Credits: 0 or 4

The course is designed to introduce the operational aspects of hotel and resorts as well as discuss current trends of the lodging industry, hotel organization, reservations, registration, guest services and communications, hotel security, front office accounting, housekeeping, night audit, planning for operations, sales techniques, revenue management, and human resources management. To achieve the learning objectives, lectures, labs, e-learning course, guest lectures, and individual assignments are employed. Training in hotel analytics leads to CHIA Certification.

Prerequisite(s): HMGT 401 (may be taken concurrently) with a minimum grade of C-.

Equivalent(s): HMGT 654

Grade Mode: Letter Grading

HMGT 570 - International Food and Culture

Credits: 0 or 4

This course explores multiple world cultures using food, language, religion, geography, communication, politics, among other attributes, and compares/contrasts with our own diverse cultures here in the United States. Learn why we eat what we eat, when, and how. Food is a critical component across the world's many different cultures and this course will investigate how they are viewed by persons of different backgrounds. The course will leave you with an expanded understanding and appreciation of why and how persons from diverse cultures with varying backgrounds approach their food and beverage needs differently. Laboratory experience in cooking international cuisine.

Attributes: World Cultures(Discovery); Inquiry (Discovery); Writing Intensive Course

Equivalent(s): HMGT 670

Grade Mode: Letter Grading

HMGT #600 - Hospitality Marketing Management

Credits: 4

Students apply basic marketing principles to the competitive environment of service businesses, such as hotels, restaurants, and other hospitality firms. Strong emphasis on consumer behavior, services management theory, and the hospitality marketing mix as they relate to service firms of all types. Course material is presented through a variety of techniques: case studies, lectures, guest speakers, team projects, and written assignments.

Attributes: Writing Intensive Course

Prerequisite(s): HMGT 401 with a minimum grade of C- and HMGT 554 (may be taken concurrently) with a minimum grade of C-.

Mutual Exclusion: No credit for students who have taken ADMN 585, MKTG 530, MKTG 550.

Grade Mode: Letter Grading

HMGT #604 - Professional Development III

Credits: 2

Students design and produce an individual career action plan. Emphasis on identifying each individual's marketable skills, locating job possibilities, writing resumes and correspondence, and interviewing for jobs. Career development workshops are used to enhance the learning experience.

Prerequisite(s): HMGT #504 (may be taken concurrently) with a minimum grade of D-.

Grade Mode: Letter Grading

HMGT 618 - Uniform Systems for the Hospitality Industry

Credits: 4

Following a review of financial statements and an introduction to the Uniform System of Accounts for Hotels and Restaurants, students learn specific applications of managerial accounting and decision support systems for the hospitality industry. Topics include cash flow analysis, cost management, cost-volume-profit analysis, pricing models, budgeting, and forecasting. Students develop an understanding of computer software and back-and front-office computer systems as they relate specifically to the hospitality industry. Lectures, computer exercises, and papers.

Prerequisite(s): ADMN 502 with a minimum grade of C-.

Grade Mode: Letter Grading

HMGT #625 - Hospitality and Employment Law

Credits: 4

Tort and contract liability in the hospitality industry. Emphasizes a managerial approach to solving or avoiding potential problems including employment law issues that arise in any business environment: wrongful termination, compensation rules, affirmative action, employment discrimination, sexual harassment, and issues involving privacy in the workplace. Looks at numerous State and Federal Agencies with which Hospitality business must work. Examines key forms of ownership in terms of taxes, risks and rewards.

Grade Mode: Letter Grading

HMGT 635 - Hospitality Human Resource Management

Credits: 4

Addresses key hospitality resource management issues of a general, technical, and social nature including communication, motivation and leadership, job stress and safety, security, government regulations, discrimination, and substance abuse. Covers technical areas such as recruiting and selecting, placement, employment, training, performance appraisal, disciplining, and termination.

Attributes: Writing Intensive Course

Equivalent(s): MGT 770

Grade Mode: Letter Grading

HMGT 655 - Hospitality Finance and Development

Credits: 4

Provides the advanced student with a familiarity of the principles and practices of development and acquisition of hotel, restaurant, and other hospitality businesses, and the real estate development process. Emphasizes market and financial evaluation and decision making relative to economic, ethical, legal, and social aspects of the organization's environment. Group projects involving the preparation of a complete economic feasibility study for hotel or restaurant development or acquisition or repositioning are required.

Prerequisite(s): HMGT 618 with a minimum grade of C-.

Grade Mode: Letter Grading

HMGT 661 - Event Design, Planning, and Management

Credits: 4

Strategic and logistical considerations in managing the planning, development, marketing, and implementation of meetings, conventions, and events.

Grade Mode: Letter Grading

HMG 667 - Advanced Food & Beverage Operations & Event Management**Credits:** 0 or 4

A project management course integrating advanced management principles and techniques in the presentation of a large-scale gourmet dining event. This class examines services & operational management protocols: planning, forecasting and budgeting, marketing and sales, meal plan preparation, production, execution and delivery systems, service encounters, technology, purchasing and inventory management, human resources, scheduling, productivity and quality issues, HR and risk management.

Grade Mode: Letter Grading**HMG 681 - Contemporary Resort Development and Management****Credits:** 4

Looks at the elements of developing and maintaining Resort properties including Spas, Ski Areas, Waterparks, Time Shares, Beach Resorts and Full service resorts with private home development. Examines the key roles real estate and financing play in all resort development and sustainability.

Attributes: Writing Intensive Course**Equivalent(s):** HMG 681W**Grade Mode:** Letter Grading**HMG #682 - Private Club Management****Credits:** 4

Examines the effective operation and management of private clubs including city clubs, country clubs and yacht clubs. Major topics include: the unique niche that clubs represent in the hospitality industry, organizational structure of clubs, role of the board of directors, membership requirements, differences between tax-exempt clubs and non-exempt clubs, government regulation, preparing for a career in the club field, trends in club management and the future of clubs.

Grade Mode: Letter Grading**HMG 695 - Independent Analysis****Credits:** 2-12

Study and research project for honor students to advance knowledge in lodging and food services fields.

Equivalent(s): HMG #695W**Grade Mode:** Letter Grading**HMG #695W - Independent Analysis****Credits:** 2-12

Study and research project for honor students to advance knowledge in lodging and food services fields.

Attributes: Writing Intensive Course**Equivalent(s):** HMG 695**Grade Mode:** Letter Grading**HMG 696 - Supervised Student Teaching Experience****Credits:** 1-8

Participants are expected to perform such functions as attending classes, leading discussion groups, assisting faculty, presenting information in undergraduate courses that they have successfully completed, holding office hours, grading papers and exams. Enrollment is limited to juniors and seniors who have had above average GPAs.

Repeat Rule: May be repeated for a maximum of 8 credits.**Grade Mode:** Credit/Fail Grading**HMG #698 - Topics****Credits:** 1-4

Special topics and developments in lodging, food services, and other hospitality industries. Course may be repeated when topics change.

Repeat Rule: May be repeated for a maximum of 8 credits.**Grade Mode:** Letter Grading**HMG 700 - PAUL Assessment of Core Knowledge****Credits:** 0

One of the learning objectives in the Hospitality Management Program is that all students will graduate with an understanding of these core knowledge assembled from various disciplines that contribute courses to the program. We assess this learning as part of our Assurance of Learning Program. This zero credit course provides an administrative mechanism for accomplishing this goal.

Co-requisite: HMG 703**Grade Mode:** Credit/Fail Grading**HMG 703 - Strategic Management in the Hospitality Industry****Credits:** 4

Capstone course, interrelating and applying strategic management concepts to hospitality organizations. Cases from hotel companies, restaurant chains, and other hospitality-related businesses, supplemented by economic and other published information from the industry, are used as departure points for class discussion.

Co-requisite: HMG 700**Attributes:** Writing Intensive Course**Grade Mode:** Letter Grading**HMG #756 - International Franchising****Credits:** 4

Designed to help the student acquire an understanding of franchising as a system of distribution and business expansion. Franchising is studied from both the perspectives of the franchisee and the franchiser. In addition, economic, financial, and legal issues associated with franchising are covered. By the end of the course, students acquire the skills and sources of information that would permit sound assessment of the business opportunities available in franchising.

Prerequisite(s): ADMN 585 with a minimum grade of C- or HMG #600 with a minimum grade of C-.**Equivalent(s):** MKTG #756**Grade Mode:** Letter Grading**HMG 758 - Revenue Management and Pricing****Credits:** 4

This course covers two topics critical to today's hotel industry; the actual techniques of selling, converting inquiries from individuals and conventions into business. Revenue Management is the technique of evaluating a piece of business and determining its profitability over all departments. The course looks intently at past history as well as forecasting in order to determine the price to be charged based on demand and profitability sought.

Grade Mode: Letter Grading**HMG 771 - International Wine and Beverage****Credits:** 4

Explore the wide world of wine, beer and spirits, through lectures, sensory evaluations, and in-class tasting exercises. Also learn about how to purchase, store, and serve different beverages. Enrolled students must be at least 21 years old.

Grade Mode: Letter Grading

HMGT 777 - Casino Management

Credits: 4

Examines the history of the gaming industry and the development, organization and management of casinos. Investigates economics, moral and social issues of gaming including problem gambling. Covers gaming regulations, accounting and taxation of casinos, casino marketing, national and international gaming destinations, game probabilities and the interaction of the casino department with other divisions of mega casino resorts including lodging, food and beverage and meetings and conventions. A central focus will be on current trends and events. A field trip to a casino resort is required for those enrolled students at least 21 years old on the day the trip is scheduled.

Mutual Exclusion: No credit for students who have taken HMGT 777J.

Grade Mode: Letter Grading

HMGT 795 - Internship II

Credits: 1-4

Off-campus work in the hospitality industry for on-the-job skill development. Normally supervision is provided by a qualified individual in the organization with frequent consultation by the faculty sponsor. Initial sponsorship of an Hospitality Management faculty member must be obtained followed by approval of Paul advisor and Dean's Office. Special permission required to earn more than 4 credits in one semester. For Paul College juniors and seniors with 3.0 or better cumulative GPA.

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Credit/Fail Grading

HMGT 798 - Topics

Credits: 4

Special Topics.

Repeat Rule: May be repeated for a maximum of 12 credits.

Grade Mode: Letter Grading

HMGT 799 - Honors Thesis/Project

Credits: 4-8

Supervised research leading to the completion of an honors thesis or project; required for graduation from the honors program in hospitality management.

Attributes: Honors course; Writing Intensive Course

Grade Mode: Letter Grading

Faculty

<https://paulcollege.unh.edu/directory/all>