

**ARTICULATION AGREEMENT BETWEEN UNIVERSITY OF MARYLAND
EASTERN SHORE AND HOWARD COMMUNITY COLLEGE**
Associate of Applied Science in Hospitality Management
Bachelors of Science in Hotel Restaurant Management

Howard Community College, hereinafter referred to as HCC, a public two year college in Howard County, Maryland, and the University of Maryland Eastern Shore, hereinafter referred to as UMES, a public four year state university, and a member of the University System of Maryland, with its campus located in Universities at Shady Grove (USG) Rockville, Maryland, agree to offer an articulated program leading to the award of an Associate of Applied Science (A.A.S.) in Hospitality Management to be offered by HCC and a Bachelors of Science (B.S.) Degree in Hotel and Restaurant Management to be offered by UMES. They further agree that students from HCC, through this articulation policy, will be allowed to transfer credits earned for the A.A.S. Degree at HCC to UMES. The following general principles guide the operation of this Agreement.

1. The program is designed for graduates of the A.A.S. Degree in Hospitality Management at HCC. A maximum of sixty-nine (69) credits from HCC will be allowed towards fulfillment of the one hundred and twenty two (122) credit hours required for baccalaureate completion at UMES. All courses meeting general education requirements at HCC will transfer to UMES as general education. An additional science general education course may be required by the UMES. It will be included in the sixty-nine (69) credit hours to be used by UMES. The B.S. Degree may be completed on a part-time basis.
2. Students must maintain a 2.0 cumulative grade point average in order to transfer credit and complete the baccalaureate degree.
3. Once the A.A.S. Degree at HCC is completed, the student will be able to apply and attend UMES classes on the campus of Universities of Shady Grove (USG) in Rockville, Maryland or at the Main campus in Princess Anne, Maryland. The partners in this collaboration would offer the appropriate combination of courses to ensure a student could complete the requirements for the HRM degree from the University of Maryland Eastern Shore within a part-time or full-time schedule.
4. The upper level HRM courses (300 – 400) of the B.S. program would be based in Rockville, Maryland and coordinated by the Hotel and Restaurant Management Department at the University of Maryland Eastern Shore at the Universities at Shady Grove.
5. *Modification/Termination.* Modification of this agreement may be made between or among institutions. Any party may terminate this agreement. In the event of termination, each party agrees to continue the program until each admitted student a) has the opportunity to complete the desired degree, b) has had the opportunity to complete the degree with substituted courses of a similar course content, or c) has been offered a realistic opportunity to complete an equivalent degree at another institution. Both parties agree to maintain an open and cooperative dialogue to

explore new, innovative and mutually beneficial programs and services. Both UMES & HCC also agree to re-examine this agreement after one academic year to determine if it continues to be mutually beneficial.

6. Through a combination of course offerings, the student will be able to take all the courses required to meet the requirements for the Bachelor's of Science Degree in Hotel and Restaurant Management from the University of Maryland Eastern Shore. Each institution will be responsible for and in agreement with their specific component of the course offerings as detailed in EXHIBIT 1, and outlined below.
HCC: All lower level, 100-200 General Education, HMGH and BMGT Courses will transfer to UMES.
UMES/HRM: All upper level, 300-400, Hotel and Restaurant Management requirements will be met by the student in this program.
7. This agreement becomes effective with the signatures of the appropriate officials from both institutions. HCC and the UMES agree to publicize this program. They further agree to monitor the performance of the agreement and to revise it as necessary. This agreement may be terminated by either party for due cause and after adequate notice to the other. Termination of the agreement will not affect any students currently enrolled at HCC College in the A.A.S. in Hospitality Management Program at the time of termination.
8. The UMES will establish a mechanism to provide feedback on the academic progress of the HCC College student.

UMES- HCC ARTICULATION		
UMES - HRM		
Cr.	General Education:	HCC- HMG
	Area - I (Arts & Hum) - 9 credits	
	Arts or Hum	
3	Arts or Hum.	Arts or Humanities Core Class
	Eng-203-Speech	
	Area II (Soc. & Beha. Sci.) 6 credits	
	Econ 201 or 202	SPCH 105 OR SPCH 110
3	Behav. Sci.	ECON 101- Principles of Economics
	Area III (Bio. & Phy. Sci) - 7-8 Credits	
	Science - Non lab	
3	Science - Lab	Science Core Class w/ Lab
	Area IV (Math) - 3hrs	
	Math - 102 College Algebra (or higher)	
	Area V (Eng. Com.) - 9 credits	MATH 121/ 122/ 124/ 131
	Eng - 101 Basic Comp - I	
3	Eng - 102 Basic Comp II	ENG 121- College Composition 1
3	Eng - 305 Adv. Comp or Tech. Wr.	
	Area - VI (Emerg. Issues) - 7hrs	
	EDHE111 Personal Health Fitness	
3	GNST100 First Yr. Exp	LFIT 110 thru 137
3	TMGT306 ECO& CUL TOURISM	
	Major Core Req. - 55 credits	
	FMGT101 Applied Foodservice Sanitation	HMGT 111- Food Service Sanitation & Safety
	FMGT 110 Rest & Table Serv.	HMGT 250- F & B Mgt. & Service
	FMGT 211 Food Prod. - I	HMGT 120- Food Prep 1
	FMGT212 Food Prod - II	HMGT 220- Food Prep 2
3	FMGT301 Food & Beverage Cost Accounting	
3	FMGT 350 Comm. Food Prod	
	FMGT371&372 Hosp. Purchasing & Lab	
3	HMGT101 Analysis of the Hosp. Industry	HMGT 225- Hosp. Purchasing & Cost Control
3	HMGT220 Tech Mgt. in the Hosp. Ind	HMGT 101- Info to Hospitality
3	HMGT300A Professional Development	CMSY 110- Software Appl. For MICROS
3	HMGT300B Professional Development	
	HMGT303 Hosp. Facilities Oper & Mainten	
		CMGT 145- Food Service Facility Planning
		3

3	HMG1304 Hosp. Facilities Design Project			
	HMG1340 Hosp. Industry Accounting		ACCT 111- Principles of Accounting	3
	HMG1350 Marketing Hosp. & Leisure Serv		HMG1 201- Hosp. Sales & Mktg.	2
	HMG1 401 Law and the Hosp. Ind.		HMG1 210- Legal Issues in Hosp. Industry	3
	HMG1402 Hotel Mgt. & Operations		HMG1 242- Lodging Mgt & Operations	3
3	HMG1440 Financial Analysis for the Hosp. Ind			
3	HMG1490 Hosp. Research I			
3	HMG1 491 Hosp. Research II			
3	HMG1 497 Professional Development			
3	HMG1 498 Professional Development			
	Supportive Requirements - 3			
	BUAD 132 Intro. To Bus			
3	BUAD 304 Bus. Entrep or 300 Mgt. Course		BMGT 100- Intro to Business	3
	Major Electives - 18 hrs			
	HRM Elective		BMGT 120- Small Business Management	3
	HMR Elective		HMG1 162- Catering & Banquet Mgt	3
	HMR Elective HMG1 301 Management Sys in Hosp ind		CMGT 125- Special Events	3
	HMR Elective		HMG1 164- Intro to Meetings & Conf. Oper.	3
	HMR Elective		HMG1 230- Current Topics in Hosp. Mgt.	3
	HMR Elective		HEED 211- Nutrition	3
60				
	TOTAL CREDITS REQUIRED FOR B.S. = 120			65-66

UMES- HCC ARTICULATION			
UMES - HRM		HCC- CMGT	
Cr.	General Education:		Cr.
	Area - I (Arts & Hum) - 9 credits		
	Arts or Hum	Arts or Humanities Core Class	3
3	Arts or Hum.		
	Eng-203-Speech	SPCH 105 OR SPCH 110	3
	Area II (Soc. & Beha. Sci.) 6 credits		
	Econ 201 or 202	ECON 101- Principles of Economics	3
3	Behav. Sci.		
	Area III (Bio. & Phy. Sci) - 7-8 Credits		
	Science - Non lab	Science Core Class w/ Lab	4
3	Science - Lab		
	Area IV (Math) - 3hrs		
	Math - 102 College Algebra (or higher)	MATH 121/ 122/ 124/ 131	3 OR 4
	Area V (Eng. Com.) - 9 credits		
	Eng - 101 Basic Comp - I	ENG 121- College Compstion 1	3
3	Eng - 102 Basic Comp II		
3	Eng - 305 Adv. Comp or Tech. Wr.		
	Area - VI (Emerg.Issues) - 7hrs		
	EDHE111 Personal Health Fitness	LFIT 110 thru 137	1
3	GNST100 First Yr. Exp		
3	TMGT306 ECO& CUL TOURISM		
	Major Core Req. - 55 credits		
	FMGT101 Applied Foodservice Sanitation	HMGT 111- Food Service Sanitation &	1
	FMGT 110 Rest & Table Serv.	HMGT 250- F & B Mgt. & Service	3
	FMGT 211 Food Prod. - I	HMGT 120- Food Prep 1	3
	FMGT212 Food Prod - II	HMGT 220- Food Prep 2	3
3	FMGT301 Food & Beverage Cost Accounting		
3	FMGT 350 Comm. Food Prod		
	FMGT371&372 Hosp. Purchasing & Lab	HMGT 225- Hosp. Purchasing & Cost	3
3	HMGT101 Analysis of the Hosp. Industry	CMGT 101- Intro to Culinary Managem	3
3	HMGT220 Tech Mgt. In the Hodp. Ind	CMSY 110- Software Appl. For MICR	3
3	HMGT300A Professional Development		
3	HMGT300B Professional Development		
	HMGT303 Hosp. Facilities Oper & Mainten	CMGT 145- Food Service Facility Plan	3
3	HMGT304 Hosp. Facilities Design Project		
	HMGT340 Hosp. Industry Accounting	ACCT 111- Principles of Accounting	3
	HMGT350 Marketing Hosp. & Leisure Serv	HMGT 201- Hosp. Sales & Mktg.	2
	HMGT 401 Law and the Hosp. Ind.	HMGT 210- Legal Issues in Hosp. Ind	3
	HMGT402 Hotel Mgt. & Operations	HMGT 242- Lodging Mgt & Operation	3
3	HMGT440 Financial Analysis for the Hosp. Ind		
3	HMGT490 Hosp. Researach I		
3	HMGT 491 Hosp. Research II		
3	HMGT 497 Professional Development		
3	HMGT 498 Professional Development		
	Supportive Requirements - 3		
	BUAD 132 Intro. To Bus	BMGT 100- Intro to Business	3
3	BUAD 304 Bus. Entrep or 300 Mgt. Course		
	Major Electives - 18 hrs		
	HRM Elective	BMGT 120- Small Business Managem	3
	HMR Elective	CMGT 120- Culinary Supervisiont	3

	HMR Elective HMG 301 Management Sys in Hosp in	CMGT 125- Special Events	3
	HMR Elective	CMGT 130- Garde Manger.	3
	HMR Elective	CMGT 135- Baking and Pastries.	3
	HMR Elective	HEED 211- Nutrition	3
	HRM Elective		
60			68-69
	TOTAL CREDITS REQUIRED FOR B.S.= 120		

Agreed to by and between:



6-9-06

Date

University of Maryland Eastern Shore
President



5/5/06

Date

Howard Community College
President



6-9-06

Date

University of Maryland Eastern Shore
Vice President for Academic Affairs



5-4-06

Date

Howard Community College
Vice President for Academic Affairs

Howard Course Number	Howard Course Name	Credit Hours	CHC Course Equivalent
HMG-101	Introduction to the Hospitality Industry	3	HRMA 1337
HMG-111	Foodservice Safety and Sanitation	1	HRMA 1345
HMG-120	Food Preparation I (with lab)	3	HRMA 2422
HMG-164	Introduction to Meetings and Conference Ops	3	HRMA 3372 (Non-advanced)
HMG-180	Hospitality Management Internship I	2	Student can receive credit for one of our practicum courses
HMG-201	Hospitality Sales and Marketing	2	HRMA 3361 (Non-advanced)
HMG-210	Legal Issues in the Hospitality Industry	3	HRMA 3358 (Non-advanced)
HMG-220	Food Preparation II (with lab)	3	HRMA 3322 (Non-advanced)
HMG-225	Hospitality Purchasing and Cost Control	3	HRMA 3343 (Non-advanced)
HMG-242	Lodging Management and Operations	3	HRMA 2367
HMG-250	Food and Beverage Management and Service	3	HRMA 2250
CMGT-210	Culinary Management Internship	2	Student can receive credit for one of our practicum courses

[illegible]

COURSE REQUIREMENTS FOR THE BACHELOR OF SCIENCE HOTEL AND RESTAURANT MANAGEMENT

GENERAL EDUCATION - 48 CREDIT HOURS

COMMUNICATION

- (3) ENGL 1303 Freshman Composition I
- (3) ENGL 1304 Freshman Composition II

MATH/REASONING

- (3) MATH 1310 or 1311 (College Algebra or Elementary Mathematical Modeling)
- (3) Math/Reasoning*

HUMANITIES

- (3) Humanities*

VISUAL & PERFORMING ARTS

- (3) Visual & Performing Arts*

NATURAL SCIENCE

- (3) Natural Science*
- (3) Natural Science*

SOCIAL SCIENCE

- (3) Social Science (**Writing Intensive**)*
- (3) ECON 2301, 2304, or 2305

HISTORY

- (3) HIST 1377 The United States to 1877
- (3) HIST 1378 The United States Since 1877

GOVERNMENT

- (3) POLS 1336 U.S. & Texas Constitution & Politics
- (3) POLS 1337 U.S. Government: Congress, President & Court

HRM DIRECTED GENERAL EDUCATION

- (3) Statistics (College Approved)
- (3) Speech Communications (COMM 1332 or other College approved course)

* Please see University of Houston Class Schedule for list of UH approved Core Courses

HOTEL AND RESTAURANT MANAGEMENT - 75 CREDIT HOURS

HRM REQUIRED COURSES

- (1) HRMA 1101 Hospitality Technology
- (2) HRMA 1220** Food and Beverage Service
- (3) HRMA 1337 Introduction to the Hospitality Industry
- (3) HRMA 1340 Systems of Accounts in the Hospitality Industry
- (3) HRMA 1345 Safety, Sanitation, & Security in the Hosp. Ind.
- (1) HRMA 2140 Uniform System of Accounts in Hotels & Rest.
- (1) HRMA 2160 Hospitality Practicum I
- (2) HRMA 2250 Managing in the Service Environment
- (3) HRMA 2335 Facilities Management
- (3) HRMA 2367** Lodging Management
- (3) HRMA 2368 Rooms & Housekeeping Management
- (4) HRMA 2422** Food Service Production & Operations
- (1) HRMA 3160 Hospitality Practicum II
- (3) HRMA 3341 Hospitality Managerial Accounting
- (3) HRMA 3343 Hospitality Cost Controls
- (3) HRMA 3352 Human Resource Management
- (3) HRMA 3358 Hospitality Industry Law
- (3) HRMA 3361 Hospitality Marketing
- (3) HRMA 4343 Financial Administration for the Hospitality Industry
- (3) HRMA 4353 Leadership in the Hospitality Industry
- (3) HRMA 4323** Advanced Food & Bev. Mgmt. **OR**
- HRMA 4367** Advanced Lodging Mgmt.

(12) HRM ELECTIVE

Please see College Academic Advisor

Number in parenthesis (*) denotes credit hours

SELECT ONE HRM AREA OF EMPHASIS CHOOSE 9 CREDIT HOURS FROM EMPHASIS (Lodging, Foodservice or Approved Area of Specialization)

HRM AREA OF EMPHASIS COURSES

(9) LODGING MANAGEMENT

(Lodging Mgmt. students must complete HRMA 4367 capstone)

- (3) HRMA 3364 Hotel Sales
- (3) HRMA 3372 Conventions Management
- (3) HRMA 4338 Hotel Development
- (3) HRMA 4340 Hotel Operations

OR

(9) FOODSERVICE MANAGEMENT

(Foodservice Mgmt. students must complete HRMA 4323 capstone)

- (3) HRMA 3322** Kitchen Operations Management
- (3) HRMA 3327 Restaurant Layout & Design
- (3) HRMA 3336 Beverage Management
- (3) HRMA 4322 Restaurant Management
- (3) HRMA 4328 Restaurant Development

OR

(9) APPROVED AREA OF SPECIALIZATION

Focused Area approved by Academic Advisor. Capstone course and choices of courses must be approved by Academic Advisor. Please see Academic Advisor for assistance.

** Course contains an additional Laboratory component

1101: Hospitality Technology

Cr. 1. (1-0). Corequisite: concurrent enrollment in HRMA 1337. Introduction to technology and its application within the hospitality industry from a managerial and strategic perspective.

1220: Food and Beverage Service

Cr. 2. (1-3). Service styles, practices, and procedures in food service operations, including laboratory experiences.

1337: Introduction to the Hospitality Industry

Cr. 3. (3-0). History and development of the hospitality industry, including food, beverage, and lodging management.

1340: Systems of Accounts in the Hospitality Industry (formerly HRMA 2340)

Cr. 3. (3-0). Prerequisite: HRMA 1101. Financial record keeping and reporting, utilizing uniform systems of accounts for hotels, restaurants, and clubs, with emphasis on payroll, statement analysis, and computer applications.

1345: Safety, Sanitation, and Security in the Hospitality Industry (formerly HRMA 1245 and 4351)

Cr. 3. (3-0). Integration of safety, sanitation and security using Hazard Analysis Critical Control Point (HACCP) as the model for implementation of strategies to maintain and enhance the profit potential in hospitality operation. Sanitation certification requirement.

2140: Uniform Systems of Accounts in Hotels and Restaurants

Cr. 1. (1-0). Prerequisite: HRMA 1340. Utilizing the concepts in the various uniform systems of financial reporting, students will complete a comprehensive practice set both manually and via computer applications.

2160: Hospitality Practicum I

Cr. 1.(1-0). Prerequisites: HRMA 1337 and sophomore standing. Employment in hospitality setting for a minimum of 300 clock hours in an instructor approved learning situation and participation in a number of career preparation activities.

2250: Managing in the Service Environment

Cr. 2. (2-0). Prerequisite: credit for or concurrent enrollment in HRMA 1220. Application of service concepts within the hospitality industry. Guest services, building customer loyalty, service quality, and advanced service methods.

2335: Facilities Management

Cr. 3. (3-0). Prerequisites: HRMA 1337. Introduction to building systems and facilities management for hospitality establishments.

2365: Tourism

Cr. 3. (3-0). Prerequisite: ENGL 1304. An overview of the history and implications of travel and tourism as an economic, political and cultural force, and the effect of tourism development on the quality of life of the host society.

2367: Lodging Management

Cr. 3. (2-3). Prerequisite: HRMA 1337. Theoretical applications of lodging operations management coupled with laboratory experience.

2368: Room and Housekeeping Management

Cr. 3. (3-0). Prerequisite: HRMA 2367. Operation of a rooms department of a typical full-service or selective service lodging facility. Management responsibilities together with operational techniques.

2382: Introduction to Club Management

Cr. 3. (3-0). Introduction to environments, opportunities, and strategies pertinent to managing the functions of a private club.

2422: Food Service Production and Operations (formerly HRMA 2321 and 3222)

Cr. 4. (3-4). Prerequisites: HRMA 1101, 1245, 1337 and credit for or concurrent enrollment in 1220. Food service systems, including menu management, purchasing, and production applied to an operating environment. Laboratory aspects and demonstration of basic food production techniques and principles.

3131: Sales and Sales Management

Cr. 1. (1-0). Prerequisite: HRMA 3352 or consent of instructor. Direct sales to retailers and on-premise accounts as a sales representative, learning management of product sales through a distributor, and general management of various sales staff.

3132: Standards of Alcoholic Beverages

Cr. 1. (1-0). Prerequisites: CHEM 1301 and 1302 or consent of instructor. Chemistry and biology of wines, beers, distilled spirits, and cordials. Standards of quality, processing, storage, service, and sensory standards as they relate to the four categories of alcoholic beverages and the various types of products within each category.

3133: Marketing Segmentation and Consumer Target

Cr. 1. (1-0). Prerequisite: HRMA 3361 or consent of instructor. Modern tools and techniques used to segment potential consumers according to demographic and attitudinal characteristics in purchasing behaviors. Use of advertising, promotion, and product assortment addressing segment-specific needs, desires, and preference. Application of marketing techniques specific to the sale of alcoholic beverages in hotels, restaurants, and retail operations.

3136: Bar and Beverage Management

Cr. 1. (1-0). Prerequisite: HRMA 3343 or consent of instructor. Marketing and control procedures for on-premise alcoholic beverage services; inventory management, pour costs, wine lists, liquor list optimization, and marketing techniques.

3137: Wine and Spirits Logistics

Cr. 1. (1-0). Prerequisites: HRMA 1337 and ECON 2301 or 2304 or 2305 or consent of instructor. Supply chain management from the distributor to the final retailer or restaurateur and problems with the disintegration of the supply chain.

3138: Alcoholic Beverage Laws and Regulations I

Cr. 1. (1-0). Prerequisite: HRMA 3358 or consent of instructor. Federal, state, county, and municipal tariffs, and laws that regulate the manufacturing, distribution, retailing, and service of alcoholic beverages, with special emphasis on licensing, compliance, and responsibility.

3144: Business Practices of Alcohol Beverage Sales

Cr. 1. (1-0). Prerequisite: credit for or concurrent enrollment in HRMA 4343 or consent of instructor. Pricing, discounts, and deals offered to hotel, restaurant, and retail vendors of liquor, beer and wine.

3145: Sensory Evaluation of Alcoholic Beverages

Cr. 1. (0-1). Prerequisites: legal drinking age and either HRMA 1337 or consent of instructor. Sensory standards for wines and spirits. Sensory anchoring with the use of standard reference aromas and its importance to accurate description.

3153: Hotel Marketing New York Style

Cr. 1. (1-0). Analysis of New York City hotels' physical plant, customer segments, pricing and unique characteristics, identification, evaluation of products and services from the national purveyors at the annual International Hotel/Motel trade show.

3154: Restaurant Marketing Chicago Style

Cr. 1. (1-0). Analysis of Chicago restaurants' physical plant, customer segments, pricing and unique characteristics, identification, evaluation of products and services from the national purveyors at the annual National Restaurant Association trade show.

3160: Hospitality Practicum II (formerly HRMA 4160)

Cr. 1. (1-0). Prerequisite: HRMA 2160. Employment in a hospitality setting for a minimum of 300 clock hours in an instructor approved learning situation and participation in a number of career preparation activities.

3197:3297:3397: Selected Topics in Hospitality

Cr. 1-3 per semester. May be repeated when topics vary.

3256: Hotel Gaming Operations in New Jersey I

Cr. 2. (1-3). Prerequisite: HRMA majors. Hotel and gaming operations on an experiential basis through multiple tours and interviews with department heads and managers. Written report required.

3257: Hotel Gaming Operations in Nevada I

Cr. 2. (1-3). Prerequisite: HRMA majors. Hotel and gaming operations on an experiential basis through multiple tours and interviews with department heads and managers. Written report required.

3321: Contract Food Service Management (formerly HRMA 3221)

Cr. 3. (3-0). Prerequisites: HRMA 1337 and 1345. The field of professional contract food management, including the accounting, legal, marketing, sales, production, and personnel functions.

3322: Kitchen Operations Management

Cr. 3. (2-3). Prerequisite: HRMA 2422. Food preparation techniques based on menu and recipe requirements, including ingredient quality and yield factors. Aesthetic plate and buffet presentations. Includes laboratory.

3327: Restaurant Layout and Design

Cr. 3. (3-0). Prerequisites: HRMA 2335, 2422 and 3322. Location and arrangement of equipment for efficient utilization of space and development of work flow patterns to meet operational requirements. Work optimization, human interactions, and styles of service and room configurations for front of the house.

3335: Standards of Wine, Spirits, and Beer

Cr. 3. (2-2). Prerequisites: CHEM 1301, 1302, legal drinking age, and either major in HRMA or consent of instructor. Production of wine, beers, distilled spirits, and cordials. Standards of quality, processing, storage, service, and service for the four categories of spirituous beverages and various types of products within those categories. Production of small quantities of major types of alcoholic beverages including wine fermentation, beer brewing, and distillation of spirits.

3336: Beverage Management

Cr. 3. (3-0). Prerequisite: HRMA 2422. Manager's role and responsibility in developing and operating a facility serving alcoholic beverages. Emphasis on product.

3341: Hospitality Managerial Accounting

Cr. 3. (3-0). Prerequisite: HRMA 2140. Hospitality managerial accounting, emphasizing planning and control functions including yield management, cash and operating budgets, standards, and decision making. Break-even analysis, ratio analysis, interpretation of financial statements, budgeting, cash forecasts, and hospitality case studies.

3343: Hospitality Cost Controls

Cr. 3. (3-0). Prerequisites: HRMA1340 and 2422. Principles and procedures for controlling food, beverage, and labor costs in the hotel, restaurant and hospitality industry.

3345: Wine Appreciation

Cr. 3. (2-2). Prerequisite: junior standing and legal drinking age. Wine producing regions of the world. Compiling of wine lists, serving, and recommending wine and food combinations.

3352: Human Resource Management

Cr. 3. (3-0). Prerequisite: HRMA 1337. Application of human resource management in hospitality environments; selection, placement, training, compensation, motivation, and performance appraisals of organizing members; labor relations and government regulations specific to the hospitality industry.

3357: Gaming and Casino Management

Cr. 3. (3-0). Prerequisite: HRMA 1337. Overview of gaming industry; lotteries, parimutuel wagering and casino operations. Subjects examined include: operation, marketing, accounting, controls, security, and social consequences.

3358: Hospitality Industry Law

Cr. 3. (3-0). Prerequisites: HRMA 1337 and junior standing. Laws applicable to ownership and operations of hotels, restaurants, and clubs. Contracts, the Uniform Commercial Code, torts, and liabilities.

3361: Hospitality Marketing

Cr. 3. (3-0). Prerequisite: 3 hours of approved social sciences. Principles and procedures for managing the hospitality marketing function.

3362: Management Training Work Experience I

Cr. 3. Prerequisites: sophomore standing and consent of instructor. Analysis of a hospitality establishment from a managerial perspective while student is employed at the establishment.

3364: Hotel Sales

Cr. 3. (3-0). Prerequisites: HRMA 2367 and 3361. Functions of a hotel sales department including group, transient and banquet sales, selected sales and customer service techniques, selling styles, and facility presentations.

3371: Etiquette and Protocol in Social Settings

Cr. 3. (3-0). Etiquette and protocol in business and social settings. Domestic and international common courtesies, greetings and introductions, communications, and dining etiquette.

3372: Convention and Meeting Management

Cr. 3. (3-0). Prerequisite: HRMA 2367. Convention and association management, emphasizing program planning, budgeting, marketing, public relations, food and beverage and hospitality planning, audio visual and transportation coordination, exhibit sales and management, contract and lease negotiations, and human resources.

3384: Gourmet Night Management I

Cr. 3. (3-0). Prerequisites: HRMA 1337 and consent of instructor. Enrollment limited to students serving as Director or Assistant Director for Gourmet Night. Food and beverage management, logistics management, marketing, operations management, service management, and wine management. Recruitment and training management of student volunteers.

3399: Senior Honors Thesis I

Cr. 3. Prerequisites: approval of Dean of the College and the HRM Office of Student Services.

4134: Wine and Spirits Category Management

Cr. 1. (1-0). Prerequisites: [HRMA 3131](#) and [3137](#) or consent of instructor. Hotel, restaurant, and retail data used within the category management process as an implementation of customer-focused marketing.

4138: Alcoholic Beverage Law and Regulation II

Cr. 1. (1-0). Prerequisites: [HRMA 3138](#) and [3358](#) or consent of instructor. Federal, state, county, and municipal laws and regulations controlling promotional activities, marketing and merchandising in the alcohol beverage industry.

4153: Sales Techniques for the Hospitality Industry

Cr. 1. (1-0). Analysis of successful strategies in sales marketing in the highly competitive and ever-changing market in the hospitality industry.

4197:4297:4397: Selected Topics in Hospitality Management

Cr. 1-3 per semester. Prerequisite: junior standing or consent of instructor. May be repeated for credit when topic varies.

4198:4298:4398: Special Problems in Hospitality Management

Cr. 1-3 per semester, or more by concurrent enrollment. Prerequisites: junior standing and/or consent by petition. Designed for undergraduate students who wish to pursue special studies for which a course is not organized.

4256: Hotel Gaming Operations in New Jersey II

Cr. 2. (1-3). Prerequisite: [HRMA 3256](#). Analyze, synthesize, and design projects using research methodologies in hotel and gaming operations. Written report required.

4257: Hotel Gaming Operations in Nevada II

Cr. 2. (1-3). Prerequisite: [HRMA 3257](#). Analyze, synthesize, and design projects using research methodologies in hotel and gaming operations. Written report required.

4322: Restaurant Management

Cr. 3. (3-0). Prerequisites: [HRMA 2250](#) and [3322](#). Manager's role in restaurant operations. Control systems as diagnostic indicators, the role of managerial leadership, staff selection and staff development, effective approaches to successful client relations, and approaches to maintaining the balance between food, service, and facilities quality.

4323: Advanced Food and Beverage Management

Cr. 3. (1-6). Prerequisites: [HRMA 3322](#), [3343](#), [3361](#) and senior standing or consent of instructor. Preparation of menus, recipes, purchase orders, food preparation, marketing, and evaluation procedures. Integration of all aspects of a restaurant operation. Includes laboratory.

4326: Catering Management

Cr. 3. (3-0). Prerequisite: [HRMA 3343](#) or consent of instructor. Catering operations and management, catering in the hospitality industry, and the various catering disciplines. Marketing, sales operations, technology, and innovations. The laboratory component encompasses all aspects of catering management.

4328: Restaurant Development

Cr. 3. (3-0). Prerequisites: [HRMA 3341](#), [3343](#), and [3361](#). Analysis and evaluation of food service operation development emphasizing marketing analysis, location, valuation, and financing.

4338: Hotel Development

Cr. 3. (3-0). Prerequisites: HRMA 3341 and 3361 or consent of instructor. Analysis and evaluation of hotel development. Emphasizing marketing analysis, location, valuation, and financing.

4340: Hotel Operations

Cr. 3. (3-0). Prerequisite: HRMA 3341. Hotel operating policies and procedures; relation of these policies to philosophies and objectives.

4343: Financial Administration for the Hospitality Industry

Cr. 3. (3-0). Prerequisites: HRMA 3341 and college approved statistics course. Principles of hospitality managerial finance including the mathematics of finance, working capital and capital asset management, cost of financing, property valuation, and financial feasibility studies.

4353: Leadership in the Hospitality Industry (formerly HRMA 2351)

Cr. 3. (3-0). Prerequisites: HRMA 1337 and 3352. Hospitality leadership philosophies. Coaching, teaching, facilitating, and motivating a workforce in various hospitality environments.

4355: Event Administration

Cr. 3. (3-0). Analysis of event management focusing on sports and entertainment, examining human resources, customer service, facility, ticket, concessions operations; legal issues; budgeting and financial administration; sales marketing; merchandising and promotions. Can be repeated when venue changes.

4361: Marketing Strategies in the Hospitality Industry

Cr. 3. (3-0). Prerequisites: junior standing and HRMA 3361. Strategic analysis and organizational decisions involved in creating and maintaining markets in the hospitality industry.

4362: Management Training Work Experience II

Cr. 3. (3-0). Prerequisites: HRMA 1337, sophomore standing and consent of instructor. Analysis of a hospitality establishment from a managerial perspective while student is employed at the establishment.

4367: Advanced Lodging Management

Cr. 3. (2-4). Prerequisites: HRMA 3343, 4340, senior standing and credit for or concurrent enrollment in HRMA 4338. Evaluation of operating standards essential to the profitability of a lodging and accommodation enterprise. Application of theory to operational decisions. Includes laboratory.

4376: Japanese Lodging Industry

Cr. 3. (3-0). Prerequisite: Consent of instructor. Japanese hotel brand companies and management strategies. This course takes place in Japan.

4377: Japanese Culture and Tourism

Cr. 3. (3-0). Prerequisite: Consent of instructor. History and culture of Japan and its impact on tourism. Tourist attractions, hotel management, restaurant management, school foodservice management, and convention management. This course takes place in Japan.

4384: Gourmet Night Management II

Cr. 3. (3-0). Prerequisites: HRMA 3384 and consent of instructor. Enrollment limited to students who are serving as Director or Assistant Director for Gourmet Night. Food and beverage management, logistics management, marketing, operations management, service management, and wine management. Recruitment and training management of student

volunteers for area student is directing. Develop training manuals, order equipment, market event, and oversee respective areas.

4388: Managing for Diversity in the Hospitality Industry

Cr. 3. (3-0). Prerequisite: HRMA 3352. Evolving issues of workplace diversity. The impact of cultural, legal, and economic forces on business. Management of an increasingly diverse workforce with respect to moral, legal, and employee relations considerations.

4399: Senior Honors Thesis II

Cr. 3. Prerequisites: HRMA 3399 and approval of Dean of the College and the HRM Office of Student Services.

UMES- HCC ARTICULATION			
	UMES - HRM	HCC- HCM	
Cr.	General Education:		Cr.
	Area - I (Arts & Hum) - 9 credits		
	Arts or Hum	Arts or Humanities Core Class	3
3	Arts or Hum.		
	Eng-203-Speech	SPCH 105 OR SPCH 110	3
	Area II (Soc. & Beha. Sci.) 6 credits		
	Econ 201 or 202	ECON 101- Principles of Economics	3
3	Behav. Sci.		
	Area III (Bio. & Phy. Sci) - 7-8 Credits		
	Science - Non lab	Science Core Class w/ Lab	4
3	Science - Lab		
	Area IV (Math) - 3hrs		
	Math102 Applications of College Math	MATH 121/ 122/ 124/ 131	3 OR 4
	Area V (Eng. Com.) - 9 credits		
	Eng - 101 Basic Comp - I	ENG 121- College Compstion 1	3
3	Eng - 102 Basic Comp II		
3	Eng - 305 Adv. Comp or Tech. Wr.		
	Area - VI (Emerg.Issues) - 7hrs		
	EDHE111 Personal Health Fitness	HEED 115 Personal and Com. Health"	3
3	GNST100 First Yr. Exp		
3	TMGT306 ECO& CUL TOURISM		
	Major Core Req. - 55 credits		
	FMGT101 Applied Foodservice Sanitation	HMGT 111- Food Service Sanitation & Saf	1
	FMGT 110 Rest & Table Serv.	HMGT 250- F & B Mgt. & Service	3
	FMGT 211 Food Prod. - I	HMGT 120- Food Prep 1	3
	FMGT212 Food Prod - II	HMGT 220- Food Prep 2	3
3	FMGT301 Food & Beverage Cost Accounting		
3	FMGT 350 Comm. Food Prod		
	FMGT371&372 Hosp. Purchasing & Lab	HMGT 225- Hosp. Purchasing & Cost Cont	3
3	HMGT101 Analysis of the Hosp. Industry		
3	HMGT220 Tech Mgt. In the Hodp. Ind	CMSY 110- Software Appl. For MICROS	3
3	HMGT300A Professional Development		
3	HMGT300B Professional Development		
	HMGT303 Hosp. Facilities Oper & Mainten	CMGT 145- Food Service Facility Planning	3
3	HMGT304 Hosp. Facitities Design Project		
	HMGT340 Hosp. Industry Accounting	ACCT 111- Principles of Accounting	3
	HMGT350 Marketing Hosp. & Leisure Serv	BMGT 130 Principles of Marketing	3
	HMGT 401 Law and the Hosp. Ind.	HMGT 210- Legal Issues in Hosp. Industry	3
	HMGT402 Hotel Mgt. & Operations	HMGT 242- Lodging Mgt & Operations	3
3	HMGT440 Financial Analysis for the Hosp. Ind		
3	HMGT490 Hosp. Researach I		
3	HMGT 491 Hosp. Research II		
3	HMGT 497 Professional Development		
3	HMGT 498 Professional Development		
	Supportive Requirements - 3		
	BUAD 132 Intro. To Bus	BMGT 100- Intro to Business	3
3	BUAD 304 Bus. Entrep or 300 Mgt. Course		
	Major Electives - 18 hrs		
	HRM Elective	HMGT 160 Intro to Travel and Tourism	2

	HMR Elective	HMGT 201 Hospitality Sales and Mktg	3
	HMR Elective HMGT 301 Management Sys in Hosp	CMGT 125- Special Events	3
	HMR Elective	HMGT 164- Intro to Meetings & Conf. Oper	3
	HMR Elective	HMGT 230- Current Topics in Hosp. Mgt.	3
	HMR Elective	HEED 211- Nutrition	3
	HRM Elective	HMGT 101 Intro to Hospitality	3
60			65-69
	TOTAL CREDITS REQUIRED FOR B.S.= 120		