

# HOSPITALITY MANAGEMENT (HOSP)

Subject-area course lists indicate courses currently active for offering at the University of Louisville. Not all courses are scheduled in any given academic term. For class offerings in a specific semester, refer to the Schedule of Classes ([https://csprd.louisville.edu/psp/ps\\_class/EMPLOYEE/PSFT\\_CS/c/COMMUNITY\\_ACCESS.CLASS\\_SEARCH./x/?state=62dab551a0d600a5e8237359c50704e59007&duo\\_code=sjUx20STj21bWV-Fu03ZiY8j0r1e1p0v](https://csprd.louisville.edu/psp/ps_class/EMPLOYEE/PSFT_CS/c/COMMUNITY_ACCESS.CLASS_SEARCH./x/?state=62dab551a0d600a5e8237359c50704e59007&duo_code=sjUx20STj21bWV-Fu03ZiY8j0r1e1p0v))

500-level courses generally are included in both the undergraduate- and graduate-level course listings; however, specific course/section offerings may vary between semesters. Students are responsible for ensuring that they enroll in courses that are applicable to their particular academic programs.

## Course Fees

Some courses may carry fees beyond the standard tuition costs to cover additional support or materials. Program-, subject- and course-specific fee information can be found on the Office of the Bursar website (<https://louisville.edu/bursar/tuitionfee/university-fees/>).

### HOSP 301. Introduction to Hospitality Management 3 Units

**Term Typically Offered:** Fall, Spring

**Fee:** An additional \$30.00 is charged for this course.

**Description:** This course provides an overview of hospitality management, including industry sectors (such as lodging, food and beverage, travel and tourism, and event management), concepts, practices, professional opportunities, and trends. Students will learn the critical skills and knowledge required for success in this dynamic field. We will focus on interrelationships between sectors, service excellence, technology, globalization, and hospitality operations.

For class offerings for a specific term, refer to the Schedule of Classes (<http://htmlaccess.louisville.edu/classSchedule/setupSearchClassSchedule.cfm>)

### HOSP 305. Event Management 3 Units

**Term Typically Offered:** Spring Only

**Prerequisite(s):** None Prerequisites or corequisites: None Corequisite: None The purpose of this course is to give you an overview of the events industry, and then to help you begin developing the project management skills necessary to plan and execute events in hospitality settings.

**Fee:** An additional \$30.00 is charged for this course.

**Description:** Note: None

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### HOSP 350. Hotel Operations

3 Units

**Term Typically Offered:** Fall Only

**Fee:** An additional \$30.00 is charged for this course.

**Description:** The Lodging Operations course is a 3-credit offering that is designed to present the hospitality student with an introduction to the various parts of the lodging operation. Students enrolled in this course will interface with an array of industry experts throughout the period of this course. The net result is that the student will be exposed to the components that make a lodging operation function. At the conclusion of the course, the student will have a comprehensive knowledge of the basic functions of the hotel, including front desk/guest services, reservations/revenue management, housekeeping, sales and marketing, human resources, accounting/controls, food and beverage, general administrative owners' and General Managers' business perspectives.

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### HOSP 360. Tourism Management

3 Units

**Term Typically Offered:** Spring Only

**Fee:** An additional \$30.00 is charged for this course.

**Description:** Students will discover the nature, benefits, and potential problems of tourism development and management. Students study the organizations and techniques involved in developing and promoting a destination. The course highlights the importance of teamwork between public and private organizations in tourism activities.

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### HOSP 397. Hospitality Management Internship

3 Units

**Grading Basis:** Pass/Fail

**Term Typically Offered:** Fall, Spring

**Prerequisite(s):** None Students are selected through a competitive process for assignments to work for a semester in approved business or public sector organizations.

**Description:** Students can apply a maximum of 3 credits.

For class offerings for a specific term, refer to the Schedule of Classes (<http://htmlaccess.louisville.edu/classSchedule/setupSearchClassSchedule.cfm>)

### HOSP 399. Hospitality Management Internship III

3 Units

**Grading Basis:** Pass/Fail

**Term Typically Offered:** Fall, Spring, Summer

**Prerequisite(s):** HOSP 301 - Introduction to Hospitality Management This is the course to take if you are doing a full time internship in hospitality management.

**Description:**

**Note:** Must be a declared Hospitality Management minor and have permission from the Ulmer Career Center.

**Course Attribute(s):** CBL - This course includes Community-Based Learning (CBL). Students will engage in a community experience or project with an external partner in order to enhance understanding and application of academic content.

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**HOSP 405. Revenue Management**

**3 Units**

**Term Typically Offered:** Fall Only

**Prerequisite(s):** MATH 111 (College Algebra) or an equivalent course.

**Fee:** An additional \$30.00 is charged for this course.

**Description:** This course is designed to provide the advanced student with first-hand knowledge of the strategies and tactics employed in hospitality revenue management. The fundamental principles and concepts of revenue management, which include capacity management, duration control, demand and revenue forecasting, discounting, overbooking practices, displacement analysis, rate management and sales mix analysis will be explained. Hospitality and tourism managers are responsible for making strategic and proactive decisions regarding how to maximize firm revenues in a cost efficient way that are dependent upon the sale of a relatively fixed product supply and varying consumer demand. Managers must dedicate critical attention to core product revenue maximization in the hospitality industry due to the time-sensitive or perishable nature of a service based product. Such financial assessment is captured within the firm's revenue management system, where the goal is to generate maximum revenue.

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