

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
Required Courses		
ADMN 401W	Introduction to Responsible Business Management	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 Analytics and 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 ¹	4
ECON 401	Principles of Economics (Macro)	4
ECON 402	Principles of Economics (Micro)	4
MATH 422	Mathematics for Business Applications	4
or MATH 424A	Calculus for Social Sciences	
PAUL 405	Freshman Academic Experience I	1
PAUL 406	Freshman Academic Experience II	1
PAUL 660	BiP-Social Intelligence Topics ²	2
PAUL 670	BiP-Analytical Intelligence Topics ²	2
PAUL 680	BiP-Competitive Intelligence Topics ²	2
PAUL 690	BiP-Professional Intelligence Topics ²	2

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

¹ 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.

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

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

Degree Plan

Sample Degree Plan

This sample degree plan serves as a general guide; students collaborate with their academic advisor to develop a personalized degree plan to meet their academic goals and program requirements.

First Year

Fall		Credits
ADMN 401W or ADMN 410	Introduction to Responsible Business Management 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
Discovery Course		

ADMN 403	Computing Essentials for Business	1
PAUL 405	Freshman Academic Experience I	1
Credits		14

Spring

ADMN 410 or ADMN 401	Management Information Systems or	4
ECON 402 or ECON 401	Principles of Economics (Micro) or Principles of Economics (Macro)	4
ENGL 401	First-Year Writing	4
Discovery Course		4
PAUL 406	Freshman Academic Experience II	1
Credits		17

Second Year**Fall**

ADMN 502	Financial Accounting	4
ADMN 510	Business Analytics and Statistics	4
Discovery Course		4
Discovery Course		4
Credits		16

Spring

ADMN 503	Managerial Accounting	4
ADMN 585 or ADMN 575	Marketing or Behavior in Organizations	4
Discovery Course		4
Discovery Course		4
PAUL 660 or PAUL 690	BiP-Social Intelligence Topics or BiP-Professional Intelligence Topics	2
Credits		18

Third Year**Fall**

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 Course		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2
Credits		18

Spring

ADMN 580 or ADMN 570	Quantitative Decision Making or Introduction to Financial Management	4
Hospitality Management elective		4
Course selected in consultation with advisor ¹		4
Course selected in consultation with advisor ¹		4
BiP Business in Practice (PAUL 660, 670, 680 or 690)		2
Credits		18

Fourth Year**Fall**

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 ¹	4
Course selected in consultation with advisor ¹	4
BiP Business in Practice (PAUL 660, 670, 680 or 690)	2

Credits**18****Spring**

HMG 775	Modern Operations and Innovations in Hospitality and Tourism	4
Hospitality Management elective		4
Course selected in consultation with advisor ¹		4
Course selected in consultation with advisor ¹		4

Credits**16****Total Credits****135**

¹ Students can explore a second option, second major, minor, or general electives.

Student Learning Outcomes

Program 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.