

# Management Technology, AAS Hospitality Management - Concentration

Academic Year 2026-2027

## Program Description:

The hospitality and tourism industry is a large, diverse field that provides challenging and exciting career opportunities for people from all walks of life. The possibilities for satisfying careers are almost limitless. The rewards and satisfactions provided by the industry far exceed those of many other fields of work. While the different segments of the hospitality and tourism industry have their own unique characteristics, they all share the same mission and heritage, serving the guest or customer. The segments of hospitality and tourism are traveling services, lodging, foodservice, and recreation services. They all possess a common future as one of the most dynamic employment and career fields available. Students will attain knowledge in foodservice disciplines, customer service, sanitation, purchasing and inventory control, business operations, marketing, retailing, accounting management, and communication skills.

## Career Outlook:

A comfortable room, good food, and a helpful staff can make time away from home an enjoyable experience for both vacationing families and business travelers. While most lodging managers work in traditional hotels and motels, some work in other lodging establishments, such as camps, inns, boarding houses, dude ranches, and recreational resorts. In full-service hotels, lodging managers help their guests have a pleasant stay by providing many of the comforts of home, including cable television, fitness equipment, voice mail, as well as specialized services such as health spas. Lodging managers often schedule available meeting rooms and electronic equipment for business travelers, including slide projectors and fax machines. Lodging managers are responsible for keeping their establishments efficient and profitable. In a small establishment with a limited staff, the manager may oversee all aspects of operations. However, large hotels may employ hundreds of workers, and the general manager is usually aided by a number of assistant managers assigned to the various departments of the operation. In hotels of every size, managerial duties vary significantly by job title.

## Employment Opportunities:

- Hotel management
- Resort management
- Tourism offices
- Travel services
- Recreation services

## Salary Forecast:

For the most current salary information, please refer to the Bureau of Labor Statistics "Occupational Outlook Handbook" found at [www.bls.gov/ooh/](http://www.bls.gov/ooh/).

## Program Outcomes:

- Calculate key hotel performance metrics (e.g. Average Daily Rate, Occupancy %)
- Classify hotels in terms of their ownership, affiliation and levels of service
- Explain effective methods for scheduling staff and controlling labor costs
- Analyze and resolve cases specific to the hospitality industry
- Identify and explain common hotel terms, procedures, standards and processes
- Create catering menus and events to include pricing and service
- Explain the various types of travel by modality and classification

## Contact Information:

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**Management Technology Major Code - CM10 • Hospitality Management Concentration Code – CM25**

**Name:** \_\_\_\_\_ **ID Number 942-** \_\_\_\_\_

**Educational Counselor:** \_\_\_\_\_

**Faculty Advisor:** \_\_\_\_\_

COURSE	REQUIREMENTS	SEM	HRS	GR	SUBSTITUTE/REPEAT CRS	SEM	CR
CA 200	Culinary Sanitation and Safety		3				
ENL 101	Written Communication <sup>7</sup>		3				
HM 101	Travel, Tourism & Hospitality		3				
IT 101	Fundamentals of Computers		3				
HM 145	Hotel Front Office Procedures		3				
			15				
AC 103	Introduction to Accounting		3				
MG 202	Introduction to Data Analytics		3				
HM 165	Fundamentals of Event Management <sup>1</sup>		3				
HM 222	Rooms Division Management <sup>2</sup>		3				
MAT 120	Applied Professional Math <sup>3</sup>		3				
			15				
CA 120	A la Cart Dining Rm Service I		3				
COM 112 or COM 125	Oral Communications or Interpersonal Communication		3				
MG 226	Business Law		3				
MK 130	Fundamentals of Marketing		3				
	Social Science Elective <sup>4</sup>		3				
			15				
CA 270	Managing Culinary Operations		2				
CA 275	Cost Control and Revenue Management		2				
HM 220	Managing Catering Operations		3				
HM 240	Intro to Vineyards & Breweries		2				
HM 299	Internship/Apprenticeship <sup>5</sup>		3				
MG 202	Business Organizational Management <sup>6</sup>		3				
			15				
<b>HOURS REQUIRED FOR GRADUATION: 60</b>							

<sup>1</sup>HM 165 has a prerequisite of HM 101.

<sup>2</sup>HM 222 has a prerequisite of HM 145.

<sup>3</sup>MAT 120 has a prerequisite of a minimum ACT Math score of 19, SAT Math score of 510, or Accuplacer 250.

<sup>4</sup>Choose from any EC, PSYC, or SOCI 100 level or higher course.

<sup>5</sup>HM 299 is by permission only.

<sup>6</sup>MG 202 has a prerequisite of MG 101 and HM 101.

<sup>7</sup>ENL 101 has a prerequisite of ACT 18, SAT 480, Accuplacer 250-300 or placed in ENL 101E. Students must earn a "C" or better in ENL 101 or ENL 101E to graduate.