HOSP 2370: Management Principles

Effective date: October 2019

Department: Hospitality Management

Description
This course provides students with specific management tools to use in decision-making in the hospitality industry. The key areas of time management, strategic planning, organizational design, productivity, and supervisory training are examined. Theoretical principles introduced in the first three terms are validated with practical applications and simulations using examples from students’ practical experience. This course is part of the full-time Hospitality Management Diploma Program.

Credits: 3.0
Year of study: 2nd Year Post-secondary

Prerequisites
None

Corequisites
None

Course Learning Outcomes
1. Compare forecast revenues with actual revenues for a hotel
2. Prepare hotel staff training objectives and evaluate outcomes
3. Prepare marketing plans for a hotel and evaluate outcomes
4. Develop reports based on a hotel's financial and operational progress
5. Develop strategies to enhance a hotel's performance
6. Create effective goals and objectives for a hotel's financial and operational success
7. Evaluate a hotel's performance regarding its major revenue and cost centres
8. Develop a capital plan for a hotel

**Prior Learning Assessment & Recognition (PLAR)**
None

**Hours**
Lecture: 15
Lab: 30

**Instructional Strategies**
Demonstrations, computer simulations, group work

**Grading System**
Letter Grade (A-F)

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<thead>
<tr>
<th>Passing grade</th>
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<td>D (50%)</td>
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**Evaluation Plan**

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<thead>
<tr>
<th>Type</th>
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<tbody>
<tr>
<td>Participation</td>
<td>10</td>
<td>Mid-term report</td>
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<tr>
<td>Quizzes/Tests</td>
<td>30</td>
<td>Final report</td>
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<tr>
<td>Assignments</td>
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<td></td>
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<tr>
<td>Assignments</td>
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Course topics

• Simulation software
• Gathering and analyzing data
• Inputting and adjusting reporting information
• Decision-making and problem-solving
• Business plans
• Marketing plans
• Financial reports
• Performance enhancement strategies

Learning resources
None

Note:
Course contents and descriptions, offerings and schedules are subject to change without notice.

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Generated at: 12:49 a.m. on Feb. 04, 2020