

# Minnesota

## Articulated College Credit Agreement

[www.CTEcreditMn.com](http://www.CTEcreditMn.com)

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### Articulated College Credit (ACC) Agreement

Through the College High School Partnership Articulated College Credit Program, college course outcomes as specified in this agreement are embedded in participating high school career and technical education (CTE) programs. Relevant knowledge, skills, and standards are taught by qualified CTE high school instructor(s) in one or more courses. Articulated college credit is awarded if the student meets the college equivalency standards and later enrolls in the college(s) listed below requiring the course in a specific program.

**Agreement Name** **Hospitality and Tourism Management**  
**Agreement Reviewed/Revised** **2024-25**

**These credits are valid for students in grades 10-12 for 4 years from the completion of this course.**

College	College Course	College Program	ACC
Normandale Community College	BUS 1157 - Introduction to Hospitality and Tourism Management	<ul style="list-style-type: none"> <li>• Business, Marketing &amp; Management (A.A.S. – 60 cr.)</li> </ul>	3 of 3 credits
	HSMA 1103 – Introduction to Hospitality and Tourism Management	<ul style="list-style-type: none"> <li>• Hospitality Management (A.A.S. – 60 cr.)</li> <li>• Food &amp; Beverage Mgt. (Cert. – 20 cr.)</li> <li>• Hotel Marketing &amp; Sales (Cert. – 20 cr.)</li> <li>• Hotel Operations (Cert. – 20 cr.)</li> <li>• Casino Operations &amp; Mgt. (20 cr.)</li> <li>• Tourism Operations &amp; Mgt. (Cert. – 20 cr.)</li> </ul>	4 of 4 credits

### Course Description

This introductory course provides a portal to the dynamic field of hospitality, travel, and tourism industry. It provides students with a comprehensive overview of hospitality and tourism management including hotels, restaurants, food service, marketing, service companies, as well as the functional areas of hotel operations.

### College Textbooks

Please go to college on line book stores for current textbooks. [www.normandale.edu](http://www.normandale.edu)

## Content Goals

100% of the content goals will be taught by qualified CTE high school instructor(s).

- Historical development of the hospitality and tourism industry.
- Creating an experience-based business.
- Managing vs. leading in the hospitality and tourism industry
- Sustainability in the hospitality and tourism industry
- Characteristics of the hospitality and tourism industry
- Challenges in managing and leading hospitality and tourism businesses
- Sectors of the tourism industry including transportation, attractions, food and beverage, accommodations, assembly and events, and the future of the hospitality and tourism industry.

## Course Learning Outcomes

Upon successful completion of the course, the student will be able to:

- Explain the size and scope of the hospitality and tourism industry.
- Describe the forces for growth and change in the hospitality and tourism industry.
- Explain the sectors of tourism and the importance of the interrelationship between businesses.
- Discuss the competencies needed to be an effective hospitality and tourism leader.
- Explain the challenges in managing hospitality and tourism businesses.
- Identify potential career paths in the hospitality and tourism industry.
- Develop an understanding of sustainability and the tourism industry.

## Assessments

- Individual teachers may determine appropriate assessment strategies to meet the outcomes of this agreement through exams, quizzes, project-based learning, case studies, or other methods.
- Students must achieve 80% in the course to receive Articulated College Credit
- Credit is available to students in grades 10-12
- If a student has taken this course in 9<sup>th</sup> grade they can test for college credit in grades 10, 11, or 12.
- Class participation, attendance, and tardiness should be assessed in the grading process consistent with industry standards and college partners.

## Recommended Industry-Recognized Certification And Comprehensive Assessments – College & High School

Certification/Assessment	Vendor	Other Information
Culinary Management (347)	Precision Exams	<a href="http://www.precisionexams.com">www.precisionexams.com</a>
Culinary Arts Level 1 – Cook (#4436)	NOCTI	<a href="http://www.nocti.org">www.nocti.org</a>