

College of Health and Human Services
 Hospitality Management Department
 Approval for Hotel and Lodging Management (HLMG) Minor
 (For Non-Hospitality Management Majors Only)

Student's Name: _____ Date: _____ ID#@ _____
 Address: _____
 Local Phone: _____ IUP Email: _____
 Student's Major: _____ GPA: _____ Anticipated Graduation: _____
 Student Signature _____

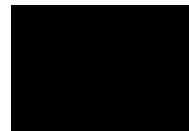
Major Advisor Name _____ Major Advisor University Office Address _____

I do () do not () approve the above student to apply for a Hotel and Lodging Management Minor. Reason for disapproval: _____

_____ Date _____ Chairperson, Department of HOSP, 15 Ackerman Hall

HOSP Minor Advisor: _____

	Term	Year	Grade	Verification by the HOSP Department Office
HOSP 260- Hotel Operations Management				
HOSP 325- Hotel Sales				
HOSP 372- Housekeeping and Facilities Management				
HOSP 400- Hotel Revenue Management				



: Once this application is approved, your academic record will show that you are seeking a minor in hotel and lodging management. After you complete all required coursework, it is responsibility to contact the Hospitality Management Department (10 Ackerman Hall) so the minor can be cleared and awarded at the time of your graduation.

INDIANA UNIVERISTY OF PENNSYLVANIA
DEPARTMENT OF HOSPITALITY MANAGEMENT
Minor in Hotel and Lodging Management (HLMG) – 18 credits

The Hotel and Lodging Minor prepares students with industry specific skills required of today's hotel professional. Students will learn how to lead front office operations, housekeeping and facilities management, industry standard pricing strategies, revenue management, the role of a hotel sales department, and how to lead with a focus on service management.

Upon the completion of this minor students will be able to:

1. Demonstrate an understanding of the role housekeeping and facilities management plays in the day-to-day operations of a hotel or resort property.
2. Analyze and apply various lodging revenue management strategies to ensure organizational profitability.
3. Develop and present a hotel sales program.