

SPORT MANAGEMENT - REVENUE MANAGEMENT

NAME:		SID #	DATE:
COLLEGE #1:		QPA:	SEM HRS:
COLLEGE #2:		QPA:	SEM HRS:
COLLEGE #3:		QPA:	SEM HRS:
LEARN & SERVE ()			TOTAL HRS:

GENERAL EDUCATION FOUNDATION COURSES		
UNIVERSITY CORE COURSES	COURSE	S.H.
NUB 102 NU BEGINNINGS [Not required for transfer students]		
WRT 100 WRITING & THINKING (WI)		
ENG 100 INTRO TO LITERATURE (WI)		
REL 101 OR REL 103		
REL 200 OR 300 LEVEL		
REL 200 OR 300 LEVEL		
PHI 105 INTRO TO PHILOSOPHY		
PHI 206 ETHICS		
PHI 300 LEVEL		
HIS 199 USA IN CONTEMP WORLD		

GENERAL EDUCATION DISTRIBUTION COURSES		
UNIVERSITY CORE COURSES	COURSE	S.H.
NATURAL SCIENCE		
ECO 100 INTRO TO ECONOMICS		
HUMANITIES		
CULTURAL DIVERSITY		
MATH 201		
CIS 232		
ANALYTICAL SKILLS		
FREE ELECTIVE		
FREE ELECTIVE		
FREE ELECTIVE		
FREE ELECTIVE		

ADMISSION REVIEW		
ACC	ACC W/C	REJ
LETTER #	TOTAL SEM HRS.	

MINOR REQUIREMENTS		
COURSE	COURSE	S.H.
1.		
2.		
3.		
4.		
5.		
6.		

MAJOR REQUIREMENTS		
DEPARTMENT COURE (21 HRS.)	COURSE	S.H.
1. HRT 100 INTRO (HOTEL/REST/REC/TOUR)		
2. HRT 140 MANAGEMENT & LEADERSHIP		
3. HRT 201 ACCOUNTING PRINCIPLES I		
4. HRT 202 ACCOUNTING PRINCIPLES II		
5. SPM 444 RECREATION & SPORTS LAW		
6. HRT 253 HUMAN RESOURCE MGMT		
7. HRT 496 SENIOR SEM (800 PRACTIUM)(WI)		

SPORT MANAGEMENT CORE (15 HRS.)		
1. SPM 275 SPORT MANAGEMENT		
2. SPM 360 SPORT COMMUNICATION & TECHNOLOGY		
3. SPM 380 SPORT POLICY & GOVERNANCE		
4. SPM 432 FINANCIAL ASPECTS OF SPORT		
5. SPM 495 ORGAN BEHAVIOR IN SPORT		

REVENUE MANAGEMENT CONCENTRATION (9 HRS.)		
1. SPM 455 SPORT MKTG PROMOTION		
2. SPM 460 SPORT SALES & LICENSING		
3. SPM 473 SPORT FACILITY MANAGEMENT		
*4-5. FOCUS #1 (6 HRS)		
4. MHR 241 FOOD SERVICE MANAGEMENT		
5. MHR 388 FOOD & BEVERAGE COST CONTROL		
*4-5. FOCUS #2 (6 HRS)		
4. SPM 462 STRATIGIC FUNDRAISING & REVENUE MANAGEMENT		
5. SPM 488 NEGOTIATION & DISPUTE RESOLUTION		

COLLEGE ELECTIVES (12 HRS)		
1.		
2.		
3.		
4.		

* STUDENT - CHOSE ONE (FOCUS #1 or FOCUS #2)

COLLEGE OF HOSPITALITY AND TOURISM MANAGEMENT

Niagara University STUDENT CURRICULUM CARD

Concentrations for Hotel & Restaurant Management Majors:

Hotel & Restaurant Planning and Control

MHR 351	Finance Capital Budgeting
MHR 388	Food & Beverage Cost Control
MHR 445	Advance Hotel Operations
MHR 420	Analytical Methods of Panning for Hotels & Restaurants
MHR 388 or HRM 321/331/341	

Foodservice Management

MHR 343	Menu Planning & Commercial Food Production
MHR 359	Foodservice Layout & Design
MHR 388	Food and Beverage Cost Control
MHR 398	Foodservice Purchasing

Restaurant Entrepreneurship

MHR 337	Restaurant Entrepreneurship: Concepts & Principles
MHR 361	Food & Culture
MHR 474	Restaurant Venture Planning
MHR 484	Restaurant Entrepreneur Project

Concentrations for Tourism & Recreation Management Majors:

Special Event & Conference Management

HRT 290	Tour Industry Management
TRM 370	Attractions & Event Management
TRM 390	Meetings & Convention Services
TRM 473	Facilities Management

Tourism Destination Management

TRM 340	Special Interest Tourism Marketing
TRM 399	Planning & Development of Tourism Ventures
TRM 485	Internet Marketing of Tourism Services
TRM 473	International Destination & Convention Marketing

Concentrations for Sport Management Majors:

Sport Operations

SPM 360	Sport Communications & Technology
SPM 395	Recreation & Sport Programming
SPM 455	Sport Marketing & Promotion
SPM 473	Sport Facility Management

Elective Courses

If you desire a second concentration, you must fill all four HRT electives with the four courses specified in one of the remaining concentrations offered in the college of Hospitality and Tourism Management in any of the majors within the College of Hospitality and Tourism Management.

In general an HRT elective is any concentration course outside your concentration, courses completed as part of a study abroad program, and the following courses:

HRT 330	Cultural Geography	HRT 355	Resort, Club & Casino Management
HRT 401 & 402	Honors Thesis I and II	HRT 419	Seminar on NYS Tourism
MHR 441	Special Topics in HRM	TRM 441	Special Topics in TRM
HRT 451 & 452	Disney Internship	TRM 370	Attractions & Events Management
HRT 499	Independent Research	SPM 335	Issues in Sports
HRT 493	Hospitality Co-Op	SPM 441	Special Topics in Sports