

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  
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 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 UNIVERSITY 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.