### CSM 447 and CSM 458.

**NOTE:** required for MKT C&BA Sales Specialization:

- RHM 465 & RHM 105, pass all end of course certification exams
- Must complete RHM 285, RHM 356, RHM 377, RHM 478,
- Must be a Junior/Senior and have a minimum GPA of 2.25
- or two semesters of Hotel/Lodging Concentration
- **C** Mkt 300, Mkt 337, Mkt 338, Mkt 437. Go to [www.cba.ua.edu/sales](http://www.cba.ua.edu/sales) for more information (Math 100 required for Mkt 300. Mkt 300 is preq for other courses)

**NOTE:**
- CSM 101 or CS 102 is a prerequisite for CSM 441, CSM 445, CSM 447 and CSM 458.

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### RHM PROGRAM REQUIREMENTS

#### RHM Core Courses (35 credits required)

1. **RHM 185 Intro to Meetings & Event Industry**
2. **RHM 241 Mgt of Food & Beverage Operations**
3. **RHM 285 Food Safety & Risk Mgt**
4. **RHM 297 Basic Accounting in the Hospitality Industry**
5. **RHM 303 Managing Quality in the Hospitality Industry**
6. **RHM 321 Tourism & the Hospitality Industry**
7. **RHM 411 Hospitality Law**
8. **RHM 420 Hospitality Management**
9. **RHM 450 Issues in Hotel & Lodging Management**
10. **RHM 478 Managing Service in Food and Beverage Operations**
11. **RHM 479 Hotel Sales & Event Services**
12. **RHM 480 Adv Meetings & Convention Mgt**
13. **RHM 496 Event Leadership, Program, & Problem Solving**

#### Electives to meet 120 credit hours (total)

- CS 400 Personal Financial Planning
- CSM 204 Hotel, Restaurant & Convention Mgt Seminar

#### RHM Concentration (15-19 credits required)

Student must select an RHM Concentration by first semester sophomore year.

- **Restaurant/ Food and Beverage Concentration** (18-19 cr)
  1. **RHM 285 Food Safety & Risk Mgt**
  2. **RHM 375 Managing Catering Operations**
  3. **RHM 376 Event Leadership, Programming & Problem Solving**
  4. **RHM 420 Hospitality Marketing (W)**
  5. **RHM 450 Issues in Hotel & Lodging Management**
  6. **RHM 479 Hotel Sales & Event Services**

- **Hotel/ Lodging Concentration** (15-16 cr)
  1. **RHM 325 Lodging Operations & Management**
  2. **RHM 375 Managing Catering Operations**
  3. **RHM 376 Event Leadership, Programming & Problem Solving**
  4. **RHM 420 Hospitality Marketing (W)**
  5. **RHM 450 Issues in Hotel & Lodging Management**
  6. **RHM 479 Hotel Sales & Event Services**

- **Meetings/ Event Concentration** (19 cr)
  1. **RHM 385 Intro to Meetings & Event Industry**
  2. **RHM 375 Managing Catering Operations**
  3. **RHM 380 Intro to Trade Show Management**
  4. **RHM 385 Event Leadership, Programming & Problem Solving**
  5. **RHM 479 Hotel Sales & Event Services**
  6. **RHM 480 ADV Meetings & Convention Mgt**

- **General Concentration** (18-19 cr)
  1. **RHM 185 Intro to Meetings & Event Industry**
  2. **RHM 285 Food Safety & Risk Mgt**
  3. **RHM 325 Lodging Operations & Mgt**
  4. **RHM 375 Managing Catering Operations**
  5. **RHM 479 Hotel Sales & Event Services**

Revised: 9/2015

***Must be taken in this order: Math 100/110/112→EC110→RHM274 or AC210→RHM***
RHM Electives:

- RHM 290 Food and Beverage Trends  Summer Interim Only
- RHM 300 Event Planning for Wedding Coordinators  Sp, Summer Interim
- RHM 313 Contemporary Club Management  F
- RHM 322 Cruise Tourism  F
- RHM 325 Lodging Operations and Management  FSp
  or RHM 332 Front Office Procedures  F online
- RHM 345 Operations Mgt in the Gaming Industry  Sp
- RHM 355 Hospitality Industry Training  Sp online
- RHM 387 Hotel/Motel Security Management  F
- RHM 446 Hospitality Purchasing  Sp
- RHM 448 Bar & Beverage Management  Sp
- RHM 465 Food and Beverage Controls  Sp
- RHM 478 Managing Service in Food and Bev Op.  F
- RHM 481 Special Events, Fairs, and Festivals  Summer Interim Only
- RHM 482 Special Topics in Meetings and Event Management  FSp
- HES 460 Sports Management  FSp
- CSM 415 Customer Service  FSp
- CSM 425 Consumer Conflict Resolution  FSp
- CSM 437 Developing the Leader Within  FSp
- CSM 441 Consumer Communications  FSp
- CSM 458 Using Spreadsheets for Financial Decision Making  FSp
- CSM 486 Consumer Management of Human Capital  FSp