



**HM 230 – Lodging Management**  
**4 Credits**  
**College Now/CTE**  
**Student Outcome Checklist**  
[cocc.edu/departments/college-now](http://cocc.edu/departments/college-now)

**Student's Name** \_\_\_\_\_

**Student's Signature** \_\_\_\_\_ **Completion Date** \_\_\_\_\_

**High School Teacher's Signature** \_\_\_\_\_

**Recommended Grade** \_\_\_\_\_ **High School** \_\_\_\_\_

**COCC Review Instructor's Signature** \_\_\_\_\_

**Textbook:**

Foundations of Lodging Management (2nd Edition); ISBN-13: 978-0132560894

**Course Description:**

Covers principles of managing lodging operations. Explores current operational practices of lodging operations throughout the world. Discusses management functions related to front office, housekeeping, marketing, reservations, maintaining customer accounts, laws affecting lodging operations and typical service problems. Students will go on field trips to learn about different kinds of lodging operations throughout the state.

**GRADING:** A, B, C, D, F. See [College Now Grading Policy](#).

**GRADING SCALE:**

A	93-100
A-	90-92
B+	87-89
B	83-86
B-	80-82
C+	77-79
C	70-76
D	65-69
F	0-64

**INSTRUCTIONS:** The high school teacher must evaluate the student using the following outcomes. The high school teacher will sign and date each outcome as the student completes it.

**REQUIRED DOCUMENTATION:** The high school teacher will send the completed student outcome checklist (pages 1 and 2 of this document) and the signed final grade roster to: College Now Office, Central Oregon Community College, 2600 NW College Way, Bend, OR 97703.

**Course Outcome Checklist and Assessment Process:**

Objective	Teacher's initials	Date
1. Identify the internal and external components of managing lodging operations		
2. Explain the theory of yield management as it relates to lodging operations		
3. Determine guest room availability and how to deal with overbooking situations		
4. Summarize the functional areas of lodging properties		
5. Identify careers in the lodging industry		

**Grading:**

**Student's Scores:**

45% Tests

\_\_\_\_\_

15% Class Activities

\_\_\_\_\_

20% Assignments (instructor will assign during the class)

\_\_\_\_\_

20% Final Paper and Presentation

\_\_\_\_\_

**RECOMMENDED FINAL GRADE**

<u>Raw Score</u>	<u>Final Grade</u>
92%+	A
90% - 91%	A-
88% - 89%	B+
82% - 87%	B
80% - 81%	B-
78% - 79%	C+
70% - 77%	C
60% - 69%	D
Below 60%	F

**Recommended Grade:** \_\_\_\_\_  
*(Enter here and on page 1)*

**Teacher's Signature:**

**Date:**

\_\_\_\_\_

\_\_\_\_\_