

HOSPITALITY SALES AND MARKETING, CERTIFICATE

The **Hospitality Sales and Marketing certificate** develops the skills needed to be successful in hospitality sales and marketing. This certificate also offers the opportunity to sell guest rooms for the Inn at Water's Edge, our on-campus boutique hotel, while completing an internship. This certificate requires 20 credits in the courses listed below.

For more information about Hospitality Management, please visit the program page (<http://www.cod.edu/hospitality/>).

Certificate Requirements

Field of Study Code: HOSP.CER.SALE

Code	Title	Credits
HOSP 1100	Introduction to the Hospitality Industry	3
HOSP 1111	Front Office Operations	3
HOSP 2203	Professional Catering & Banquet Management	3
HOSP 2253	Meeting and Event Management I	3
HOSP 2260	Hospitality Sales Management	3
HOSP 2280	Hospitality Marketing Management	3
HOSP 2862	Internship (Career & Technical Ed)	2
Total Credits		20

This page lists programs related to one another.

- Wedding Planning Management, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/wedding-planning-management-certificate/>)
- Wine Appreciation and Knowledge, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/wine-appreciation-knowledge-certificate/>)
- Hospitality Foundations, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/hospitality-foundations-certificate/>)
- Hospitality Management Operations, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/hospitality-management-operations-certificate/>)
- Hospitality Management, AAS (<https://catalog.cod.edu/programs-study/hospitality-management/hospitality-management-aas/>)
- Meeting and Event Planning, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/meeting-and-event-planning-certificate/>)
- Meeting and Events Planning, AAS (<https://catalog.cod.edu/programs-study/hospitality-management/meeting-events-planning-aas/>)
- Resort Management, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/resort-management-certificate/>)
- Restaurant Management, AAS (<https://catalog.cod.edu/programs-study/hospitality-management/restaurant-management-aas/>)
- Restaurant Management, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/restaurant-management-certificate/>)
- Travel and Tourism Professional, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/travel-tourism-professional-certificate/>)
- Travel and Tourism Foundations, Certificate (<https://catalog.cod.edu/programs-study/hospitality-management/travel-tourism-foundations-certificate/>)
- Travel and Tourism, AAS (<https://catalog.cod.edu/programs-study/hospitality-management/travel-tourism-aas/>)