

# HOSPITALITY SALES AND MARKETING, CERTIFICATE

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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
<b>Total Credits</b>		<b>20</b>