Instructor of Record: Robert (Bob) Frash, Ph.D.
Email: frashr@cofc.edu  Replies typically attempted within 24-48 hours
Phone: 843.953.0827
Office: JC LONG 306
Office Hours: T-R 3:00-5:00 PM (Other times are available; it is best to make an appointment, regardless.)

Schedule of Activities: Refer to the Course Calendar
Class Location: Sec. 01, 02 in BCTR 220

Class Meeting Days/Time: [Sec. 02 T-R, 12:15-1:30PM]  [Sec. 01 T-R, 1:40 – 2:55 PM]

Course Prerequisites: Senior status; ACCT 203, ACCT 204, DSCI 232, ECON 200, ECON 201, MGMT 301, MKTG 302, FINC 303, HTMT 210, HTMT 352; HTMT 444 may be taken concurrently; BLAW 205 and DSCI 320 are both recommended.

Required Texts & Materials:
- Instructor provided readings on OAKS
- Expandable folder (will be used to keep all business plan documents in [Est. $4.00])
- Printed business plans (Four plans per team [Est. $20.00 per team member])
- Printed color poster for final presentation (One poster per team [Est. $35.00-$55.00])
- Laptop computer with wireless web accessibility (at least two per team)

Business Plan Presentation Day:
This course is the HTMT capstone. As such, it requires, at times, extraordinary measures and effort. One particular event, as an example of this is the Business Plan Presentation Event, on Thursday, November 19th, 2015. The event runs from 2:00-6:00 PM. This is outside of the normal class period. If you have conflict with another class, you are required to inform the instructor ASAP so that some accommodation can be made. The Business Plan Presentation Event is not strictly required but it is an integral aspect of the class, which the student should not miss if possible.

Course Description:
This course is the capstone course for the HTMT major program. The course involves the integration and application of interdisciplinary management concepts, theories, and practices instrumental to management success within the hospitality and tourism industry.

Course Components / Point Allocation:

<table>
<thead>
<tr>
<th>Course Component</th>
<th>Assignment Type</th>
<th>Points Available</th>
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</thead>
<tbody>
<tr>
<td>Homework (4 @ 20)</td>
<td>Individual &amp; Team ass.</td>
<td>80</td>
</tr>
<tr>
<td>Reading Quizzes (6 @ 20 pts ea) – Lowest Grade Dropped</td>
<td>Individual ass.</td>
<td>100</td>
</tr>
<tr>
<td>Business Plan Project:</td>
<td></td>
<td></td>
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<tr>
<td>Business Plan Drafts (5 @ 25 pts ea)</td>
<td>Team ass.</td>
<td>125</td>
</tr>
<tr>
<td>Final Business Plan Document</td>
<td>Team ass.</td>
<td>450</td>
</tr>
<tr>
<td>Final Business Plan Poster Presentation</td>
<td>Team ass.</td>
<td>200</td>
</tr>
<tr>
<td>Information Interview</td>
<td>Individual ass.</td>
<td>45</td>
</tr>
<tr>
<td>Total Points</td>
<td></td>
<td>1,000</td>
</tr>
</tbody>
</table>

GCRA – Taste of Charleston (September 27, 2015)  Extra Credit
Indigo Road – No Kid Hungry Charity Event (October 11, 2015)  Extra Credit  Up to 25

Course components and the points assigned them may be changed, added or dropped, at instructor’s discretion, should it be warranted. Students will be notified through OAKS, should changes occur.

Grading Scheme:
B+ = 87-89.9 %  A = 93-100%
C+ = 77-79.9 %  B = 83-86.9%
D+ = 67-69.9%  C = 73-76.9%
F = < 60.9%  D- = 61-62.9
A- = 90-92.9%  B- = 80-82.9%
C- = 70-72.9%
Learning Objectives
The student will develop a hospitality and/or tourism (HTMT 210, HTMT 444) business plan, utilizing socio-technical hospitality systems (HTMT 352, HTMT 444), integrating the following written and verbal application of competencies:

- Presentation of accounting information essential to make HTMT business decisions, demonstrating control procedures and logical business decision making within a national or international organization (ACCT 203, 204)
- Implementing marketing strategies for consumer behavior, product and services mixes, branding and/or packaging, channels of distribution, pricing, advertising and promotions, and salesmanship (HTMT 352, MKTG 302)
- Employ statistical analyses to determine market and business prospective utilizing relevant technological solutions (DSCI 232)
- Development of capital budgets and financial plans (FINC 303)
- Determination and utilization economic trends including social goals, employment and economic growth/decline, and product and services pricing (ECON 200, 201)
- Facilitating dynamic individual and group behaviors in an organizational process (MGMT 301)

Disabilities Statement
If there is a student in this class who has a documented disability and has been approved to receive accommodations through SNAP Services, please feel free to come and discuss this with me during my office hours.

Attendance:
Attendance is important! Due to the team nature of much of the course activities, the student is required to be in class to participate with her or his team members. Research indicates that class discussion fosters enhanced learning for all class members and builds a more robust cognitive schema (Gagne, 1985; & Hamblin, 1974). Therefore:

- Anyone missing more than 2 class periods may be deemed ineligible for a grade of “A.”
- Anyone missing more than 3 class periods may be deemed ineligible for a grade of “B” or better.’’
- Anyone missing more than 4 class periods may be deemed ineligible for a grade of “C” or better. ’’
- Anyone missing more than 5 class periods may be deemed ineligible for a grade of “D” or better.’’

Attendance is only excused for medical or other serious and legitimate reasons. Student must submit documentation for any absence considered for excuse.

Factors in Grading:
- Class participation, attitude, teamwork and demeanor will be noted by the instructor and used to swing grades up or down
- All course work (unless otherwise noted by the instructor) must be:
  - Word processed in MS Word and
  - Double spaced with topic headers (NOTE: The final business plan's line spacing is discretionary.)
  - Grammatically correct (NOTE: Grammatical errors will warrant grade reductions.)
  - Consistent with the Publication Manual of the American Psychological Association (APA) 6th ed format for bibliographic entries (All in-text referencing should utilize MS Word Footnotes).
- All course work must be submitted on-time. Coursework submitted late will warrant a reduction in grade at the discretion of instructor relative to the degree and nature of the tardiness (In the case of an email submission, the time and date of reception will act as the official submission instance).
- Professional demeanor is mandated at all times in class and out of class regarding all course related activities.

Homework Assignments
There are four homework assignments that relate to and support the class business planning process. The assignment due dates are noted in the Course Calendar. Each homework assignments’ instruction guideline is listed in OAKS.

Reading Quizzes
There are six quizzes, which are related to and assess student comprehension of the course readings. They are short (take about 5 minutes in class) and designed to motivate the student to be prepared for class and to introduce the key learning objectives for the day’s topic.

Information Interview
The information interview assignment will have you schedule an appointment with a hospitality/tourism executive in the Greater Charleston Area, for the purpose of gaining current, regional, and/or specialized career information from an “insider” point of view. You will write structured interview questions, set-up and complete the interview, write a summary report of your learning outcomes, and send a thank-you card to the interviewee.
BUSINESS PLAN PROJECT

Section Drafts
The final business plan will include 8 sections. To foster enhanced project quality, five of those eight sections are submitted as drafts for instructor feedback. They are:

1. Cover Page (Must be in final business plan but NO draft submitted)
2. Executive Summary (DRAFT SUBMITTED)
3. Table of Contents (Must be in final business plan but NO draft submitted)
4. Operations Plan / Products & Services (DRAFT SUBMITTED)
5. Management / Staffing (Must be in final business plan but NO draft submitted)
6. Industry/Local-Market Analysis (DRAFT SUBMITTED)
7. Marketing Plan (DRAFT SUBMITTED)
8. Financials (DRAFT SUBMITTED)

Due dates are noted in the Course Calendar.

NOTE: A feedback meeting with the instructor is required for each draft submission. All team members are encouraged to come but as few as one team member may represent the team at these meetings. If time allows, the meetings can be held in class.

Final Plan Document
See grading rubric on OAKS. The due date is noted on the Course Calendar.

Poster Presentation
About a week after the formal HTM Business Plan documents are submitted, students will present their concepts at a Poster Session. HTM industry professionals will each be sent a copy of the business plan to review and then invited to judge the poster presentations. Each team will present to four different judges. Each session will last 20 minutes. Time allotments will be strictly adhered to. The presentation date is noted on the Course Calendar.

Team Process
HTM organizations have asked the academy to prepare students for the increased team emphasis found in today's workplace. Team-based learning has been shown to promote enhanced academic achievement. The class will be divided into teams of typically four students each.

All assignments submitted for the team must have the team's name and the participating team members' names. Only team members that attend class and/or team meetings and participate in team activities and should be listed on the assignment submissions. Team members will earn the pooled team grade for all team-based assignments (i.e. barring potential peer evaluation penalties).

To eliminate social loafing, free riding or any other individual withholding of effort, students are to exercise the following:
1. Complete a “Team Contract” (see OAKS). The Team Contract should set each team member’s expectations and facilitate communication.
2. All students must submit a peer evaluation at the end of the semester (Form is found on OAKS). The process requires each student to rate the percentage of individual input associated with each team member’s assignment contribution. Should the evaluations suggest a team member is not contributing his or her fair share of the work; their grade can be reduced accordingly at the discretion of the instructor.
3. A team member may also be terminated (aka fired) from the team by his or her teammates (Form is found on OAKS). Should the other teammates provide a preponderance of evidence indicating that the student in question did not offer a significant contribution to the team effort, the student in question can be fired from the team through instructor arbitration. In such a case, the “fired student” would have to submit an independent assignment on her or his own to receive a grade. However, the “fired student’s” subsequent independent assignment grade will be penalized by 10%.

If there a problem with your team’s process or any individual member of your team, REPORT THE PROBLEM TO YOUR INSTRUCTOR AS SOON AS POSSIBLE.

Instructor's Note
I consider teaching, working, and learning with scholars such as you, an honor and a privilege. Notwithstanding our various levels of experience, each of us brings a valid contribution to the class. Though I hope to be a worthy resource for each of you, I view my principle function as a facilitator of your diverse contributions.
The class will utilize OAKS, which is an integrated web-based learning management system (LMS) that is integrated with College of Charleston’s BANNER infrastructure. OAKS is actually a CofC name given to an LMS designed by “Desire-2-Learn.” Every student officially registered for this class is added to OAKS automatically. You should log on to OAKS through your MyCharleston portal.

OAKS includes the courses:
- Syllabus
- Calendar
  The course calendar will be changed periodically throughout the semester to accommodate class dynamics.
  Students are responsible for checking OAKS for updates.
- Assignment guidelines
- Grades
- Class PowerPoint presentations
- And, all other course related materials that can be formatted digitally

SB Learning Goals
- Intellectual Innovation and Creativity: Students examine changing environmental trends (economic, social, technological, and regulatory), unsolved problems, and marketplace gaps to ideate a marketable entrepreneurial and/or entrepreneurial business ventures.
- Communication Skills: Students will write professional documents that are technically correct and concise and make effective presentations utilizing technological tools and ability utilizing relevant discipline specific knowledge.
- Quantitative Fluency: Students will demonstrate critical thinking skills in identifying and evaluating problems and opportunities in the business environment and apply analytical techniques to formulate creative solutions utilizing relevant discipline specific knowledge.
- Global and Civic Responsibility: Students will recognize and examine the global implications of business decisions while evaluating and integrating innovative applications of these implications utilizing relevant discipline specific knowledge. Students will also recognize and be able to appraise ethical dilemmas involved in civic decisions and competently engage in discourse aimed at resolution of these dilemmas utilizing relevant discipline specific knowledge.
- Synthesis: Students will synthesize a compliment of hospitality/tourism business skills (e.g. economics, accounting, finance, service management, marketing, and statistics) to produce a marketable business plan as judged by current industry executives.

Center for Student Learning
I encourage you to utilize the Center for Student Learning’s (CSL) academic support services for assistance in study strategies and course content. They offer tutoring, supplemental instruction, study skills appointments, and workshops. Students of all abilities have become more successful using these programs throughout their academic career and the services are available to you at no additional cost. For more information regarding these services please visit the CSL website at http://csl.cofc.edu or call (843)953-5635.

Writing Lab
ALL teams must attend the Writing Lab at least once during the latter half of the semester. Be sure to request “business writing” evaluation and support. Trained writing consultants will help you; they offer one-to-one consultations that address everything from brainstorming and developing ideas to crafting strong sentences and documenting sources. For more information, please call 843.953.5635 or visit http://csl.cofc.edu/labs/writing-lab/.
Honor Code and Academic Integrity
Lying, cheating, attempted cheating, and plagiarism are violations of our Honor Code that, when identified, are investigated. Each instance is examined to determine the degree of deception involved.

Incidents where the professor believes the student’s actions are clearly related more to ignorance, miscommunication, or uncertainty, can be addressed by consultation with the student. We will craft a written resolution designed to help prevent the student from repeating the error in the future. The resolution, submitted by form and signed by both the professor and the student, is forwarded to the Dean of Students and remains on file.

Cases of suspected academic dishonesty will be reported directly to the Dean of Students. A student found responsible for academic dishonesty will receive a XF in the course, indicating failure of the course due to academic dishonesty. This grade will appear on the student’s transcript for two years after which the student may petition for the X to be expunged. The student may also be placed on disciplinary probation, suspended (temporary removal) or expelled (permanent removal) from the College by the Honor Board.

It is important for students to remember that unauthorized collaboration—working together without permission—is a form of cheating. Unless a professor specifies that students can work together on an assignment and/or test, no collaboration is permitted. Other forms of cheating include possessing or using an unauthorized study aid (such as a PDA), copying from another’s exam, fabricating data, and giving unauthorized assistance.

Remember, research conducted and/or papers written for other classes cannot be used in whole or in part for any assignment in this class without obtaining prior permission from the professor.

Students can find a complete version of the Honor Code and all related processes in the Student Handbook at http://www.cofc.edu/studentaffairs/general_info/studenthandbook.html.

Disabilities Statement
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References


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<tr>
<th>Week</th>
<th>Date</th>
<th>Topic</th>
<th>Readings / Quizzes / Assignments Due</th>
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</thead>
</table>
| 1 | Aug 25 | Course Introduction / Project Overview  
Entrepreneurship Opportunities: e.g. Wild Dunes, Children's Museum | |
| | Aug 27 | Developing and Screening Business Concept Ideas  
Team Formation / Seating Assignment |  |
| 2 | Sep 1 | Why Plan?  
Oyster Posters / Team Contract / Seating Assignment | Reading 2 in OAKS  
Team Contract Due |
| | Sep 3 | Business opportunities discussions / U.S. and S.C. Tourism Statistics  
Information Interview Assignment Overview | Homework 1 (Business Opportunities Analysis)  
Team Contract Due |
| 3 | Sep 8 | First Screen In-class Exercise  
Concept Statements / Elevator Pitches | Homework 2 (First Screen Exercise)  
Elevator Pitch Draft |
| | Sep 10 | Feasibility Analysis  
First Elevator Pitch – In-Class Exercise | Reading 3 in OAKS  
Elevator Pitch Draft |
| 4 | Sep 15 | Introduction to Pro-Forma Financials and Sales Forecast and Break Even Analysis  
*Bring wireless enabled laptop with MS Excel to class* | Reading 4a, 4b in OAKS  
Homework 3 (Sources and Uses of Funds draft)  
Information Interviewee Choice |
| | Sep 17 | Elevator Pitch Session with Industry Feedback  
| 5 | Sep 22 | Executive Summary & Company Description  
Executive Summary In-class Exercise | Homework 4 (ES Exercise)  
Reading 5a, 5b in OAKS |
| | Sep 24 | Secondary Research Workshop – Christa Poparad, Head of Reference |  |
| 6 | Sep 29 | Chapters 5 & 6 – Industry & Market Analysis | Reading 6a, 6b in OAKS  
Executive Summary-Company Description Section Draft |
| | Oct 1 | Operations Plan / Legal Forms of Business Ownership Management, Staffing and Labor Analysis | Reading 7a, 7b, 7c in OAKS |
| 7 | Oct 6 | Social Media for HTMT Business Startups – Dr. Bing Pan (confirmed) | Industry-Local Market Analysis Section Draft |
| | Oct 8 | Website Design for HTMT Business Startups – Dr. Bing Pan (confirmed) |  |
| 8 | Oct 13 | Marketing Plan | Readings 8a, 8b, 8c in OAKS |
| | Oct 15 | Young Guns Panel |  |
| 9 | Oct 20 | FALL BREAK – NO CLASS |  |
| | Oct 22 | Financials *Capitalization strategies*  
*Bring wireless enabled laptop with MS Excel to class* | Operations Plan Section Draft  
(Optional: Management/Staffing Plan Section Draft) |
| 10 | Oct 27 | Financials  
*Bring wireless enabled laptop with MS Excel to class* |  |
| | Oct 29 | Financials  
*Bring wireless enabled laptop with MS Excel to class* | Marketing Strategy Section Draft |
| 11 | Nov 3 | Financials  
*Bring wireless enabled laptop with MS Excel to class* | Financials Section Draft |
| | Nov 5 | Final Review Meetings with Instructor in BCTR 302 |  |
| | Nov 10 | Final Review Meetings with Instructor in BCTR 302 |  |
| | Nov 12 | Chapter 11 – Presenting the Plan (Poster Style) | ***Final Business Plan Document Due*** |
| 12 | Nov 17 | Poster Presentation Preparation Time  
*Bring wireless enabled laptop with MS Excel to class* |  |
| | Nov 19 | Business Plan Poster Session  
3:00 – 5:30 PM in the Beatty Center Atrium | Poster Presentation File sent to Instructor |
| 13 | Nov 24 | Business Ethics Workshop – Dr. Steve Litvin (confirmed) | Information Interview Report Due |
| | Nov 26 | THANKSGIVING BREAK – NO CLASS |  |
| 14 | Dec 1 | HTMT HR Panel |  |
| | Dec 3 | Career Planning Workshop held by Cheryl Wingert, Job Location & Development Coordinator at the Career Center. |  |
| 15 | Dec 8 | Senior Party at Mellow Mushroom 12:30am – 2:00pm |  |

HTMT 488 section 2 - 12:15 – 1:30 with 24 students BCTR 220  
HTMT 488 section 1 - 1:40 – 2:55 with 22 students BCTR 220