

(please print clearly)

ELECTION OF UNDERGRADUATE SPECIALIZATIONS

Last Name First Name Cornell ID

Telephone #

(area code) xxx - xxxx

Expected Graduation Date

(month/year)

Current Term

(spring, summer, fall)

# Hospitality Finance

# Foundations (6 credits required)

# HADM3235 Intermediate Corporate Finance & HADM4425 Hospitality Financial Strategy

# Enrichment (6 credits)

#  HADM4240 Analysis of Financial Statements HADM4250 Securitization and Structured Products

#

#  HADM4260 Advanced Corporate Finance HADM4270 Fixed Income Analysis

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#  HADM4290 Investment Analysis and Portfolio Management HADM4770 Advanced Business Modeling (2 credits)

# Hospitality Analytics

# Foundations (6 credits required)

# HADM4050 Revenue Management & HADM4760 Visual Basic for Applications

# Enrichment (6 credits)

#  HADM3740 Fundamentals of Database Management HADM4010 Data Driven Analytics

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#  HADM4015 Operations Analysis and New Business Models

#  HADM4060 Restaurant Revenue Management HADM4070 Hospitality Operations and Consulting

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#  HADM4470 Hospitality Distribution and Pricing

#  HADM4490 Integrated Marketing Communications and New Media for Hospitality

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# Services Marketing

# Foundations (6 credits required)

# HADM3470 Consumer Behavior & HADM3430 Marketing Research

# Enrichment (6 credits)

# HADM3450 Services Experience Management and Marketing HADM4050 Yield Management

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#  HADM4425 Introduction to the Global Leisure Cruise Industry (1.5 credits) HADM4430 Wine Marketing

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#  HADM4435 Luxury Marketing HADM4480 Brand Management

#  HADM4490 Integrated Marketing Communications and New Media for Hospitality

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# Food & Beverage Management

# Foundations (6 credits required)

# HADM4315 Hunger, Health, and Non-Profit Enterprise & HADM4350 Selection, Procurement, and Supply Management

# Enrichment (6 credits)

# HADM3360 Tactics and Strategies for Restaurant Management HADM4060 Restaurant Revenue Management

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#  HADM4301 Restaurant Entrepreneurship HADM4325 Product Development

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#  HADM4510 Restaurant Development HADM4530 Foodservice Facilities Design

#  HADM6310 Case Studies in Restaurant Management

#  Beverage Management

# Foundations (5 credits required)

# HADM4300 Introduction to Wines (2 credits) & HADM4360 Beverage Management

# Enrichment (7 credits)

# HADM3360 Tactics and Strategies for Restaurant Management HADM4310 Wine and Food Pairing Principles

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#  HADM4301 Restaurant Entrepreneurship HADM4325 Product Development

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# HADM4350 Selection, Procurement & Supply Management HADM4370 Seminar in Quality Brewing & Fine Beer

# HADM4375 Introduction to Fermented Grains, Hard Ciders, and Sake HADM4430 Wine Marketing

# HADM4510- Restaurant Development HADM4530 Foodservice Facilities Design

**Please submit the form to the Nolan School Registrar team via email at ha-registrar@cornell.edu or dropping the physical copy off at Statler Hall 180**

**\*NOTE: Focus areas and class requirements can be viewed Online-** [Undergraduate Hotel Administration Minors and Specializations](https://sha.cornell.edu/admissions-programs/undergraduate/academics/specializations-minors/)

I understand that in order to have this elected specialization appear on my transcript, I must submit this completed form prior to the start of my graduating semester and attain a minimum cumulative grade point average of 3.0 in the specialization coursework.

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| --- | --- | --- | --- |
| **Student Signature**: |   |   |   |
|  |  | NetID | Today's Date |

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| Official Use Only | Processed by: | Date: |

## Office of Student Services

180 Statler Hall

Ithaca, NY 14853