

**Common Course Outline for:**

Hospitality Management (HSMA 2100) Business Management (BUSN 1156)  
"Casino Management"

**A. Course Description**

1. Number of credits: 4
2. Lecture hours per week: 4  
Lab hours per week: *None*
3. Prerequisites: None
4. Co-requisites: None
5. MnTC Goals: None

To develop a working understanding of the principles of casino management along with operational procedures necessary for state, federal, and native American compliance (regulations & legal issues). Students will review and understand day-to-day operational procedures of a for-profit casino.

**B. Date last reviewed:** May, 2016

**C. Outline of Major Content Areas**

1. External environments
2. External environmental influences
3. Internal Controls
4. The future of gaming

**D. Course Learning Outcomes**

Upon successful completion of the course, the student will be able to:

- A. Understand External environments including:
  1. Economic
  2. Social
  3. Casino Management & politics
  4. Legal environments
- B. Understand external environmental influences including:
  1. Consumer behavior
  2. Development of Corporate Culture
  3. The changing competitive environment
- C. Understand Internal Control including:
  1. Games & Statistics
  2. Product organization
  3. Pricing & Revenue Control
  4. Comps & Credit

5. Location & transportation

6. Promotions

D. Be introduced to:

1. The future of gaming

a. USA

b. Overseas

**E. Methods for Assessing Student Learning**

Evaluation methods include quizzes, examinations, short papers, internet research and personal evaluations of nearby casinos.

**F. Special Information:** None