

**MISSION  
COLLEGE  
SANTA CLARA**

## MISSION COLLEGE CTE ARTICULATION AGREEMENT OVERVIEW AND BENEFITS

This Articulation Agreement is between MISSION COLLEGE and Milpitas High School. It affirms the commitment that each has with respect to program articulation.

Mission College and Milpitas High School staff, representing their respective educational programs, have met, analyzed, and compared the content and exit competencies of their course of instruction. They have agreed that the Milpitas High School class Introduction to Hospitality and Tourism articulates with Mission College's FDRST 050A Introduction to the Hospitality Industry curriculum.

The attached Articulation Agreement shall be placed into effect on this date. This agreement will remain in effect until June 2020.

### *Benefits to the Students:*

- Provides incentives for students to continue their education.
- Allows students to receive college credit and/or advanced placement through effort and achievement at the secondary schools, reducing duplication of effort and time, thus lowering costs.
- Provides students with assessment, placement, orientation and counseling services to ease the transition from secondary school to the college.
- Enhances job opportunities by helping students quickly acquire specific marketable job skills.

### *Benefits to Secondary Schools/Mission College:*

- Supports matriculation by preparing students for an identified Program of Study/Career Pathway.
- Goal oriented, better prepared students increase retention.
- Provides the opportunity for the college to focus on higher-end courses within the Pathway.

### *Benefit to the Community and Industry:*

- Allows industry and community opportunities for direct input into the curriculum.
- Improves communication with other educational entities and prospective employers.
- Provides employees with relevant competencies for career applications.

### *Benefits to Faculty:*

- Secondary school instructors gain first-hand information about community college programs and services.
- Community college faculty gain information about secondary school programs and capabilities.
- Helps faculty understand how their courses fit into the overall Program of Study/Career Pathway.
- Connects faculty to their role as workforce development leaders within their community, assisting them to counsel students in Programs of Study/Career Pathways.

ARTICULATION AGREEMENT COURSE OVERVIEW PAGE  
MISSION COLLEGE  
CTE Articulation Form  
School Year: 2018-2020

College	Mission College	HS	Milpitas High School
Course Name/#	FDRSTOSOA	Course Name/#	INTRO TO HOSPITALITY AND TOURISM
Program	Introduction to the Hospitality Industry	Program	
Units	2.00/16 hrs	Hours	90 hours
Textbooks/ Software	<i>Hospitality Today Intro</i> Author Angelo	Textbooks/ Software	-NAF Curriculum Principles of Hospitality -Education Systems, <i>Taking off in Travel</i> Powers, Tom. <i>Introduction to the Hospitality Industry</i> Johnson & Wales, <i>Culinary Essentials</i> Educational Institute, American Hotel & Motel Assoc.: <i>Lodging Operations Program</i>

**Mission College Course Description:**

Designed to present to all students an overview of the Hospitality Industry with all its segments.  
Lectures by guest speakers, field trips, and audio-video material are highlights of this course.  
Information on the hospitality Management Program will be presented.

**HS/Adult School/ROP Course Description**

Designed to present an overview of the Hospitality, Travel and Tourism Industry with all its segments.  
Students will study various segments of the industry including: food service, lodging, travel, transportation & attractions. A special focus will be the exploration of appropriate career paths.  
Lectures by guest speakers, field trips to industry, audio-visual material are highlights of this course.



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## ARTICULATION AGREEMENT COURSE COMPARISON PAGE

School: Milpitas High School

Course: Introduction to Hospitality and Tourism

Mission College Course Content	HS/Adult School/ROP Course Content
A. The Hospitality Management Program	1. Students understand how the course relates to the Hospitality Management Program at Mission College. Students identify the sequence of courses.
B. General Education requirements, Counseling Services	2. Define career paths in all segments of the hospitality, travel and tourism industry, relating job opportunities to the student's personal interest, skills and educational preparation using job search/selection techniques and skills. Students use Career Locker.com to assess career options. Students receive general education requirements & college information during tour to SJSU.
C. The history of the hospitality industry	3. Students understand history of hospitality industry with lecture and reading selected text.
D. Famous Industry Leaders	4. Identify and discuss industry leaders. Students research an industry leader and write a report and present report to class.
E. Field trips	5. Identify and discuss the hospitality concepts presented in the text and lectures through field trips thereby, observing different physical plants, organizational structures, staffing and promotion systems and applying these concepts as the student develops long term personal career goals. Field trips include: SJSU Hospitality Management Department, Marriott Residence Inn, Cal State East Bay Hospitality, Recreation and Tourism Department.
F. Guest Lectures	6. Guest speakers from the hospitality industry, including travel, hotel and event planning.
G. Hotels/Motels/Lodging	7. List, describe and define various segments of the lodging industry including hotel categories and factors used in classifying hotels. Students understand organizational management including the roles & responsibilities of management and employees. Students understand the importance of information and services to customers and guests. Students design a mock hotel or resort. Students practice ways to greet guests appropriately, interpret non-verbal communication, and handle telephone communications.

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H. Food and Beverage departments	8. Identify and discuss roles & responsibilities of entry level & advanced level positions in food & beverage service & hospitality industry.
I. Resorts	9. Resorts are studied as segment of the lodging industry.
J. Restaurants	10. Students understand the workforce and organizational management including roles and responsibilities of management and employees. Students understand types of dining and types of meal service. Students learn and practice table service techniques. Students plan & design a menu for a mock restaurant.
K. Kitchens	11. Students identify equipment, hand tools, and kitchen organization related to the commercial kitchen. Students understand food production responsibilities as used in the kitchen brigade.
L. Private Clubs	12. Not addressed.
M. Contract Services and Catering	13. Students understand contract service for schools, hospitals, businesses and nursing homes. Students identify & discuss catered service for airline meals, hotel & motel restaurants and cruise ship dining and event planning;.
N. Franchises	14. Explore, list, and describe different types of ownership and key elements in chains and franchises.
O. Each student will compose and write a resume in a professional manner.	15. Students write their professional resume in class.
P. The resume is written outside of class. Regular reading assignments from the textbook are mandatory. The students are encouraged to visit operations, and talk to managers, supervisors, and other personnel then report in class on what they learned.	16. Students take field trips to industry and write a report. Students participate in job Shadow Day at a hotel.
Q. Information gathered through readings, presentations, visits and observations will have to be analyzed, evaluated and synthesized in order to be able to pass tests. In an attempt to overcome prejudice, students will be encouraged to work with classmates from various cultural backgrounds during discussions about lectures and field trips. The instructor will encourage participation from all students through varied questioning strategies and discussions.	17. Students work in pairs or groups on various projects or assignments in an attempt to learn teamwork and overcome prejudice by working with classmates from various cultural backgrounds. The instructor will encourage participation from all students through varied questioning strategies, discussions, and activities.

**ARTICULATION AGREEMENT COURSE COMPARISON PAGE**

School: Milpitas High School

Course: Introduction to Hospitality and Tourism

Mission College Course Student Learning Outcomes	Milpitas High School Course Student Learning Outcomes
A. Be able to relate to the courses offered in the Hospitality Management program.	1. Be able to relate to the courses offered in the Hospitality Management program at Mission College.
B. Identify the sequence of courses.	2. Understand the sequence of courses required to receive a degree.
C. Listen to a presentation by a counselor on General Education requirements.	3. College Tours.
D. Be able to relate to the work experience requirement.	4. Understand the roles and responsibilities of positions in the industry.
E. Have a general understanding of the history of the hospitality industry.	5. Understand breadth and history of the hospitality industry.
F. Compare the major divisions and specializations of the industry.	6. Identify and describe various segments of the hospitality industry, including: foodservice, lodging, transportation, travel and attractions.
G. Visit 3 different operations.	7. Visit 3 different operations.
H. Listen to at least 5 different representatives from the Hospitality Industry.	8. Listen to at least 5 different representatives from the Hospitality Industry.
I. Prepare a resume.	9. Prepare a resume.
J. Be aware of job opportunities and requirements in the industry.	10. Career search information online at Career Locker.com: self-assessments, occupations, colleges & trade school information.

ARTICULATION AGREEMENT MEASUREMENT PAGE

School: Milpitas High School

Course: Introduction to Hospitality and Tourism

Measurement Method (Industry certification or licensure)	Measurement Method (Industry certification or licensure)
A. Tests on material covered in lectures, field trips, and other presentations, in the form of objective T/F, multiple choice, and short essay questions.	1. Students are assessed by teachers and judges using a rubric format for written assignments, projects and presentations.
B.	2. Students are assessed in the form of objective, T/F, multiple choice and short essay exams.
C.	3. Students complete end of semester NAF Trak Certification tests.

Credit for the course listed will be granted if the following criteria are met:

- Stipulated grade of B or better
- Credit-by-Examination administered by ( ) Secondary School ( ) Mission College
- Demonstration/Portfolio
- Certification of specific competencies
- Other \_\_\_\_\_

Statewide Career Pathways associated with this articulation agreement:

\_\_\_\_\_ Hospitality, Tourism and Recreation



CTE ARTICULATION AGREEMENT SIGNATURE PAGE

Mission College Instructor

Signature: Daniel Arias

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Milpitas High School Teacher

Signature: \_\_\_\_\_

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Mission College Department Faculty Chair

Signature: Daniel Arias

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Milpitas High School Principal

Signature: Francis Rojas

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Date: 5/24/18

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Mission College Instructional Dean/Designee

Signature: Mina Jahan 5/10/18

Print Name: \_\_\_\_\_

**Mina Jahan**  
**408-855-5360**  
**mina.jahan@wvm.edu**

Milpitas High school Superintendent of Instruction

Signature: \_\_\_\_\_

Print Name: Norma Rodriguez

Date:  / /

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Please Attach Official Course Outlines/Syllabi/ Pertinent Documentation