North Carolina CTE

Hospitality and Tourism Management 2 - FH32 (2026)

Understand hospitality skills needed for management careers in the hospitality and tourism industry. FH32.1	**1.01** Understand career advancement in the hospitality and tourism industry. FH32.1.01
	1.02 Understand traits and behaviors of effective managers as leaders. FH32.1.02
	1.03 Understand the managerial duties and role in employment development. FH32.1.03
	1.04 Understand entrepreneurship and its relationship to the industry. FH32.1.04
Understand the interdependence of the hospitality and tourism industry sectors in lodging and event management. FH32.2	**2.01** Understand the role of lodging departments in property management. FH32.2.01
	2.02 Apply processes for event management. FH32.2.02
	2.03 Understand the interdependent organization of hospitality and tourism industry departments across sectors. FH32.2.03
Apply the roles of the marketing and sales departments in the hospitality and tourism industry. FH32.3	**3.01** Apply marketing activities and plans in the hospitality and tourism industry. FH32.3.01
	3.02 Apply skills to develop a comprehensive sales strategy and goal-setting framework for a sales department. FH32.3.02
Understand financial management in the hospitality and tourism industry. FH32.4	**4.01** Understand financial departments within hospitality businesses and key performance indicators across sectors FH32.4.01
	4.02 Understand revenue management and forecasting strategies utilized within the hospitality industry. FH32.4.02
	4.03 Understand financial controls to maintain cost efficiency for food and beverage operations. FH32.4.03
	4.04 Understand financial processes and documentation. FH32.4.04
Un leg services and employee	**I** Apply ethical practices for improved guest service in the hospitality and tourism industry. FH32.5.01

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relations in the hospitality and tourism industry. FH32.5

5.02 **Understand laws governing guest rights, property responsibilities and employment regulations.** FH32.5.02