A. Course Description
   - Credits: 3.00
   - Lecture Hours/Week: 3.00
   - Lab Hours/Week: 0.00
   - OJT Hours/Week: 0
   - Prerequisites: None
   - Corequisites: None
   - MnTC Goals: None

Inventory and purchasing controls are important to the success of any lodging property. These controls are necessary for the property to be able to achieve performance goals, while sustaining well supplied operations. This course presents the fundamentals of these important operational principles.

B. Course Effective Dates: 8/27/12 – Present

C. Outline of Major Content Areas
   As noted on course syllabus

D. Learning Outcomes
   1. Ability to complete procedures necessary for implementing a variety of inventory controls
   2. Ability to evaluate products and services offered by the value they provide to the end user.
   3. Ability to transform a property's needs into an effective buying program
   4. Be familiar with federal, state, and local laws applicable to purchasing, and elements of purchasing contracts.
   5. Explore development of distributor relationships and the essential elements of product negotiations.
   6. Identify key elements of the distribution networks

E. Minnesota Transfer Curriculum Goal Area(s) and Competencies

F. Learner Outcomes Assessment
   As noted on course syllabus
G. Special Information
   None noted