

DELAWARE HOSPITALITY, EVENTS, & TOURISM PROGRAM OF STUDY

ADMINISTRATOR & SCHOOL COUNSELING GUIDE



DELAWARE HOSPITALITY, EVENTS, & TOURISM PATHWAY



The Hospitality, Events, and Tourism (HET) Program of Study is being revised to align with industry standards and workforce needs, integrating career pathways in culinary arts, accommodations, event planning, creative economy, and tourism management. The updated curriculum emphasizes cross-sector skills, entrepreneurship, and hands-on learning to prepare students for success in the state's dynamic and culturally rich hospitality industry.

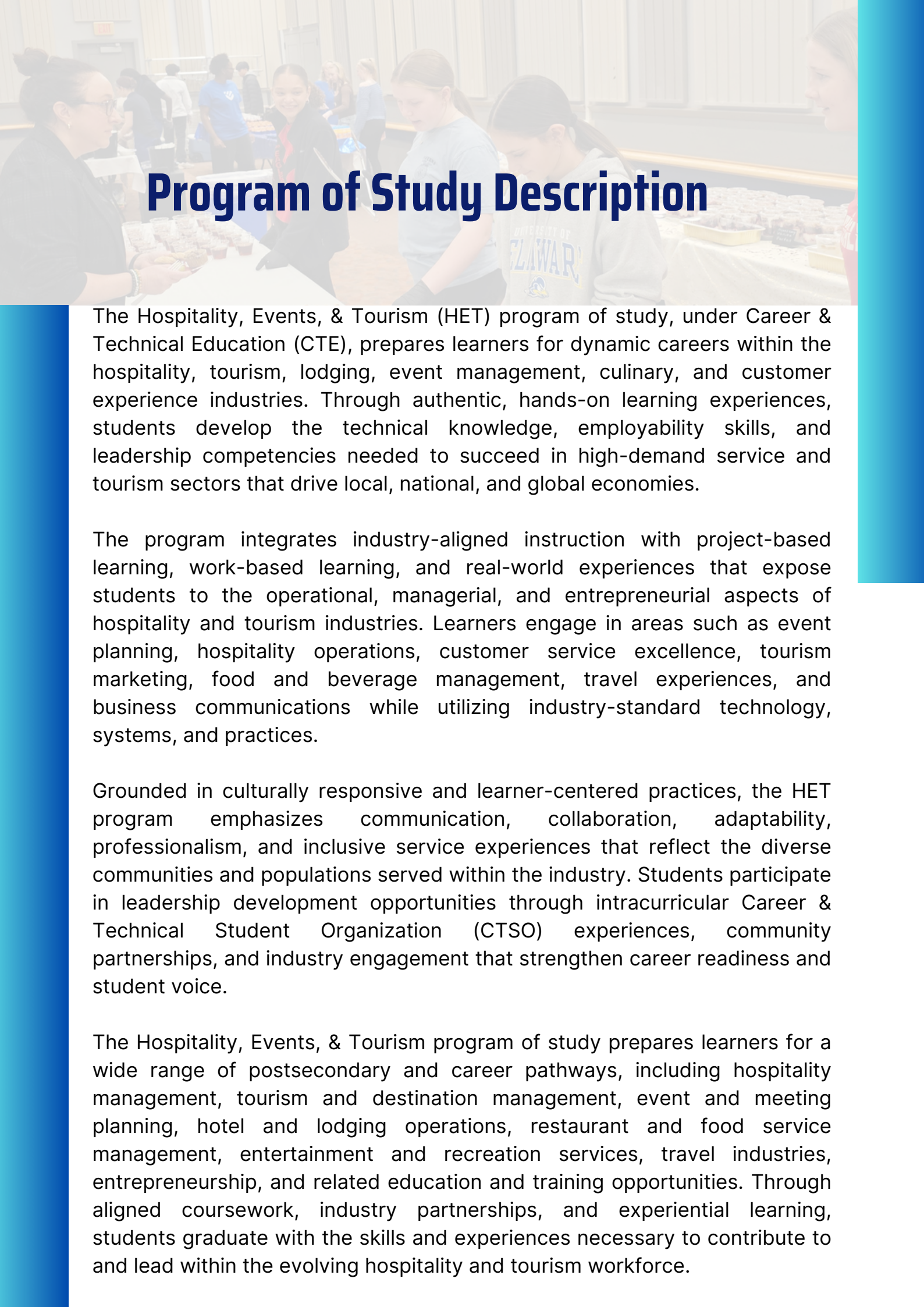
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HOSPITALITY, EVENTS AND TOURISM



The revised Hospitality, Events, and Tourism (HET) Program of Study in Delaware is a forward-looking, industry-aligned pathway that prepares students for high-demand careers within the culinary, hospitality, tourism, and event management sectors, reflecting the state's creative economy. The redesign integrates six core knowledge areas: Culinary Arts & Restaurant Management, Hospitality Operations, Event Planning & Management, Business & Entrepreneurship, Customer Service & Professionalism, and Career Readiness. Students will gain cross-technical and academic skills through real-world experiences, including work-based learning, social-emotional learning, and digital tools integration. This modernized program supports multiple high-skill, high-wage occupations and is strategically aligned with Delaware's Career Modernization Clusters and the broader goal of preparing students for postsecondary education and workforce success.



Program of Study Description

The Hospitality, Events, & Tourism (HET) program of study, under Career & Technical Education (CTE), prepares learners for dynamic careers within the hospitality, tourism, lodging, event management, culinary, and customer experience industries. Through authentic, hands-on learning experiences, students develop the technical knowledge, employability skills, and leadership competencies needed to succeed in high-demand service and tourism sectors that drive local, national, and global economies.

The program integrates industry-aligned instruction with project-based learning, work-based learning, and real-world experiences that expose students to the operational, managerial, and entrepreneurial aspects of hospitality and tourism industries. Learners engage in areas such as event planning, hospitality operations, customer service excellence, tourism marketing, food and beverage management, travel experiences, and business communications while utilizing industry-standard technology, systems, and practices.

Grounded in culturally responsive and learner-centered practices, the HET program emphasizes communication, collaboration, adaptability, professionalism, and inclusive service experiences that reflect the diverse communities and populations served within the industry. Students participate in leadership development opportunities through intracurricular Career & Technical Student Organization (CTSO) experiences, community partnerships, and industry engagement that strengthen career readiness and student voice.

The Hospitality, Events, & Tourism program of study prepares learners for a wide range of postsecondary and career pathways, including hospitality management, tourism and destination management, event and meeting planning, hotel and lodging operations, restaurant and food service management, entertainment and recreation services, travel industries, entrepreneurship, and related education and training opportunities. Through aligned coursework, industry partnerships, and experiential learning, students graduate with the skills and experiences necessary to contribute to and lead within the evolving hospitality and tourism workforce.

HOSPITALITY, EVENTS & TOURISM STATE STANDARDS

Culinary & Restaurant Management

Aligned with NRAEF ProStart Curriculum, SkillsUSA, Advanced CTE frameworks, & USDOL

CRM1. Demonstrate Culinary Foundations and Food Preparation Techniques

Apply foundational culinary techniques—including mise en place, proper knife skills, safe and effective use of kitchen equipment, fundamental cooking methods, and recipe conversions—to prepare high-quality food products in accordance with industry safety and sanitation standards.

CRM2. Apply Food Safety and Sanitation Procedures

Demonstrate proficiency in safety, sanitation, and hygiene practices by applying ServSafe® standards and HACCP procedures, including proper prevention of foodborne illness, control of cross-contamination, and management of food allergens.

CRM3. Understand Nutrition and Menu Planning

Analyze fundamental nutrition principles and apply them to plan menus that accommodate dietary needs, support balanced meal patterns, and align with current nutritional guidelines.

CRM4. Manage Kitchen Operations and Inventory

Oversee kitchen operations by managing food preparation, receiving and storage, inventory control, portioning, food costing, employee scheduling, and staff workflow to ensure efficiency, food safety, and profitability in a professional kitchen environment.

CRM5. Demonstrate Front-of-House and Customer Service Skills

Deliver exceptional guest experiences by performing front-of-house responsibilities, including professional table service, seating management, and guest interaction. Demonstrate hospitality by fulfilling the duties of various front-of-house roles—such as host, server, and busser—while following service workflows and applying key customer service skills, including active listening, empathy, professionalism, and problem-solving, to maintain a welcoming, efficient, and guest-focused environment.

CRM6. Explore Business and Restaurant Management Concepts

Develop foundational knowledge of foodservice business operations by exploring financial management, cost and labor control, marketing strategies, and entrepreneurship. Demonstrate an understanding of how these concepts contribute to the success, sustainability, and profitability of restaurant and hospitality enterprises, while recognizing the importance of interdepartmental collaboration between front-of-house, back-of-house, and management teams to ensure cohesive and efficient operations.

CRM7. Utilize Culinary Technology and Equipment Safely and Effectively

Operate commercial kitchen equipment and digital tools with proficiency, emphasizing safety, cleanliness, and operational efficiency. Demonstrate how emerging technologies—such as inventory software, point-of-sale systems, and culinary innovation tools—can enhance food preparation, streamline operations, and support innovation in the culinary and restaurant industry.

CRM8. Demonstrate Sustainability and Ethical Practices in Foodservice

Apply sustainable and ethical practices in foodservice operations by reducing food waste, sourcing local and seasonal ingredients, conserving resources, and promoting fair and respectful treatment of staff, consumers, and the broader community.

CRM9. Collaborate in Culinary Teams and Reflect on Leadership

Work effectively in culinary teams by applying collaboration, communication, and project management skills during lab-based and simulated restaurant experiences. Demonstrate leadership by taking initiative, supporting team roles, and reflecting on personal growth, decision-making, and the impact of leadership styles in foodservice environments.

HOSPITALITY, EVENTS & TOURISM STATE STANDARDS

Hospitality & Lodging Management

Aligned with AHLEI and Advance CTE frameworks

HLM1. Explore the Structure and Sectors of the Hospitality Industry

Explain how the hospitality industry is organized by describing its primary sectors—lodging, food and beverage, travel and tourism, recreation, and events—and map the corresponding career pathways from entry-level to management positions within each sector.

HLM 2. Perform Front Office and Guest Services Functions

Demonstrate front office and guest service skills by accurately managing reservation systems, executing guest check-in and check-out procedures, providing concierge services, and applying guest satisfaction protocols to ensure a positive and professional lodging experience.

HLM 3. Apply Housekeeping and Facilities Management Standards

Maintain cleanliness, safety, and operational efficiency in guest rooms, laundry services, and common areas by following established housekeeping procedures and industry guidelines for quality assurance and facility management.

HLM4. Demonstrate Customer Service and Guest Relations Excellence

Provide exceptional guest service by responding to inquiries, resolving issues through service recovery strategies, and creating personalized experiences using empathy, professionalism, and effective verbal and non-verbal communication.

HLM5. Understand Sales, Marketing, and Revenue Management

Develop and implement strategies to increase occupancy, maximize revenue, and build guest loyalty by applying principles of branding, customer segmentation, promotions, and dynamic pricing. Use cross-curricular math skills to analyze data, calculate rates, forecast demand, and evaluate revenue performance in lodging operations.

HLM6. Examine Leadership, Supervision, and Human Resources in Lodging Operations

Explore leadership and supervisory responsibilities by managing staff scheduling, training, and performance evaluations while ensuring compliance with labor laws and fostering a positive, productive workplace environment.

HLM 7. Integrate Technology in Lodging Operations

Enhance operational efficiency by utilizing property management systems (PMS), point-of-sale systems (POS), digital communication tools, and other hospitality technologies to support guest services and back-of-house functions.

HLM 8. Ensure Legal, Ethical, and Safe Hospitality Practices

Follow laws and policies related to safety, privacy, discrimination, harassment, sustainability, and accessibility in hospitality environments.

HOSPITALITY, EVENTS & TOURISM STATE STANDARDS

Event & Tourism Leadership

Aligned with DECA, EIC, and U.S. Department of Labor models

ETL 1. Understand the Foundations of Event and Tourism Industries

Explore the structure, purpose, and economic impact of the event and tourism industries at local, national, and global levels. Identify key sectors and stakeholder roles, and examine a variety of venues—including convention centers, hotels, resorts, stadiums, cultural sites, and outdoor spaces—and their role in supporting event and tourism experiences.

ETL 2. Develop and Execute Event Plans

Design and implement event proposals that include budgets, timelines, vendor coordination, risk mitigation strategies, and contingency plans. Demonstrate effective client communication, incorporate contractual agreements, and manage logistical details to ensure successful event execution and client satisfaction.

ETL 3. Market Destinations and Promote Events

Develop and implement marketing strategies to promote events and tourism destinations by applying branding principles, digital media tools, and social media campaigns—target diverse audiences through market research and engagement tactics that enhance visibility, attendance, and economic impact.

ELT 4. Manage Logistics and On-Site Operations

Coordinate all aspects of on-site event operations by managing timelines, vendor communication, setup, technical requirements, staffing, registration, and activity flow. Ensure smooth execution through effective logistical planning, real-time problem-solving, and a focus on the guest experience.

ELT 5. Apply Leadership and Team Management in Event Settings

Demonstrate effective leadership in event environments by making informed decisions, managing staff and volunteers, and delegating tasks across front-of-house (e.g., guest services, registration, ushers) and back-of-house (e.g., catering, technical support, setup/breakdown) roles. Foster team service excellence by promoting adaptability, collaboration, and clear communication in response to real-time challenges, ensuring seamless event execution and a positive working environment.

ELT 6. Use Technology and Event Management Tools

Utilize event management software, virtual collaboration tools, and emerging technologies to streamline event planning, communication, scheduling, and execution. Apply digital tools to coordinate logistics, track tasks, engage audiences, and enhance the overall efficiency and impact of live, hybrid, and virtual events.

ELT 7. Promote Sustainable and Inclusive Practices in Tourism

Design tourism and event experiences that prioritize environmental responsibility, cultural respect, and social inclusion. Incorporate sustainable practices, support local communities, and ensure accessibility for diverse populations to create meaningful, ethical, and welcoming guest experiences.

ELT 8. Engage in Customer Service and Stakeholder Communication

Build and maintain positive relationships with clients, vendors, sponsors, and guests by demonstrating professional communication, active listening, and high-quality service standards.

ELT 9. Apply Legal and Ethical Principles in Event and Tourism Operations

Follow legal regulations and ethical standards in event and tourism operations by adhering to industry best practices related to contracts, licensing, permits, insurance, liability, and risk management. Demonstrate integrity and accountability in all planning and operational decisions to ensure safe, lawful, and responsible experiences.



HOSPITALITY, EVENTS & TOURISM CROSS-CUTTING THEMES

I. Demonstrate Professionalism and Work Ethic

Exhibit responsibility, dependability, initiative, and ethical behavior in both academic and workplace settings. Maintain a positive attitude, respect workplace expectations, and consistently uphold industry standards for professionalism across culinary, hospitality, and event environments.

II. Communicate Effectively Across Contexts

Engage in clear, respectful, and audience-appropriate verbal, nonverbal, and written communication in both customer-facing and team-based interactions. Adapt communication style to suit diverse roles, settings, and stakeholders across culinary, hospitality, and event environments, supporting collaboration, service excellence, and professional relationships.

III. Collaborate and Lead in Diverse Teams

Apply teamwork, empathy, and conflict resolution skills to contribute effectively in diverse group settings. Demonstrate flexibility, cultural awareness, and shared responsibility while supporting team goals, and take initiative to lead when appropriate in culinary, hospitality, and event environments.

IV. Think Critically and Solve Problems

Use logical reasoning, data analysis, and creative thinking to identify challenges, evaluate options, and implement effective solutions. Apply problem-solving strategies in dynamic culinary, hospitality, and event scenarios to support quality, safety, efficiency, and guest satisfaction.

V. Demonstrate Adaptability and Resilience

Manage stress, respond constructively to feedback, and adjust to changing priorities and conditions. Persist in achieving individual and team goals in a positive and professional mindset.

VI. Apply Academic Knowledge in Technical Contexts

Integrate academic skills (math, reading, and science) to support planning, operations, problem-solving, and communication in real-world industry contexts.

VII. Utilize Technology and Digital Tools Strategically

Select and use appropriate digital resources and industry technologies to enhance productivity and customer experiences.

VIII. Exhibit Cultural Competence and Inclusive Practices

Respect diverse identities and perspectives while fostering inclusive, welcoming environments for all guests and team members.

IX. Engage in Continuous Learning and Career Development

Demonstrate personal growth through goal setting, feedback reflection, and exploration of education and career pathways.

COURSE SEQUENCE

**HET 7: Introduction to Careers in
Hospitality, Events, & Tourism (HET)**

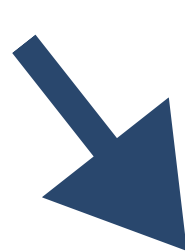


**HET 8A: Career Readiness in
Hospitality, Events, & Tourism**

**HET 8B: Career Application in
Hospitality, Events, & Tourism**



HET I: Introduction to HET



**HET II: CRM – Foundations
of Culinary Techniques,
Production, and Business
Operations**

**HET II: HLM–Foundations
of Hospitality &
Operational Leadership**

**HET II: ETL – Event &
Tourism Foundations**



**HET III: CRM – Advanced
Culinary Techniques,
Production, and Business
Operations**

**HET III: HLM–Advanced
Hospitality & Operational
Leadership**

**HET III: ETL – Event &
Tourism Leadership &
Strategy**

VALUE ADD

HET IV: Food Innovations

**HET V: Hospitality Media,
Marketings, & Networking**

Work-Based Learning Practicum

CROSS-SECTOR VALUE ADD

BIL IV or V: Entrepreneurial Course

REQUESTED DUAL ENROLLMENT

**University of Delaware:
BUAD100: Introduction to
Business (3 credits)**

**Wilmington University:
HSP 201 Customer Relations in the
Hospitality Industry**

**University of Delaware:
NTDT200: Nutrition Concepts (3
credits)**

**Wilmington University:
HSP 202 Accounting & Analysis in
the Hospitality Industry**

**Delaware State University:
HTM 108: Intro to Tourism Concepts**

**Delaware Technical CC:
SCI 141 Nutrition in the Culinary
Field**



MIDDLE GRADES

CIP CODES

CIP	Course Title	Funding Level
10.03503010	HET 7: Introduction to Careers in Hospitality, Events, & Tourism	2
10.03503020	HET 8A: Career Readiness in Hospitality, Events, & Tourism	2
10.03503030	HET 8B: Career Application in Hospitality, Events, & Tourism	2

Course Name: HET 7: Introduction to Careers in Hospitality, Events, & Tourism (HET)

Course Name Infinite Campus: HET 7: Intro to Careers in HET

Course Description:

This exploratory course introduces 7th grade students to the broad world of Hospitality, Events, & Tourism (HET). Students will gain awareness of careers in culinary arts, lodging, events, tourism, and the creative economy through hands-on activities, SEL integration, and work-based learning experiences. Each unit builds workforce readiness, connects academic learning to industry skills, and prepares students to transition into high school career pathways. Students complete reflections, projects, and a final showcase to demonstrate understanding of the industry and their own career interests.

Knowledge & Skills:

By the end of the course, students will be able to:

- Identify the branches of Hospitality, Events, & Tourism (culinary, lodging, events, tourism, creative economy) and their community/economic impact.
- Describe career opportunities in HET and the education, training, and skills needed for success.
- Demonstrate basic food safety, sanitation, and customer service practices.
- Explain the guest cycle in lodging and the importance of professionalism and ADA compliance.
- Apply introductory project management skills to plan a small-scale event or activity.
- Create a destination or tourism pitch that incorporates cultural, entertainment, and community-based elements.
- Demonstrate employability skills such as communication, teamwork, adaptability, and problem solving in classroom and simulated workplace settings.
- Reflect on personal interests, strengths, and values as they relate to potential HET career pathways.
- Integrate academic concepts (math, science, literacy) into hands-on HET activities and projects.
- Present a culminating project that combines multiple HET branches and showcases readiness for high school-level pathway courses.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET 8A: Career Readiness in Hospitality, Events, & Tourism

Course Name Infinite Campus: HET 8A: Career Readiness in HET

Course Description:

This course prepares students for workforce readiness in the Hospitality, Events, & Tourism (HET) industry. Students develop foundational employability skills such as professionalism, customer service, safety, communication, and teamwork. Through hands-on projects, SEL integration, and work-based learning experiences, students gain the confidence and knowledge needed to pursue entry-level employment opportunities and to transition into high school HET pathways.

Knowledge & Skills:

By the end of the course, students will be able to:

- Demonstrate professionalism and workplace readiness behaviors appropriate for entry-level Hospitality, Events, & Tourism positions.
- Apply effective verbal, nonverbal, and active listening skills to deliver high-quality customer service.
- Implement conflict resolution and problem-solving strategies in hospitality-based workplace scenarios.
- Demonstrate proper food safety, sanitation, and general workplace safety procedures aligned with industry standards.
- Analyze career pathways within Hospitality, Events, & Tourism and identify required skills, training, and certifications.
- Develop and complete professional job application materials including resumes, applications, and interview responses.
- Collaborate effectively in team-based tasks while demonstrating leadership, accountability, and workplace ethics.
- Apply foundational financial literacy skills including budgeting, payroll understanding, tip calculation, and cost analysis.
- Use social-emotional learning (SEL) competencies to demonstrate adaptability, self-management, and responsible decision-making in workplace environments.
- Create and present a personalized entry-level career plan demonstrating readiness for transition into high school HET pathways or employment.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET 8B: Career Application in Hospitality, Events, & Tourism

Course Name Infinite Campus: HET 8B: Career Application in HET

Course Description:

This course emphasizes the application of skills in real-world, project-based settings within the Hospitality, Events, & Tourism (HET) industry. Students gain experience in advanced customer service, event planning, culinary and lodging applications, and entrepreneurship. A major component of the course is earning the Food Handler Certification, providing students with a credential that prepares them for entry-level employment at age 14 and establishes a foundation for high school HET pathways.

Knowledge & Skills:

By the end of the course, students will be able to:

- Explain the value of industry certifications and demonstrate readiness to meet professional credentialing standards in Hospitality, Events, & Tourism.
- Apply food safety, sanitation, and contamination prevention procedures to earn the Food Handler Certification.
- Demonstrate advanced customer service techniques including empathy, service recovery, and guest experience management.
- Develop and implement an event or project plan including timelines, task delegation, and budget considerations.
- Apply culinary and lodging operations principles including menu planning, costing, and guest cycle management.
- Design and present a tourism or cultural initiative that promotes community engagement and destination awareness.
- Apply foundational entrepreneurship skills including pricing strategies, budgeting, and basic business planning.
- Demonstrate financial literacy skills relevant to HET operations including cost calculation, revenue estimation, and profitability analysis.
- Utilize social-emotional learning (SEL) competencies to manage workplace challenges, ethical dilemmas, and collaborative decision-making.
- Produce and present a culminating project that demonstrates readiness for high school HET pathways and entry-level employment opportunities.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>



HIGH SCHOOL

CIP CODES

CIP	Course Title	Funding Level	Level
10.02603011	HET I: Introduction to HET	2	Participant
10.02603022	HET II: CRM - Foundations of Culinary Techniques, Production, and Business Operations	3	Concentrator
10.02603033	HET III: CRM - Advanced Culinary Techniques, Production, and Business Operations	3	Completer
10.01603022	HET II: HLM-Foundations of Hospitality & Operational Leadership	3	Concentrator
10.01603033	HET III: HLM-Advanced Hospitality & Operational Leadership	3	Completer
10.03603022	HET II: ETL - Event & Tourism Foundations	3	Concentrator
10.03603033	HET III: ETL - Event & Tourism Leadership & Strategy	3	Completer
10.03603043	HET IV: Food Innovation	3	Value-Add
10.03603053	HET V: Hospitality Media, Marketings, & Networking	3	Value-Add

Course Name: HET I: Introduction to Hospitality, Events, & Tourism

Course Name Infinite Campus: HET I: Intro to HET

Course Description:

This entry-level course introduces students to the foundational concepts and career opportunities within the Hospitality, Events, and Tourism (HET) industries. Students will explore each pathway within the program; Culinary & Restaurant Management, Hospitality & Lodging Management, and Events & Tourism Leadership. Through hands-on activities, career exploration, and industry connections, students will develop essential skills in communication, customer service, creativity, food safety, preparation basics, kitchen professionalism and teamwork. The course also embeds Social-Emotional Learning (SEL) competencies, 21st-century workplace skills, and the influence of the creative economy across tourism, entertainment, and the arts.

Knowledge & Skills:

By the end of this course, students will:

- 1. Career Awareness & Professionalism:** Identify key career pathways in Culinary & Restaurant Management, Hospitality & Lodging Management, and Events & Tourism Leadership, while demonstrating workplace readiness through professionalism, adaptability, ethical decision-making, and an understanding of industry expectations for entry-level roles.
- 2. Industry Foundations & Economic Impact:** Explain the economic impact of the hospitality and tourism industries at local, national, and global levels, and identify how core sectors—lodging, food & beverage, travel, and event operations—interconnect for industry success.
- 3. Guest Service & Communication:** Demonstrate quality customer service by using professional verbal and non-verbal communication, active listening, and empathy to meet guest needs and resolve concerns.
- 4. Social-Emotional & Employability Skills:** Apply social-emotional learning competencies—such as self-awareness, professional etiquette, responsible decision-making, and social awareness—to build effective workplace habits and relationships.
- 5. Culinary Foundations:** Demonstrate foundational culinary skills by practicing food safety and sanitation, proper equipment use, knife techniques, mise en place, food storage, and kitchen professionalism to ensure efficiency, safety, and high-quality food preparation.
- 6. Culinary Applications & Business Operations:** Apply business and operational skills by practicing time management, scheduling, and recipe calculations; effectively using kitchen equipment; understanding the role of culinary arts in tourism and the creative economy; and applying management principles to enhance collaboration, problem-solving, and efficient workflow in culinary and hospitality settings.
- 7. Marketing & Event Planning:** Demonstrate entry-level marketing strategies used to promote hospitality products, services, and events, while identifying tourism promoters and their role in industry success.
- 8. Technology & Innovation in Hospitality:** Evaluate how emerging technologies such as guest apps, online booking, and event tech improve guest services and safety. Use digital tools to manage tasks in event planning, culinary documentation, and hospitality operations.
- 9. Workplace Safety & Accessibility:** Identify basic workplace safety practices in culinary, lodging, and event environments and recognize and respond to hazards to maintain a safe and welcoming work environment.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET II: CRM - Foundations of Culinary Techniques, Production, and Business Operations

Course Name Infinite Campus: HETII:CRM - Foundations of Culinary & Bus

Course Description:

This course expands on foundational culinary and hospitality skills, emphasizing advanced food preparation, safety, and restaurant operations. Students practice mise en place, knife techniques, and various cooking methods while safely operating commercial kitchen equipment. They prepare a range of dishes, such as soups, sauces, breakfast items, and baked goods, while identifying key ingredients such as herbs, spices, and dairy products.

Students develop essential management and employability skills, including professional communication, customer service, time and stress management, teamwork, and conflict resolution. They apply business principles to recipe costing, budgeting, and operations while completing the ServSafe Food Handler certification and microcredentials sponsored by industry leaders. The course also prepares students for the workforce through resume and portfolio creation, interview practice, and financial literacy.

By the end of the course, students demonstrate effective culinary techniques, professional communication, leadership, and workplace readiness aligned to industry expectations.

Pre-Requisite: HET I: Introduction to HET

Knowledge & Skills:

By the end of this course, students will:

1. Apply advanced culinary techniques including knife skills, mise en place, and diverse cooking methods to prepare quality menu items safely and efficiently.
2. Demonstrate mastery of food safety and sanitation standards through successful completion of ServSafe Food Handler certification.
3. Analyze and execute standardized recipes, adjusting yields and proportions through accurate mathematical calculations.
4. Evaluate costing strategies and apply inventory management principles to ensure operational and financial efficiency.
5. Create and present professional career documents including a resume, portfolio, and interview plan that reflect employability standards.
6. Employ professional communication skills across verbal, written, and digital formats to support effective business interactions.
7. Demonstrate hospitality and customer service techniques that foster positive guest experiences and resolve conflict effectively.
8. Integrate teamwork, leadership, and time management strategies to plan and execute collaborative culinary or service projects.
9. Apply management principles to coordinate tasks, make informed decisions, and cultivate a respectful and inclusive workplace culture.
10. Assess personal and professional stress management techniques to maintain emotional well-being and workplace productivity.
11. Identify and prepare foundational menu categories including soups, sauces, baked goods, dairy, egg, and breakfast items using industry standards for flavor and presentation.
12. Synthesize culinary, business, and interpersonal skills to demonstrate readiness for continued study or entry-level employment in the hospitality industry.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET III: CRM - Advanced Culinary Techniques, Production, and Business Operations

Course Name Infinite Campus: HETIII:CRM - Adv Culinary & Bus

Course Description:

This course provides students with a comprehensive understanding of the hospitality and tourism industry, emphasizing its economic impact, operational systems, and professional standards. Students explore how lodging, food and beverage, tourism, and event sectors are interconnected and contribute significantly to the U.S. economy. Through applied learning experiences, students examine current industry trends, guest service excellence, marketing strategies, and emerging technologies that shape modern hospitality operations. Students develop workplace readiness skills by practicing professional communication, collaboration, reliability, and ethical decision-making. The course also emphasizes financial literacy, event planning and risk management, ADA compliance, and legal responsibilities within hospitality environments. By the end of the course, students are prepared to contribute effectively to hospitality and tourism organizations while demonstrating cultural awareness, emotional intelligence, and a commitment to guest satisfaction and operational excellence.

Pre-Requisite: HET I: Introduction to HET,

Knowledge & Skills:

1. Design and justify a comprehensive restaurant or hospitality concept through market research, competitive analysis, and financial forecasting that demonstrates feasibility, brand identity, and operational efficiency.
2. Develop, cost, and evaluate menus that balance nutrition, customer preferences, ingredient availability, and profitability while applying data from customer feedback and market trends to drive revisions.
3. Analyze and optimize food production systems by calculating yield, portion control, and cost adjustments to maximize profit margins and minimize waste.
4. Evaluate and manage procurement and inventory systems to ensure ethical sourcing, cost efficiency, sustainability, and compliance with safety and storage standards.
5. Demonstrate advanced culinary techniques across global cuisines by preparing, plating, and assessing dishes for quality, flavor, cultural authenticity, and service efficiency.
6. Critique management and organizational structures in hospitality settings to recommend strategies that enhance human resources, cost control, customer satisfaction, and overall productivity.
7. Apply professional communication and leadership skills in written, verbal, and digital formats to foster collaboration, conflict resolution, and customer relations within diverse hospitality environments.
8. Synthesize sustainability and environmental practices into operational plans that reduce waste, conserve resources, and promote long-term ecological responsibility.
9. Create and refine professional career materials (e.g., résumés, portfolios, cover letters) that align with individual goals, certifications, and industry standards for employment readiness.
10. Integrate learning through a supervised work-based learning experience that demonstrates mastery of technical, leadership, and employability competencies in a real-world culinary or hospitality setting.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET II: HLM-Foundations of Hospitality & Operational Leadership

Course Name Infinite Campus: HET II: HLM-Found of Hospitality

Course Description:

This course provides students with a comprehensive understanding of the hospitality and tourism industry, emphasizing its economic impact, operational systems, and professional standards. Students explore how lodging, food and beverage, tourism, and event sectors are interconnected and contribute significantly to the U.S. economy. Through applied learning experiences, students examine current industry trends, guest service excellence, marketing strategies, and emerging technologies that shape modern hospitality operations. Students develop workplace readiness skills by practicing professional communication, collaboration, reliability, and ethical decision-making.

The course also emphasizes financial literacy, event planning and risk management, ADA compliance, and legal responsibilities within hospitality environments. By the end of the course, students are prepared to contribute effectively to hospitality and tourism organizations while demonstrating cultural awareness, emotional intelligence, and a commitment to guest satisfaction and operational excellence.

Pre-Requisite: HET I: Introduction to HET

Knowledge & Skills:

- **Economic Impact:** Demonstrate understanding of the economic significance of the hospitality and tourism industries and justify their contributions to the U.S. economy.
- **Professionalism and Communication:** Apply professional workplace standards by completing employment processes, following dress codes, communicating effectively, collaborating with others, and demonstrating reliability.
- **Industry Trends and Interdependence:** Analyze current societal trends and explain how hospitality and tourism sectors depend on one another to drive industry growth and guest satisfaction.
- **Guest Service Excellence:** Deliver quality guest service using empathy, emotional intelligence, and cultural awareness to enhance satisfaction, loyalty, and financial success while protecting guest privacy.
- **Technology and Innovation:** Evaluate and utilize technological systems—such as POS, CRS, and emerging innovations—to improve guest experiences and operational efficiency.
- **Marketing and Promotion:** Apply marketing and promotional strategies to effectively sell hospitality, tourism, and event products and services across diverse markets.
- **Operations and Management:** Demonstrate knowledge of the guest cycle, organizational structures, and departmental functions to ensure smooth operations and compliance with ADA and safety standards.
- **Financial Literacy:** Understand and apply basic financial concepts relevant to lodging, food and beverage, and event management to support profitability and informed decision-making.
- **Event and Risk Management:** Plan, coordinate, and execute events by applying project management, team leadership, safety, and risk assessment principles, including pre- and post-event evaluation.
- **Ethics, Law, and Wellbeing:** Demonstrate understanding of ethical and legal responsibilities in hospitality and tourism operations while promoting workplace safety, mental health awareness, and a positive work environment.

Course Name: HET III: HLM-Advanced Hospitality & Operational Leadership

Course Name Infinite Campus: HET III: HLM-Advanced Hospitality

Course Description:

Advanced Hospitality & Operational Leadership is an advanced, industry-aligned course that prepares students for higher-level employment in hospitality operations by strengthening leadership, service, and management competencies. Students evaluate their personal leadership behaviors, emotional intelligence, and stress-management strategies; apply ethical decision-making and culturally responsive service practices that enhance guest trust and brand reputation; and develop safety, sanitation, and risk-management procedures aligned to HACCP, OSHA, and industry standards.

Students refine professional communication skills while analyzing and managing financial data, including labor, food cost, occupancy, ADR, and RevPAR, and overseeing procurement, inventory flow, and vendor relationships to support profitability and sustainability. The course also emphasizes financial controls, HR principles, and the design of menus, amenities, and service concepts informed by guest feedback and market trends. Students plan and execute end-to-end hotel event logistics, interpreting BEOs, coordinating vendors and staff, and evaluating operational flow to ensure efficient, high-quality guest experiences.

Pre-Requisite: HET I: Introduction to HET, HET II: HLM

Knowledge & Skills:

By the end of the course, students will:

1. Evaluate personal leadership behaviors, emotional intelligence, and stress-management strategies to determine their impact on guest experience, team culture, and supervisory effectiveness.
2. Evaluate ethical dilemmas and corporate social responsibility expectations to make decisions that enhance guest trust, support environmental sustainability, and uphold industry standards.
3. Apply culturally responsive service practices, aligned with brand and franchise training standards, to create inclusive guest interactions and evaluate how these approaches enhance brand reputation, guest loyalty, and overall revenue growth.
4. Develop and practice safety, sanitation, and risk-management procedures, including HACCP, OSHA, and emergency response, to ensure guest and employee well-being..
5. Demonstrate professional workplace communication, including digital, verbal, written, and nonverbal skills, to build trust, resolve conflict, and improve operational outcomes.
6. Analyze and manage food, beverage, and lodging financial data (labor, food cost, occupancy, ADR, RevPAR) alongside procurement, inventory flow, and vendor relationships to drive profitability, reduce waste, uphold quality standards, and ensure ethical, sustainable operational practices.
7. Implement financial controls and accountability systems (cash handling, forecasting, scheduling, POS audits) to ensure accuracy, compliance, and operational integrity.
8. Design and critique menu, amenity, or service concepts using market trends, guest feedback, and cost analysis to continuously improve property offerings.
9. Apply employment laws, workplace policies, and human resources principles, including coaching, evaluations, and conflict resolution, to promote a fair, productive, and compliant work environment.
10. Coordinate and evaluate the operational flow of event logistics (setup, service, AV/technology, guest movement, and teardown), including client consultation, space planning, BEO interpretation, vendor coordination, and staffing to identify risks, improve efficiency, to ensure a seamless execution which meets guest expectations and property standards.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>.

Course Name: HET II: ETL - Event & Tourism Foundations

Course Name Infinite Campus: HETII: ETL-Event & Tourism Found

Course Description:

This introductory course immerses students in the dynamic fields of events management and tourism while simultaneously building essential leadership skills. Students will examine the core components of event planning, including budgeting, logistics, promotion, customer service, and evaluation, by engaging in real-world or simulated projects such as organizing school or community events. The course explores careers and pathways within hospitality and tourism, destination marketing, and the economic and social impacts of events on local communities.

To complement industry content, learners will assess their personal strengths, develop leadership styles, and practice communication, decision-making, goal setting, and conflict resolution.

Collaborative group work, project-based learning, and active participation in career and technical student organizations (CTSOs) foster teamwork, initiative, and responsible citizenship. Work-based learning opportunities and community engagement are integrated wherever possible to enhance career readiness, employability, and lifelong leadership skills.

Pre-Requisite: HET I: Introduction to HET

Knowledge & Skills:

By the end of the course, students will:

1. Analyze complex event and artist contracts to ensure accuracy, compliance, and equity within
Demonstrate basic new hire onboarding competencies by completing essential employment documentation (e.g., Social Security card, W-4, I-9), providing required identification, understanding workplace policies, payroll processes, and first-day expectations.
2. Identify and describe key segments of the events, touring, and leisure industry, along with entry-level job roles, customer service responsibilities, and the value of diversity within service professions.
3. Explain the stages and best practices of event planning—including concept development, budgeting, logistics, marketing, and evaluation—as an individual contributor within a team, and as part of initial onboarding orientation.
4. Demonstrate practical event management skills such as following instructions, coordinating with peers, delivering quality guest service, troubleshooting customer issues, and consistently adhering to onboarding and safety protocols.
5. Analyze the economic, social, and cultural impacts of tourism and events, recognizing how employees contribute to responsible citizenship, guest safety, and positive experiences.
6. Communicate effectively with guests, coworkers, and supervisors by applying respectful language, active listening, public speaking, and proper workplace etiquette, including the policies and procedures learned during onboarding.
7. Work collaboratively in teams, practicing punctuality, reliability, conflict resolution, cooperation, and accountability—core qualities expected from the start of employment and during onboarding.
8. Demonstrate foundational workplace safety and risk management skills by identifying hazards, mitigating risks, and following safety guidelines as outlined in onboarding and orientation materials.
9. Apply critical thinking and creativity to support group projects and problem-solve within workplace guidelines, including day-one procedures.
10. Model professionalism and soft employability skills—such as time management, adaptability, positive attitude, resilience, and continuous improvement—in all activities and onboarding scenarios.
11. Explore a variety of entry-level career opportunities and pathways in event management, touring, and leisure, including understanding hiring processes, basic documentation, and certifications.
12. Participate in intracurricular CTSO activities to further develop teamwork, professionalism, onboarding readiness, and career-connected experiences through service learning.

Course Name: HET III: Event & Tourism Leadership & Strategy

Course Name Infinite Campus: HET III: Event & Tourism Leadership

Course Description:

This advanced course prepares students to lead within Delaware's creative economy by mastering event and artist contract analysis, strategic negotiation, and comprehensive budget design. Students evaluate and strengthen the arts, culture, and tourism ecosystem through inclusive leadership, partnership development, advocacy, and data-driven decision-making while producing technically sound, financially sustainable, and socially responsive event experiences.

Pre-Requisite: HET I: Introduction to HET, HET: ETL II

Knowledge & Skills:

By the end of the course, students will:

1. Analyze complex event and artist contracts to ensure accuracy, compliance, and equity within Delaware's creative economy.
2. Apply advanced negotiation strategies to secure appropriate compensation and fair terms for creative professionals and vendors.
3. Design comprehensive event budgets that incorporate personnel, venue, marketing, and technical equipment costs, including preservation and ROI analysis.
4. Evaluate Delaware's arts, culture, and tourism ecosystem to identify collaboration, workforce, and funding opportunities within the creative economy.
5. Synthesize lighting, sound, staging, and atmosphere to produce cohesive event experiences that meet audience, accessibility, and technical standards.
6. Develop and implement strategic plans that align with organizational goals, leverage state and federal funding sources, and ensure program longevity and sustainability.
7. Manage staff and volunteers through inclusive leadership that fosters accountability, motivation, and effective conflict resolution.
8. Demonstrate professional communication and networking to build actionable relationships with clients, donors, boards, and industry partners.
9. Construct and evaluate partnerships with public and private donors, community stakeholders, and tourism agencies to sustain long-term programming and resources.
10. Assess event effectiveness using qualitative and quantitative data to drive continuous improvement and reflective leadership.
11. Advocate for the arts, culture, and tourism industries by engaging with policy initiatives, state and federal funding mechanisms, and state and federal creative economy legislation.
12. Integrate social-emotional learning (SEL), inclusive management, and time-management strategies to enhance individual performance and team productivity.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX3lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET IV: Food Innovations

Course Description:

The Food Innovations course provides students with comprehensive, competency-based instruction in culinary arts, food science, entrepreneurship, and hospitality management. Through hands-on learning experiences, students develop technical proficiency while exploring contemporary trends in food production, sustainability, and food media. The course integrates traditional culinary foundations with emerging technologies and innovative food practices, preparing students for diverse career pathways in the food industry.

Pre-Requisite: Must be completer status for the HET Pathway

Knowledge & Skills:

By the end of the course, students will:

1. **Advanced Culinary Techniques:** Execute foundational and advanced culinary techniques with precision and efficiency, including professional knife fabrication, dry and moist heat methods, live-fire cooking, classical stock and sauce preparation, mise en place systems, and contemporary plating principles.
2. **Global Food Systems & Culture:** Students analyze and apply knowledge of regional cuisines, historical and geographical influences, global ingredient sourcing, flavor profiles, traditional cooking methods, and cultural competency to create innovative culinary products that demonstrate authenticity, respect, and global awareness.
3. **Baking & Pastry Science:** Students apply principles of baking and pastry science, including ingredient functionality, gluten development, leavening systems, baker's percentages, lamination, sugar and chocolate work, and alternative baking methods, to design and produce consistent, high-quality baked products.
4. **Molecular Gastronomy & Food Science:** Students apply scientific principles of food chemistry and physics, including hydrocolloid applications, spherification, gelification, emulsification, precise temperature control, sous vide techniques, sensory analysis, and texture modification, to design innovative culinary experiences rooted in experimentation and evidence-based practice.
5. **Live Fire & Outdoor Cooking:** Students apply principles of live fire and outdoor cooking, including regional barbecue traditions, wood selection and smoke flavor development, temperature control, meat preparation and butchery, flavor formulation (rubs, marinades, and sauces), and fire safety practices to produce high-quality, safely executed barbecue and smoked products.
6. **Hospitality Leadership & Professionalism:** Exhibit hospitality and leadership competencies by delivering exceptional customer service, resolving conflicts effectively, managing projects, collaborating within team-based environments, networking professionally, and maintaining industry standards under pressure.
7. **Professional Culinary Communication:** Demonstrate professional communication skills through recipe development, menu copywriting, food journalism standards, social media strategy, cohesive brand voice alignment, and marketing best practices.
8. **Culinary Safety & Sanitation:** Apply advanced kitchen safety, sanitation, and OSHA-compliant procedures while consistently demonstrating ServSafe food safety standards, allergen control protocols, cross-contamination prevention, and proficient operation of commercial culinary equipment in fast-paced environments.
9. **Sustainable Agriculture & Farm-to-Table Practices:** Apply sustainable agriculture principles by designing and maintaining hydroponic systems, managing nutrient solutions, evaluating environmental impact, and integrating responsible local sourcing practices into culinary production.
10. **Product Development & Culinary R&D:** Students apply research and development principles to ideate, test, standardize, and scale food products using sensory evaluation, cost analysis, market research, regulatory compliance, and intellectual property considerations to create viable, market-ready culinary innovations.
11. **FOOD ENTREPRENEURSHIP & BUSINESS:** Students will be able to develop and manage a successful food business by creating a strategic business plan, implementing sound financial and operational systems, designing profitable menus, ensuring legal compliance, and executing effective marketing strategies for long-term sustainability.
12. **Food Writing & Communication:** Students apply professional food writing and communication skills to create clear, engaging, and ethical culinary content—including recipes, reviews, narratives, menus, marketing materials, and digital media—using precise sensory language, accurate technical detail, audience awareness, structured planning, and collaborative feedback processes.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

Course Name: HET V: Hospitality Media, Marketing, and Networking

Infinite Campus: HET V: Hospitality Marketing

Course Description:

Hospitality Media, Marketing, and Networking (Level V) is an advanced capstone course that prepares students for leadership roles in hospitality, tourism, and event industries. Students develop and execute digital marketing campaigns, manage professional branding, and analyze engagement data to support real-world hospitality brands and destinations. The course emphasizes strategic partnerships with nonprofits, chambers of commerce, and tourism organizations to promote community-based initiatives and events. Students plan and implement events, respond to Requests for Proposals (RFPs), and apply customer engagement and reputation management strategies. Strong focus is placed on professional communication, networking, public speaking, and business writing. By the end of the course, students produce a comprehensive professional portfolio demonstrating industry readiness for postsecondary education, work-based learning, and hospitality careers.

Pre-Requisite: Must be completer status for the HET Pathway

Knowledge & Skills:

By the end of the course, students will:

1. Develop and execute integrated digital marketing strategies using social media platforms, branding principles, content calendars, and engagement analytics aligned to hospitality and tourism goals.
2. Analyze marketing data and customer feedback to evaluate campaign performance, improve audience reach, and strengthen brand positioning.
3. Create professional marketing materials and media content that promote hospitality businesses, tourism destinations, community initiatives, and events.
4. Manage online customer engagement and reputation, responding professionally to reviews, comments, and inquiries while applying ethical and legal standards.
5. Design and implement event plans including budgeting, logistics, risk management, promotion, and post-event evaluation.
6. Demonstrate operational event management skills, including safe setup, breakdown, vendor coordination, and teamwork under time constraints.
7. Develop and maintain a professional digital presence, aligning personal branding and communication practices with hospitality career goals.
8. Build and leverage professional networks through effective in-person and digital networking, including collaboration with industry partners and professional organizations.
9. Collaborate with nonprofit organizations, chambers of commerce, and tourism agencies to support community-based marketing and destination initiatives.
10. Apply principles of destination marketing and public-private partnerships to strengthen regional tourism systems and stakeholder relationships.
11. Produce professional written communications, including emails, press releases, reports, and proposals, tailored to diverse audiences and industry standards.
12. Analyze and respond to Requests for Proposals (RFPs) by developing compliant, persuasive proposals and presenting strategic solutions to stakeholders.

Link to Proposed Curriculum Resources:

<https://docs.google.com/document/d/1zHq54YNhmDOtSoGX31lmtAK1S3n4IzaiQFjmsS5dYdU/edit?usp=sharing>

TRANSITION TO THE NEW HOSPITALITY, EVENTS, & TOURISM PATHWAY

School Year 2026-2027

- Apply to the new pathway in the CTE portal in Fall of 2026
 - Apply for Innovation Grant for implementation in Fall of 2026
 - Transition CIP Codes for courses as indicated with the Career Cluster Modernization shifts
 - All students in the program will enter with this one single POS CIP code
 - Will not require a phase out process due to CIP codes alignment
 - Pilot New Curriculum and engage in the feedback looping sessions
-

School Year 2027-2028

- Transition to full integration of new curriculum on Levels I, II, & III
- Approved LEAs will have access to all three tracks of the program of study
- Implementation of selected middle grades courses; LEA will have access to all three courses CIP codes and resources
- New WBL courses implemented: Ability to add levels IV and IV to the program of study.
- Begin Integration of new Microcredential Portfolio
- Ability to add dual enrollment courses

TEACHER CERTIFICATIONS BY COURSES

Below is a brief overview for teacher certifications options required for each course.

Middle School Programs of Study

- Family Consumer Science
- Skills Technical Science in any HET category

HET I

- Family Consumer Science
- Skills Technical Science in any HET category

HET II & III CRM + HET IV

- Family Consumer Science
- Skills Technical Science in a Culinary & Restaurant Management category

HET II & III HLM

- Family Consumer Science
- Skills Technical Science in a Hospitality & Lodging Management category
- Skills Technical Science in a Culinary & Restaurant Management category

HET II & III ETL + HET V

- Family Consumer Science
- Skills Technical Science in a Event & Tourism Leadership category
- Skills Technical Science in a Hospitality & Lodging Management category
- Skills Technical Science in a Culinary & Restaurant Management category
- Skills Technical Science in a Business, Finance, & Marketing category
- Business, Finance, or Marketing Education Teacher
- Marketing Education Teacher

Dual Enrollment Courses

- LEAs must contact the Institute of Higher Education offering the course for requirements

CAREER & TECHNICAL STUDENT ORGANIZATION



Programs that offer any of the tracks may select SkillsUSA as the CTSO. Though Prostart is not a recognized CTSO, schools are encouraged to engage in the partnership with SkillsUSA and Prostart.



Programs that offer the Hospitality & Lodging Management and Events & Tourism Leadership tracks may offer students one of the CTSOs approved by new Business, Innovation, & Leadership (BIL) Program of Study.

Please note that the BIL program of study is in the final stages of approval and the selected CTSO will be finalized by the start of the 2027-2028 school year.