

Scope and Sequence

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Cluster: Hospitality and Tourism

Course Name: §130.228 Hospitality Services (One to Two Credits)

Course Description: Hospitality Services provides students with the academic and technical preparation to pursue high-demand and high-

skill careers in hospitality related industries. The knowledge and skills are acquired within a sequential, standards-based program that integrates hands-on and project-based instruction. Standards included in the Hospitality

Services course are designed to prepare students for nationally recognized industry certifications, postsecondary education, and entry-level careers. In addition, Hospitality Services is designed so that performance standards meet employer expectations, enhancing the employability of students. Instruction may be delivered through laboratory training or through internships, mentoring, or job shadowing. Students are encouraged to participate in extended

learning experiences such as career and technical student organizations and other leadership or extracurricular

organizations.

Course Requirements: This course is recommended for students in grades 11-12. Recommended prerequisite: Hotel Management, Travel

and Tourism Management, or Restaurant Management.

Recommended Equipment Students must have access to computers and the Internet and access to industry sites

Units of Study	Knowledge and Skills	Student Expectations	Resources (key on last page)
I. World of Hospitality			
A. What is hospitality? B. Role of travel	(1) The student gains additional academic knowledge and skills required to pursue the full range of career and postsecondary	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality industry	• HSCC • HSCG – Ch. 2-3 • HSFL – Ch. 1, 3 • Hospitality Net
C. Trends: past, present and future	educational opportunities within the hospitality services industry.		 Hospitality Net www.hospitalitynet.org/index.html U.S. Department of Labor Employment & Training Administration www.doleta.gov/brg/Indprof/Hospitalit y.cfm
II. Overview of the Lodging In	dustry		
A. Types of lodging businesses B. Levels of service C. Ownership and management	(1) The student gains additional academic knowledge and skills required to pursue the full range of career and postsecondary educational opportunities within the hospitality services industry.	perform job tasks in the hospitality industry	HSCC HSCG – Ch. 1, 9, 14 HSFL – Ch. 10 Cornell University School of Hotel Administration www.hotelschool.cornell.edu/research /library/tools/links/categories.html?id=6&name=Lodging+Industry
	(3) The student researches career opportunities and qualifications to broaden awareness of careers available in the hospitality industry.	(I) describe the types of facility ownership and determine the advantages and disadvantages for each	
	(5) The student uses information technology tools specific to hospitality service careers to access, manage, integrate, and create information.	(B) research website information on hospitality service operations	

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III. Hotel Department Organiz	ation		
A. Organizational chart	(1) The student gains additional academic knowledge and skills	(A) apply advanced reading, writing, and mathematical skills necessary to	• HSCC • HSCG – Ch. 5, 7
B. Overview of management positions	required to pursue the full range of career and postsecondary education opportunities within the hospitality	perform job tasks in the hospitality industry	• HSFL – Ch. 15
C. Department descriptions	services industry.		
D. Job descriptions	(3) The student researches career opportunities and qualifications to broaden awareness of careers	(M) use organizational charts to analyze workplace operations	
E. Front and back of the house	available in the hospitality industry.	(N) research the major duties and qualifications for hospitality managerial positions	
		(O) review the functions, skills, and tasks of essential departments within a hospitality operation	

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IV. Customer Relations and 0	Quality Service		
A. Importance of quality service B Communication	(1) The student gains additional academic knowledge and skills required to pursue the full range of	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality	• HSCC • HSCG – Ch. 5, 13 • HSFL – Ch. 2, 23
C. Critical moments of service	career and postsecondary educational opportunities within the hospitality services industry.	industry (F) examine cultural differences of other areas, regions, and countries	Hospitality Net www.hospitalitynet.org/index.html
D. Teamwork	(2) The student uses listening, oral, written, and media communication	(A) interpret verbal and nonverbal communication	
E. Handling customer complaints	skills in creating, expressing, and interpreting information and ideas,	(B) recognize and respond to guest	
F. Guest comment feedback	including technical terminology and information.	needs (D) exhibit public relations skills	
G. Cultural and special needs differences	illiomation.	(E) apply alternate communication services to assist customers with specialized needs	
	(4) The student examines and reviews ethical and legal responsibilities related to guests, employees, and conduct within the establishment to maintain high industry standards.	(A) formulate improvements for customer service from guest comments	
	(5) The student uses information technology tools specific to hospitality service careers to access, manage, integrate, and create information.	(C) evaluate current and emerging technologies provided by the hospitality industry to improve guest service	
	(6) The student applies leadership and teamwork skills in collaborating with others to accomplish organizational goals and objectives.	(A) model qualities in employee retention by creating a pleasant working atmosphere for staff members	
		(B) formulate staff training plans to create an effective working team (C) apply conflict-management skills to facilitate solutions	
	(7) The student solves problems using critical-thinking skills	(C) devise strategies for maximizing customer satisfaction	
	independently and in teams.	(D) resolve unexpected situations	

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V. Front Office	,		
A. Room division	(1) The student gains additional academic knowledge and skills	(A) apply advanced reading, writing, and mathematical skills necessary to	• HSCC • HSCG - Ch. 19
B. Front desk	required to pursue the full range of career and postsecondary	perform job tasks in the hospitality industry	HSFL – Ch. 11 Hospitality Net
C. Reservations	educational opportunities within the hospitality services industry.		www.hospitalitynet.org/index.html • National Fire Protection Association
D. Uniformed services	(2) The student uses listening, oral, written, and media communication	(A) interpret verbal and nonverbal communication	www.nfpa.org
E. Telecommunications	skills in creating, expressing, and interpreting information and ideas,	(B) recognize and respond to guest needs	
F. Guest cycle	including technical terminology and information.	(C) outline procedures for processing messages	
	(5) The student uses information technology tools specific to hospitality service careers to access, manage, integrate, and create information.	(A) examine types of technology used to manage hospitality service operations	
	(8) The student reviews the importance of health, safety, and environmental management systems in organizations and their importance	(C) explain how key control procedures protect guests and minimize risks (D) explain how cash control	
	to organization performance and	procedures are used to protect funds	
	regulatory compliance.	(E) explain how guests and property are protected to minimize losses or liabilities	
	(9) The student understands roles within teams, work units,	(M) use guidelines for access control to determine guest and group	
	departments, organizations, inter- organizational systems, and the larger	admission procedures	
	environment.	(N) apply traffic control procedures to facilitate movement of people and vehicles	

Units of Study	Knowledge and Skills	Student Expectations	Resources (key on last page)
	(11) The student uses technological knowledge and skills required to pursue careers in hotel services.	(A) describe the necessary information collected during the registration process to correctly register guests	
		(B) explain how room rates are established with arriving guests to assign the appropriate rate	
		(C) explain how availability, room status, and other standard operating guidelines are used to assign rooms to arriving guests (D) explain how methods of payment are established with arriving guests to clarify payment procedures (E) explain how a hotel's computer system is used to create guest	
		accounts (F) summarize correct check-out procedures to prevent oversights or errors (G) examine the account settlement procedures on different types of payment	

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VI. Housekeeping			
A. Cleanliness B. Guest rooms C. Public areas	(1) The student gains additional academic knowledge and skills required to pursue the full range of career and postsecondary educational opportunities within the hospitality services industry.	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality industry	HSCC HSCG – Ch.19 HSFL – Ch. 12 Hospitality Net www.hospitalitynet.org/index.html
D. Laundry E. Contract services	(9) The student understands roles within teams, work units, departments, organizations, interorganizational systems, and the larger environment.	(F) summarize the importance of housekeeping standards to assure guest satisfaction (G) prepare a staffing guide to schedule various staff positions to assure guest satisfaction (H) investigate how operations manage inventories to maintain adequate quantities of recycled and non-recycled items (I) explain how a status report is used to ensure housekeeping standards (J) outline the factors to consider when determining the size of an inventory purchase to maintain desired quantities based on varying occupancy levels	

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VII. Human Resources			
A. Recruitment B. Compensation and benefits C. Policies and procedures	(1) The student gains additional academic knowledge and skills required to pursue the full range of career and postsecondary education opportunities within the hospitality services industry.	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality industry	HSCC HSCG – Ch. 10 HSFL – Ch. 17 Hospitality Net www.hospitalitynet.org/index.html O*Net Online
D. Performance management E. Training and development	(2) The student uses listening, oral, written, and media communication skills in creating, expressing, and	(A) interpret verbal and nonverbal communication	www.online.onetcenter.org • U.S. Department of Labor- Occupational Outlook Handbook www.bls.gov/oco
F. Employment law compliance	information.		www.bis.gov/oco
	(3) The student researches career opportunities and qualifications to	(C) manage work responsibilities and life responsibilities	
	broaden awareness of careers available in the hospitality industry.	(F) explain what is needed to achieve job advancement	
		(L) develop written organizational policies to ensure successful hospitality operations, guest satisfaction, and employee success	
		(N) research the major duties and qualifications for hospitality managerial positions	
	(4) The student examines and reviews ethical and legal responsibilities related to guests, employees, and conduct within the establishment to maintain high industry standards.	(B) examine laws regarding hiring, harassment, and safety issues (C) determine legal responsibilities and employer policies (D) analyze ethical considerations	

Units of Study	Knowledge and Skills	Student Expectations	Resources (key on last page)
VIII. Marketing and Sales			
A. The 4 P's B. Marketing plan	(1) The student gains additional academic knowledge and skills required to pursue the full range of career and postsecondary	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality industry	 HSCC HSCG – Ch. 12, 15, 20 HSFL – Ch. 18 Hospitality Net
C. Promotion methods	educational opportunities within the hospitality services industry.	(C) develop marketing techniques	www.hospitalitynet.org/index.html
D. Sales E. Event planning F. Catering	Sales (2) The student uses listening, oral, written, and media communication skills in creating, expressing, and interpreting information and ideas,	(D) exhibit public relations skills	
	(7) The student solves problems using critical-thinking skills independently and in teams.	(A) manage profitability by implementing effective marketing strategies (B) develop promotional packages	
	(9) The student understands roles within teams, work units, departments, organizations, inter-	(K) describe feasible collaboration with other industries to provide an inclusive product to the customer	
organizational systems, and the large environment.	(L) compare venues and the unique organizational structure of various operating units		
		(O) evaluate maintenance issues to determine if special training of personnel is required	
		(P) research ideas needed to develop programs and products unique to each venue	

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IX. Food and Beverage Indust	ry		
A. Types of food service businesses B. Functions of food service	academic knowledge and skills required to pursue the full range of	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality industry	 HSCC HSCG – Ch. 21-29 HSFL – Ch. 4-8 American Beverage Association
C. Types of menus	educational opportunities within the hospitality services industry.	(C) develop marketing techniques	www.ameribev.org • American Culinary Federation
D. Food production E. Food presentation	(9) The student understands roles within teams, work units,	(A) implement a set of operating procedures to comply with company	www.acfchefs.org • Food Marketing Institute www.fmi.org
F. Front of the house functions and staff G. Back of the house functions and	CHVII OHII CHE	requirements (B) evaluate prepared foods for quality and presentation to set quality standards in accordance with company standards	National Restaurant Association www.restaurant.org
staff H. Purchasing and receiving		(C) practice basic nutrition skills by planning, preparing, and presenting quality foods	
I. Banquets		(D) evaluate types of kitchen equipment to match equipment with correct cooking methodology	
J. Room service K. Beverage department		(E) use detailed processes to provide customer service in accordance with company policy	
	(10) The student uses technological knowledge and skills required to pursue careers in food service.	(A) use technology to develop a set of operating procedures to comply with company requirements	
		(B) analyze prepared foods for quality and presentation according to company standards	
		(C) provide customer service by following appropriate industry standards	

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X. Food Safety and Sanitatio	n		
A. Sources of foodborne illness	(1) The student gains additional academic knowledge and skills	(A) apply advanced reading, writing, and mathematical skills necessary to	• HSCC • HSCG – Ch. 24
B. Preventing foodborne illness	required to pursue the full range of career and postsecondary education	perform job tasks in the hospitality industry	HSFL – Ch. 9Food Safety www.foodsafety.org
C. Government regulations	opportunities within the hospitality services industry.		Hazard Analysis and Critical Control Point
D. HACCP	(8) The student reviews the importance of health, safety, and environmental management systems in organizations and their importance to organization performance and regulatory compliance.	(A) determine local safety and sanitation requirements	www.fda.gov/Food/FoodSafety/Hazar dAnalysisCriticalControlPointsHACCF/default.htm Occupational Safety and Health Administration www.osha.gov U.S. Food and Drug Administration www.fda.gov/Food/default.htm U.S. Food Safety and Inspection Service www.fsis.usda.gov
	(9) The student understands roles within teams, work units, departments, organizations, interorganizational systems, and the larger environment.	(A) implement a set of operating procedures to comply with company requirements	

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XI. Security	•		
A. Guest security	(1) The student gains additional academic knowledge and skills	(A) apply advanced reading, writing, and mathematical skills necessary to	• HSCC • HSCG – Ch. 17
B. Structural security	required to pursue the full range of career and postsecondary education	perform job tasks in the hospitality industry	HSFL – Ch. 13 Hospitality Net
C. Employee security	opportunities within the hospitality services industry.		www.hospitalitynet.org/index.html
D. Role of employees	(8) The student reviews the importance of health, safety, and	(A) determine local safety and sanitation requirements	
E. Prevention of monetary loss	environmental management systems in organizations and their importance to organization performance and regulatory compliance.	(B) determine solutions to emergency situations	
		(C) explain how key control procedures protect guests and minimize risks	
		(D) explain how cash control procedures are used to protect funds	
		(E) explain how guests and property are protected to minimize losses or liabilities	
		(F) outline safety and security issues for individuals and groups in multiple environments to minimize risks	
		(G) recognize potential, real, and perceived natural, social, or terrorism emergency situations in order to respond appropriately	
		(J) determine sources of assistance to use in emergency situations, including self, coworkers, customers, and guests	
		(K) examine safety and security information relevant to the venue	

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XII. Safety and Emergency F	rocedures		
A. Safety regulations	(8) The student reviews the importance of health, safety, and	(A) determine local safety and sanitation requirements	• HSCC • HSCG – Ch. 11
B. Accident prevention	environmental management systems in organizations and their importance	(B) determine solutions to emergency situations	HSFL – Ch.20Federal Emergency Management
C. Emergency planning	to organization performance and		Agency www.fema.gov
D. Types of emergencies	regulatory compliance.	(F) outline safety and security issues for individuals and groups in multiple environments to minimize risks	 Occupational Safety and Health Administration www.osha.gov
		(G) recognize potential, real, and perceived natural, social, or terrorism emergency situations in order to respond appropriately	
		J) determine sources of assistance to use in emergency situations, including self, coworkers, customers, and guests	
		(K) examine safety and security information relevant to the venue	

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XIII. Engineering		,	,
A. Functions of engineering B. Building and equipment C. Grounds maintenance	(8) The student reviews the importance of health, safety, and environmental management systems in organizations and their importance to organization performance and regulatory compliance.	(H) examine equipment safety, functionality, and durability to protect guests and minimize replacement costs (I) evaluate methods for equipment maintenance and repair to minimize down time	• HSCC • HSFL – Ch. 14 • HSCG – Ch.18
XIV. Law and Ethics A. Laws and regulations B. Licenses and inspections	(1) The student gains additional academic knowledge and skills required to pursue the full range of	(A) apply advanced reading, writing, and mathematical skills necessary to perform job tasks in the hospitality	• HSCC • HSCG – Ch. 32 • HSFL – Ch. 21
C. Liability issues D. Ethical issues	career and postsecondary educational opportunities within the hospitality services industry.	industry	
	(4) The student examines and reviews ethical and legal responsibilities related to guests, employees, and conduct within the establishment to maintain high industry standards.	D) analyze ethical considerations	

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XV. Career Development and Employability Skills				
A. Advantages of the hospitality industry B. Challenges of the hospitality	(1) The student gains additional academic knowledge and skills required to pursue the full range of career and postsecondary educational opportunities within the hospitality services industry.	and mathematical skills necessary to perform job tasks in the hospitality industry	HSCC HSCG – Ch. 5 HSFL – Ch.1, 22-23 America's Career InfoNet www.acinet.org/acinet Achieve Texas www.achievetexas.org	
industry C. Hospitality careers		(B) explain the effects that supply and demand have on the hospitality industry		
D. Preparing for a hospitality career	(3) The student researches career opportunities and qualifications to	(A) outline a plan for an effective job search	 Labor Market Career Information www.lmci.state.tx.us National Research Center for 	
E. Personal inventory	broaden awareness of careers available in the hospitality industry.	(B) demonstrate flexibility to learn new knowledge and skills		
F. Balancing multiple roles		(C) manage work responsibilities and life responsibilities	O*Net Online www.online.onetcenter.org	
G. Job search skills		(D) update a personal career portfolio	Texas Workforce Commission www.twc.state.tx.us	
H. On-the-job skills I. Advancement skills		(E) evaluate personal skills that may determine individual potential for growth within the hospitality industry	U.S. Department of Labor- Occupational Outlook Handbook www.bls.gov/oco	
J. Professional organizations		(F) explain what is needed to achieve job advancement		
		G) understand the role of professional organizations or industry associations		
		(H) examine the procedures in maintaining licensure, certification, or credentials for a chosen occupation		
		(J) analyze future employment outlooks		
		(K) demonstrate appropriate business and personal etiquette		

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XVI. Entrepreneurship			
A. Forms of ownership	(1) The student gains additional academic knowledge and skills	(A) apply advanced reading, writing, and mathematical skills necessary to	• HSCC • HSCG - Ch.8
B. Business plan	required to pursue the full range of career and postsecondary	perform job tasks in the hospitality industry	HSFL – Ch. 24 California Business Portal
C. Resources for entrepreneurs	educational opportunities within the hospitality services industry.		www.sos.ca.gov/business/be • Small Business Administration www.sba.gov
	(2) The student uses listening, oral, written, and media communication skills in creating, expressing, and interpreting information and ideas, including technical terminology and information.	(F) design and present a marketing tool to promote a hospitality product that may contribute to the local economy	
	(3) The student researches career opportunities and qualifications to broaden awareness of careers available in the hospitality industry.	(I) describe the types of facility ownership and determine the advantages and disadvantages for each	
	(7) The student solves problems using critical-thinking skills independently and in teams.	(E) create a business plan to examine employment opportunities in entrepreneurship	

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XVII. Technology			
A. Technology in the hospitality industry	(1) The student gains additional academic knowledge and skills required to pursue the full range of	perform job tasks in the hospitality	• HSCC • HSCG – Ch.4 • HSFL – Ch. 16
B. Internet research	career and postsecondary	•	Hospitality Net www.hospitalitynet.org/index.html
C. Website comparison	educational opportunities within the hospitality services industry.	(E) gather information from domestic and international sources using tools such as the Internet and maps to plan travel to other countries	
D. Technology etiquette			
written, and medi skills in creating, interpreting inforn including technica	(2) The student uses listening, oral, written, and media communication skills in creating, expressing, and interpreting information and ideas, including technical terminology and information.	(F) design and present a marketing tool to promote a hospitality product that may contribute to the local economy	
	(3) The student researches career opportunities and qualifications to broaden awareness of careers available in the hospitality industry.	(B) demonstrate flexibility to learn new knowledge and skills	
(5) The student uses information	(5) The student uses information technology tools specific to hospitality service careers to access, manage,	(A) examine types of technology used to manage hospitality service operations	
	integrate, and create information.	B) research website information on hospitality service operations	
		(C) evaluate current and emerging technologies provided by the hospitality industry to improve guest service	
	(10) The student uses technological knowledge and skills required to pursue careers in food service.	(A) use technology to develop a set of operating procedures to comply with company requirements	

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XVIII. Tourism			
A. What is tourism? B. Domestic destinations	(1) The student gains additional academic knowledge and skills	(A) apply advanced reading, writing, and mathematical skills necessary to	O*Net Online www.online.onetcenter.org USA gov International Travel
	career and postsecondary educational opportunities within the hospitality services industry.	perform job tasks in the hospitality industry	USA.gov Travel & Recreation www.usa.gov/Citizen/Topics/Travel/R ecreation.shtml
C. International destinations		(D) apply multiple time zones, climate,	
D. Careers in the tourism industry			
		(E) gather information from domestic and international sources using tools such as the Internet and maps to plan travel to other countries	
		(F) examine cultural differences of other areas, regions, and countries	
	(2) The student uses listening, oral, written, and media communication skills in creating, expressing, and interpreting information and ideas, including technical terminology and information.	(F) design and present a marketing tool to promote a hospitality product that may contribute to the local economy	

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	(5) The student uses information technology tools specific to hospitality service careers to access, manage, integrate, and create information.	(B) research website information on hospitality service operations	
	(12) The student uses technological knowledge and skills required to pursue careers in travel and tourism.	(A) develop technical vocabulary to enhance customer service	
		(B) compare and contrast diverse transportation and lodging options to increase customer choices	
		(C) examine elements of a dining experience expected to satisfy guests at varied facilities such as a boardwalk vendor, cruise ship, chain restaurant, and a five-star dining facility	
		(D) integrate various and diverse elements of the travel and tourism industry to create a personalized travel experience for a customer	
		(E) evaluate and compare services and products from related industries	

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Resources: Books	-		
нѕсс	Hospitality Services, High School Curriculum Caddy, CEV Multimedia, Ltd., 2004		ISBN: 1569186928
HSCG HSFL	,		www.depts.ttu.edu/hs/ccfcs
Resources: Websites	Triospitality Services. I ood and Lodging	g, Goodheart-Willcox Company, 2004	10BN: 1390701320
American Beverage Association	www.ameribev.org		
American Culinary Federation	www.acfchefs.org		
America's Career InfoNet	www.acinet.org/acinet		
Achieve Texas	www.achievetexas.org		
California Business Portal	www.sos.ca.gov/business/be		
Cornell University School of Hotel			
Administration		earch/library/tools/links/categories.html	?id=6&name=Lodging+Industry
Federal Emergency Management	www.fema.gov		
Food Marketing Institute	<u>www.fmi.org</u>		
Food Safety	www.foodsafety.gov		
Hazard Analysis and Critical Control			
Point		<u> lazardAnalysisCriticalControlPointsHAC</u>	CP/default.htm
Hospitality Net	www.hospitalitynet.org/index.html		
Labor Market and Career Information			
National Fire Protection Association	www.nfpa.org		
National Restaurant Association	www.restaurant.org		
National Research Center for Career			
and Technical Education	www.nccte.org		
O*Net Online	www.online.onetcenter.org		
Occupational Safety and Health			
Administration	www.osha.gov		
Small Business Administration	www.sba.gov		
Texas Workforce Commission	www.twc.state.tx.us		
U.S. Department of Labor	www.doleta.gov/brg/Indprof/Hospitality	<u>.cfm</u>	
U.S. Department of Labor-			
Occupational Outlook Handbook	www.bls.gov/OCO		
U.S. Food and Drug Administration	www.fda.gov/Food/default.htm		
U.S. Food Safety and Inspection			
Service	www.fsis.usda.gov		
USA.gov International Travel	http://www.usa.gov/Citizen/Topics/Trav	vel/International.shtml	

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USA.gov Travel & Recreation	http://www.usa.gov/Citizen/Topics/Trav	vel/Recreation.shtml	