

***Lodging Management Program (LMP) Alignment
with Pennsylvania Academic Standards for
Reading, Writing, Speaking and Listening***

LMP Learning Activities	Reading Standards	Writing Standards	Speaking and Listening Standards	Language Arts Skills & Concepts
Locating Resources Ch. 1	1.1.11-A			1.1 Learning to Read Independently
Building Vocabulary Ch. 1-15	1.1.11-E			
Reservations Ch. 6	1.2.11-A			1.2 Reading Critically in all Content Areas
Sales Presentations Ch. 7	1.2.11-B			
Writing Mission & Objectives—Ch. 2		1.4.11-B		1.4 Types of Writing
Service Strategies—Ch. 2		1.4.11-B		
Memos, Reports, Training Materials—Ch. 6		1.4.11-C		
Written Career Plan Ch. 3		1.4.11-D		
Resume—Ch. 3		1.4.11-E		
Portfolio—Ch. 3				
Selling, Sales Script Ch. 7		1.5.11-A		1.5 Quality of Writing
Selling Benefits Ch. 7		1.5.11-B		
Writing Policy & Procedure Manuals—Ch. 4		1.5.11-C		
Writing Performance Standards—Ch. 10		1.5.11-C		
Revising Writing—Ch. 3		1.5.11-E		
Editing Writing—Ch. 3		1.5.11-F		
Guest Complaints—Ch. 4			1.6.11-A	1.6 Speaking and Listening
Telephone Policies—Ch. 5			1.6.11-C	
Housekeeping—Ch. 15			1.6.11-D	
Security—Ch. 4			1.6.11-E	
Equipment—Ch. 13			1.6.11-F	
Targeting a Market Segment—Ch. 2			1.8.11-A,B,C	1.8 Research
Researching a Position—Ch. 3			1.8.11-A,B,C	
Computer Research Ch. 1			1.8.11-A,B,C	

***Lodging Management Program (LMP) Alignment
with Pennsylvania Academic Standards for
Mathematics***

LMP Learning Activities	PA Mathematics Standards	Mathematical Concepts
Settling Accounts Ch. 8	2.1.11-A	2.1 Numbers, Number Systems, and Number Relationships
Cash Sheets—Ch. 8	2.1.11-A	
Guest Folio—Ch. 9	2.2.11-A	2.2 Computation and Estimation
Reservation Decisions—Ch. 6	2.2.11-B	
Forecasting—Ch. 6	2.2.11-D	
Guest History Record—Ch. 8	2.2.11-F	
Procedures—Ch. 4	2.3.11-C	2.3 Measurement and Estimation
Internal Control—Ch. 8	2.4.11-B	2.4 Mathematical Reasoning and Connections
Evaluating Operations—Ch. 8	2.4.11-E	
Occupancy Ratios—Ch. 8	2.5.11-A	2.5 Mathematical Problem Solving and Communication
Productivity—Ch. 10	2.5.11-A	
Analyzing Guest Perceptions Ch. 4	2.5.11-B	
Room Revenue Analysis—Ch. 8	2.5.11-C	
Night Auditing—Ch. 9	2.5.11-D	
SWOT Analysis—Ch. 3	2.6.11-B	2.6 Statistics and Data Analysis
Scheduling—Ch. 10	2.6.11-D	
Daily Occupancy—Ch. 8	2.7.11-C	2.7 Probability and Predictions
Inventories—Ch. 11	2.8.11-B	2.8 Algebra and Functions
Housekeeping—Ch. 10, 11	2.8.11-C	
Laundry Management—Ch. 13	2.8.11-I	
Carpet Maintenance—Ch. 14	2.8.11-Q	