

## Golf and Club Management

A Two-Year Ontario College Diploma with  
Co-operative Education Endorsement

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### The Program

This tailor-made co-operative education program allows applicants the opportunity to explore the numerous career opportunities available in the ever growing golf and club industry, not only in Ontario, but nationally and internationally.

### Content

Students will develop expertise in financial and business challenges specific to these types of facilities, such as: human resources, membership management, accounting functions and the list goes on.....

Students will also gain practical exposure to all the equipment and landscape concerns required to run a successful recreational facility. They will gain a strong appreciation for retail management and for the necessities of a strong food and beverage department.

### Outcomes

Upon graduation students can anticipate careers in a multitude of positions:

- Pro Shop Assistant/Manager
- Recreational Club Assistant Manager
- Membership Manager
- Facilities Assistant/Manager
- Food and Beverage Assistant/Manager
- Assistant Events Planner
- Assistant Tournament Coordinator
- Facilities Club Client Services
- Retail Assistant/Manager
- Recreational Sales and Marketing
- Turf Labourer
- Assistant Facilities and Groundskeeper

### Skill Levels

The Golf and Club Management program is inspired by the educational competencies of the Canadian Society of Club Managers (CSCM).

Learning outcomes are as follows:

- Food and beverage management
- Accounting and financial management
- Leadership and organizational skills
- Human and professional resource management
- Membership management and marketing
- Guest relations
- Law and insurance (risk management)
- Business operations/golf services
- Golf software and technology
- Event and facility management
- Turf management

Students receive both theoretical and practical education to improve their skill set to apply in an experiential club environment.

### Sample Co-op Progression Chart:

September Intake Only			
	Sept-Dec	Jan- Mar	Apr-Oct
Year 1	Academic Term 1	Academic Term 2	Work Term
	Oct – Dec	Jan- Mar	
Year 2	Work Term 3	Academic Term 4	

## Course Outline

*For the official Degree Audit, please see Registrar's Office*

### Year 1 – Take all of the following Mandatory Courses

Gen Ed – Take a 3 credit Gen. Ed. elective course

BUSI-1063	Business for Club Managers – Intro
RECN-1040	Golf & Recreation in Canada
RECN-1028	Playing the Game
SANI-1002	Sanitation & Safety
WRIT-1042	Reason & Writing I – Tourism & Hosp
FDMG-1021	Food & Beverage - Practical
FDMG-1019	Food & Beverage Service Theory
BEVR-1001	Mixology
HORT-1042	Turf Management I
DEVL-1039	Career Strategies
COMP-5054	Software Solutions
MGMT-1200	Leadership & Organizational Skills
MKTG-1059	Marketing for Tourism & Hospitality
ACCT-1064	Principles of Accounting for Clubs
HOTL-1003	Guest Relations
FDMG-1039	Dining for Professional Success
HORT-5006	Turf & Course Design - Adv
COOP-1020	Co-op Ed Employment Prep

### Year 2 – Take all of the following Mandatory Courses

ACCT-3031	Principles of Accounting II for Clubs
HOTL-3004	Food Beverage & Labour Cost Control
MRCH-1012	Golf Shop Operations & Retail
MGMT-1160	Club - Project Management Strategies
COMM-3041	Prof Communication for Tour/Hosp
BEVR-1004	Wines of the World
MGMT-5052	Guest Membership Sales Management
LAWS-1029	Law & Insurance – Hospitality Industry
MGMT-5035	Golf & Club Facilities Management
MGMT-5036	Golf & Club Management Capstone
HOSP-5001	Hospitality HR Management
ECON-6001	World Economics
FINA-1027	Personal Finance

## Why Should You Hire a Co-op Student?

Many employers feel today's graduates have no concept of the "real" world of work; we are providing this experience in Co-operative Education. Any job that gives the student related background in your business would be suitable.

Eligible employers can claim a tax credit for each qualifying work placement for up to \$3000.

Co-operative Education students are ultimately looking ahead to careers in businesses such as yours. For this reason they are not expecting to simply put in time on the job, but are eager to get involved and make a worthwhile contribution. Participation in co-operative education also gives the employer the opportunity to try out a student's capabilities without obligation or commitment to permanent employment.

This work oriented educational system integrates classroom study and paid, on-the-job work experience, by alternating periods in College with periods of employment by co-operating organizations.

The working experience will ideally increase in difficulty and responsibility as the student progresses academically. However, the College realizes it is often difficult in practice to do this.

It is essential that the work experience be a normal one; that the student be treated like a regular company employee so that a realistic picture of the working environment in that field may be obtained. Perhaps most important is what students gain from the working experience, i.e. an attitude for success and the ability to get along with co-workers at all levels.

### Program Requirements:

- Take one 3-credit General Education (Gen.Ed.) elective Course
- Program Residency

Students must complete a minimum of 21 credits in this program at Fanshawe College to meet the Program Residency requirement and graduate from this program.

