



HOSPITALITY MANAGEMENT COMPETITION

Competition details

Objective

- Demonstrate general Hospitality Management knowledge, through a written test in group
- Demonstrate Hospitality Management knowledge, by playing a business simulator
- Make a team presentation regarding the strategy, decision taking, results (preview and actual) and other subjects concerning the simulator rounds

Team & Language

Teams:

Teams will consist of two students from different schools and countries and drawn by the jury.

It is possible to exist a team of three students in one of the following cases:

- The final number of candidates is unpaired;
- Disqualification of one of the competitors;
- Competitors last minute abandonment;

Language

- English (oral and written) is the compulsory language at all the competition phases: briefings, work plan (written), communication with teammates and judges during the different tasks. Minimum level of English: B2 (according to AQF).
- Immediately after the announcement of the teams' constitution, team members should check whether correct communication in English within the team is possible. If there is serious doubt, the team should report this to the Head Judge immediately. Complaints about language problems will not be accepted after written test is launched.

Important notes

- Participants should bring their own laptop and a USB stick for emergency cases;
- Competitors must wear their full professional uniform;
- All rules and regulations must be adhered including the General AEHT Competition Rules;
- Teams will be assessed by the jury, for a maximum classification of 100 points, according to the following guidelines:
 - Group Written test: 20 points (max)
Based upon Mr. Robert Bosma Masterclass and general knowledge on Hospitality Management
 - Pitch & Teamwork: 40 points by the jury plus 10 points by the other teams
Evaluation criteria: Team engagement and professional attitude, Adopted strategy, Presentation support, Fluency and Communication skills, Q&A



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- **Simulator Results:** 30 points
- Team members must observe all competition schedules and attend the Masterclass held by Mr. Robert Bosma (place and time to be announced);
- **Each team will have up to 15 minutes to present their strategy, decisions and appraise the results of the Simulator and justify its decisions and business options, in front of a jury;**
- The presentation should show evidence of research, teamwork and hospitality management knowledge
- The jury will then appraise the results of each team and will classify them according with the best operational and financial results.
- The jury decision is final. In case of any conflict, the Head Judge will have the final decision;
- The briefing and the final presentations are both open to the public.

RESPONSIBLES & TASKS

- **Judges (responsible - Theo Verkoyen)**
In charge of the overall coordination of the competition, decision maker in case of any misunderstanding or non-conformity.
Responsible for sending to the participants, by mail, all info about the assessment process and the presentation model
Responsible for the organization of Mr. Robert Bosma Masterclass
- **Professional judge (responsible – Kristi Tarik)**
Chosen within local professionals (general manager, revenue manager or F.O. manager) If possible, should be present at Briefing (1st day) to meet the students. In Presentation day (last day) it would be fantastic if he/she could do a short Talk presenting him/herself and giving his/her vision over the industry
- **CESIM Presentation (responsible – CESIM & Rui Santos & Paulo M. Vaz)**
Presentation of the simulator game allowing students to be familiarised with the assigned Project (Hotel profile, marketing details, F&B outlets, sales reports, timetables, number of plays, deadline for conclusion, etc.)



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COMPETITION SCHEDULE

Tuesday 02.11.21			
Hosp. Cmpt. Briefing & Written test	15h00/18h00		Hospitality Competition Teams
CESIM presentation			18h00/23h00
Practice round 1			
Practice round 2			
Wednesday 03.11.21			
Round 1	till 11h30	-	Hospitality Competition Teams
Round 2	till 14h30	-	
Round 3	till 17h30	-	
Round 4	till 20h30	-	
Thursday 04.11.21			
Presentations	08h30/12H00		Hospitality Competition Teams
Final feedback	12h15/13h00		Jury & students

Day of the briefing

- Competitors briefing & announcement of the teams by the Head Judge;
- Immediately after the announcement of the teams, team members check whether correct communication in English within the team is possible. If there is serious doubt, the team should report this to the Head Judge immediately. Complaints about language problems will not be accepted later on;
- Research is limited to students' own textbooks and personal notes. No books will be supplied; Competitors must have an memory stick;
- Competitors will be allowed to familiarize themselves with the competition area.