



HOSPITALITY MANAGEMENT COMPETITION

Competition details

Objectives

- Demonstrate general Hospitality Management knowledge, through an individual written test
- Demonstrate Hospitality Management knowledge, by playing a business simulator
- Make a team presentation regarding the strategy, decision taken, results (prevue and obtained) and other subjects concerning the simulator rounds.

Teams & Language

Teams:

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

It may happen that there is 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;
- Competitors must wear their full professional uniform;

Language

- It is compulsory that English (oral and written) is the language to be used in 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 no longer be accepted after written test is launched.

Important notes

- Participants should bring their own laptop and USB stick for emergency cases;
- All rules and regulations must be adhered including the General AEHT Competition Rules;
- Teams will be assessed by the jury according to the following guidelines:
 - Individual written test: 20 points (max)
 - Teamwork: 20 points (max)
Evaluation criteria: Task distribution (who did what), team members participation (time distribution)
 - Presentation of the results: 30 points (max - 20 points by the jury + 10 points by the competing teams). Evaluation criteria: Communication skills, professional attitude, IT skills, Language fluency
 - Simulator Results: 30 points



- The presentation should show evidence of research, team work and hospitality management knowledge
- Each team will have up to 20 minutes to present their strategy, decisions and appraise the final results of the Simulator and justify its decisions and moves, in front of a jury (and public);
- The jury, will then appraise the results of each team, and will classify them according with the best operational and financial results.
- The briefing and the final presentations are both open to the public;
- The jury decision is final. In case of any conflict, the Head Judge will have the final decision.

COMPETITION SCHEDULE

Date	Timetable	Activity	Organised by	Local		
Day 1/Tuesday	13/nov	9:45/12:00	Welcome ceremony	AEHT Organization	Westcord Plaza Hotel	
		14:00/15:00	Masterclass			
		15:30/17:00	Hosp. Cmpt. Briefing & Professional Judge Talk (up to 30')	Hospitality Competition Team	Friesland College	
		17:15/18:15	Written test			
		18:30	CESIM presentation Practice rounds (2)			Hospitality Comp. Team & CESIM
Day 2/Wednesday	14/nov	08:30	Round 1	Hospitality Competition Team		Friesland College
		11:00	Round 2			
		12:00/13:00	HEG Talk	Hospitality Comp. Team & HEGroup		
		15:00	Round 3	Hospitality Competition Team		
		17:30	Round 4			
Day 3/Thursday	15/nov	08:30/13:00	Presentations preparation	Teams	Friesland College	
		14:30/18:30	Presentation + final feedback jury & students	Hospitality Competition Team		

NOTE: Between Round 2 and 3 a short competition briefing will be held

Professional judge (responsible – local Coordinator)

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.)

HEG Presentation (responsible – Rui Santos & Paulo M. Vaz)

It consist on a Talk about any relevant issue for the industry, as Revenue Management, Sustainability, IT, Artificial Intelligence, etc.