



## Course Syllabus

<b>Course Code</b>	<b>Course Title</b>	<b>ECTS Credits</b>
HOSP-495	Hospitality Business Simulation	6
<b>Prerequisites</b>	<b>Department</b>	<b>Semester</b>
Senior	Management	Fall/ Spring
<b>Type of Course</b>	<b>Field</b>	<b>Language of Instruction</b>
Major/Elective	Hospitality	English
<b>Level of Course</b>	<b>Lecturer(s)</b>	<b>Year of Study</b>
1 <sup>st</sup> Cycle	Dr Efthymiou/Mr Charalambous/ Ms Orphanidou / Mr Panayiotou	3 <sup>rd</sup> /4 <sup>th</sup>
<b>Mode of Delivery</b>	<b>Work Placement</b>	<b>Corequisites</b>
Face to face	N/A	None

### Course Objectives:

**The main objectives of the course are to:**

- Engage students in a creative simulated hotel and restaurant learning environment.
- Stimulate problem solving through adaptive case study scenarios.
- Apply skills, competencies and knowledge towards a profitable, viable and sustainable hotel and restaurant business.
- Create a healthy competitive environment while enhancing learners' business and strategic skills.

### Learning Outcomes:

After completion of the course students are expected to be able to:

1. Analyse the key operational & environmental variables that influence hotel and restaurant operations in a competitive setting.
2. Recognize financial implications of operational decisions by linking the decisions to cash flows and bottom line performance.
3. Identify financial opportunities leading to hotel profitability and financial viability.
4. Critically evaluate strategic decisions on hotel performance indicators i.e. RevRAR, ADR, GOPPAR, KPI, Min LOS, Occ.
5. Apply sustainable business principles while improving financial performance and delivering value for all stakeholder.

**Course Content:**

- Operate a 140 rooms hotel for 12 weeks in a simulated and competitive environment.
- Apply market research leading the hotel to a profitable business.
- Adjust room rates vs competitors.
- Resolve engineering and maintenance problems.
- Housekeeping staffing.
- Selling meetings/banquets.
- Staffing events appropriately and Balanced scorecards/ Guest satisfaction.
- Responsible environmental practices for a sustainable hotel operation.
- Produce Key figures report (including Hotel operations and satisfaction report, Restaurant operations and satisfaction report, Personnel report, Facilities report, Financial reports, Financial statements, Cash and borrowing calculations, Revenue splits - different splits.
- Key ratios.
- Reflect on the decisions taken.

**Learning Activities and Teaching Methods:**

Lectures, Simulation scenarios , Case studies , team project , presentations , team competitions

**Required Textbooks / Readings:**

Title	Author(s)	Publisher	Year	ISBN
CESIM Hospitality Simulation for Hotel and Restaurant Management	Cesim Business Simulation Games	Cesim Business Simulation Games	2021	<a href="https://www.cesim.com/">https://www.cesim.com/</a>
SLATE Hotel Simulation	AHLEI		2015	
Hospitality Case Simulation/ Case studies	Knowledge Matters		2020	