



## HOSPITALITY MANAGEMENT COMPETITION

### Competition details

#### Objective

- Demonstrate general Hospitality Management knowledges, through an individual written test
- Demonstrate Hospitality Management knowledges and skills, by playing a business simulator
- Make a team presentation regarding the strategy, decision making, results (previewed and actual) and other subjects concerning the simulator use.

#### Teams & 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.

#### RESPONSIBLES & TASKS

- **Judges (responsible – Paulo Morais Vaz)**  
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 mode and create conditions for the online phase along with local coordinator.  
In charge of managing judges and all their needs in terms of the competition.
- **Professional judge (responsible – Aliona Dabrinkienė)**  
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 – Andrés Velasquez & Paulo Morais 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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6<sup>th</sup> – 11<sup>th</sup> November 2023  
Vilnius, Lithuania



### Important notes

- Participants should have their own laptop and a USB stick.
- 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:
  - 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
  - Simulator Results: 30 points
  - Other Teams assessment: 10 points based on the Pitch
- Team members must observe all competition schedules and attend the Masterclass “Mind Your Guest” presented by Mr. Robert Bosma (place and time to be announced during the Annual Conference).
- **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.
- If a judge has a participant from his own school, his evaluation will be the average evaluation of other judges (no one will be allowed to judge its own student)
- 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, as well as the feedback exchange.
- Research is limited to students’ own textbooks and personal notes. No books will be supplied.

### Launching Day – online (25<sup>th</sup> September)

- Head Judge and Local Coordinator Presentation
- Competitors Presentations
- General briefing & announcement of the teams by 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.
- CESIM Presentation
- Game launching



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### Briefing Day - on site (7<sup>th</sup> November)

- Short presentation by the Professional Judge about Hospitality Management challenges in Vilnius Hotels
- Written Test
- On site competition

### COMPETITION SCHEDULE

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Monday	25/09 TO 06/11	Tuesday	Wednesday	Thursday
25/09		07/11	08/11	09/11
Online Competition on launching day	Online Gaming sessions	On site Welcome & Briefing Sessions	On site Working day	On site Final Presentations