

LESSON PLAN FOR 2026 – 2027 (WINTER)

5TH SEMESTER HM&CT

DISCIPLIN : HM & CT	SEMESTER - 5 TH (W)	NAME OF THE TEACHING FACULTY : ANITA KUMARI PATI
Subject code - HMCTPC301/TH-1- Hotel Facility and Planning	NO. OF DAYS/PER WEEK CLASS ALLOTTED - 3	SEMESTER FROM DATE : 01.07.2026 TO 05.11.2026
WEEK	CLASS DAY	THEORY/ PARTICAL TOPICS
1 ST	1 ST , 2 ND , 3 RD	UNIT-I Understanding Hotel Classification & Guidelines
2 ND	1 ST , 2 ND , 3 RD	Indian context Introduction to hotels, types of hotels; Architectural features
3 RD	1 ST , 2 ND , 3 RD	facilities and Services in star, heritage & apartment hotels
4 TH	1 ST , 2 ND , 3 RD	UNIT-II Hotel design Introduction, design considerations
5 TH	1 ST , 2 ND , 3 RD	Systematic Layout planning (SLP)
6 TH	1 ST , 2 ND , 3 RD	Rules for Allocation of space in a hotel, formulation of project / feasibility report
7 TH	1 ST , 2 ND , 3 RD	UNIT-III Kitchen & Restaurant Design Basic Physical Layout of kitchen
8 TH	1 ST , 2 ND , 3 RD	Basic Physical Layout of restaurant, Designing & planning Kitchen
9 TH	1 ST , 2 ND , 3 RD	Designing & planning Restaurant & restaurant bar
10 TH	1 ST , 2 ND , 3 RD	UNIT-IV Specification for equipment, ventilation, kitchen safety & various storage facilities
11 TH	1 ST , 2 ND , 3 RD	Features of good kitchen, care and maintenance of kitchen equipment, kitchen equipment specifications
12 TH	1 ST , 2 ND , 3 RD	Food store: definition & types, role of a storekeeper, beverage storage facilities

13 TH	1 ST , 2 ND , 3 RD	UNIT-V Project management & Masterpieces of Facility planning The network models (CPM / PERT)
14 TH	1 ST , 2 ND , 3 RD	Drawing of a Network diagram, Project cost analysis
15 TH	1 ST , 2 ND , 3 RD	Few masterpieces of facility planning in Hotels & Restaurant

Aulab's
01/01/25

Signature of Assign Faculty

Ana
01/01/25

Academic Co-ordinator

Aulab's
01/01/25

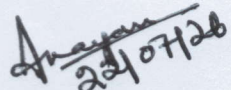
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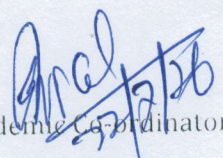
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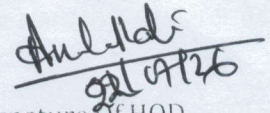
5TH SEMESTER HM&CT

DISCIPLIN : HM & CT	SEMESTER - 5 TH (W)	NAME OF THE TEACHING FACULTY : <i>Ashwita Nayen</i>
Subject code - HMCTPC303/TH-2- Hotel Sales and Marketing	NO. OF DAYS/PER WEEK CLASS ALLOTTED - 3	SEMESTER FROM DATE : 01.07.2026 TO 05.11.2026
WEEK	CLASS DAY	THEORY/ PARTICAL TOPICS
1 ST	1 ST , 2 ND , 3 RD	UNIT I 1. Customer value / Customer satisfaction 2. Stake holders3. Process
2 ND	1 ST , 2 ND , 3 RD	4. Resources 5. Value chain 6. Value Delivery network
3 RD	1 ST , 2 ND , 3 RD	UNIT: II 1. Attracting customers 2. The need of customer retention
4 TH	1 ST , 2 ND , 3 RD	Key to relationship marketing 1. Customer profitability / Structural Ties
5 TH	1 ST , 2 ND , 3 RD	2. Implementing Total Quality Management
6 TH	1 ST , 2 ND , 3 RD	UNIT: III 1. Business Mission 2. SWOT Analysis, Goal formulation
7 TH	1 ST , 2 ND , 3 RD	Strategic Formulation, 3. Programme Formulation 4. Implementation / Feedback and Control
8 TH	1 ST , 2 ND , 3 RD	UNIT: IV BUYER BEHAVIOR IN THE CONSUMER MARKET 1. Cultural factors / Social Factors / Psychological Factors
9 TH	1 ST , 2 ND , 3 RD	2. Buying Roles / Buying behavior, 3. Problem Recognition

10 TH	1 ST , 2 ND , 3 RD	UNIT: V 1. Product Levels / Hierarchy / Classification / Mix SETTING THE PRICE 2. Objective / Determining Demand
11 TH	1 ST , 2 ND , 3 RD	Estimating Costs / Analysis competitors cost 3. Prices and offers / Pricing method and final price / Adoption of pricing
12 TH	1 ST , 2 ND , 3 RD	4. Discounts and allowances / promotional pricing / Discriminative pricing
13 TH	1 ST , 2 ND , 3 RD	UNIT: VI 1. Growth and Benefit of Direct Marketing 2. Marketing in the 21st century
14 TH	1 ST , 2 ND , 3 RD	E commerce 3. Online Consumer / Online marketing / Advantages and Disadvantages
15 TH	1 ST , 2 ND , 3 RD	4. Promise and challenges of online marketing


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5TH SEMESTER HM&CT

DISCIPLIN : HM & CT	SEMESTER - 5 TH (W)	NAME OF THE TEACHING FACULTY : ANITA KUMARI PATTI
Subject code - HMCTPE301/TH-3- Accommodation Management	NO. OF DAYS/PER WEEK CLASS ALLOTTED - 3	SEMESTER FROM DATE : 01.07.2026 TO 05.11.2026
WEEK	CLASS DAY	THEORY/ PARTICAL TOPICS
1 ST	1 ST , 2 ND , 3 RD	UNIT-I Lost & Found Procedure
2 ND	1 ST , 2 ND , 3 RD	Keys-Types & Key Control
3 RD	1 ST , 2 ND , 3 RD	Files & Registers maintained in HK department
4 TH	1 ST , 2 ND , 3 RD	UNIT-II Basic classification of cleaning Agents
5 TH	1 ST , 2 ND , 3 RD	Ph. Scale Hardness of water-hard
6 TH	1 ST , 2 ND , 3 RD	soft, temporary & permanent hardness of water
7 TH	1 ST , 2 ND , 3 RD	UNIT-III a) Basic classification of cleaning equipment b) Types of manual & equipment
8 TH	1 ST , 2 ND , 3 RD	Types of mechanical equipment c) Types of vacuum cleaners
9 TH	1 ST , 2 ND , 3 RD	d) Use care & storage of cleaning equipment
10 TH	1 ST , 2 ND , 3 RD	UNIT-IV CLEANING & MAINTAINING PUBLIC AREAS a) Entrance b) Lobbies c) Front Desk

11 TH	1 ST , 2 ND , 3 RD	d)Elevators e)Staircases f)Guest Corridors
12 TH	1 ST , 2 ND , 3 RD	g)Public Restrooms h)Banquet Halls i)Dining Rooms j) Leisure Areas
13 TH	1 ST , 2 ND , 3 RD	UNIT-V a) Types of cleaning b) Routine cleaning
14 TH	1 ST , 2 ND , 3 RD	c) Weakly cleaning d) Periodic Cleaning
15 TH	1 ST , 2 ND , 3 RD	e) Spring Cleaning f) Special Cleaning

Amal K. S.
01/07/25

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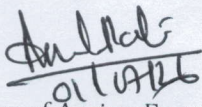
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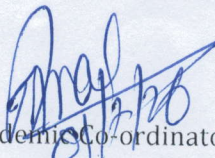
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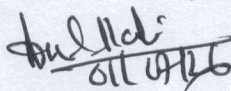
LESSON PLAN FOR 2026 – 2027 (WINTER) **5TH SEMESTER HM&CT**

DISCIPLIN : HM & CT	SEMESTER - 5 TH (W)	NAME OF THE TEACHING FACULTY : ANITA KUNARI PATI
Subject code - HMCTPE303/TH-4 - Travel and Tourism	NO. OF DAYS/PER WEEK CLASS ALLOTTED - 3	SEMESTER FROM DATE : 01.07.2026 TO 05.11.2026
WEEK	CLASS DAY	THEORY/ PARTICAL TOPICS
1 ST	1 ST , 2 ND , 3 RD	UNIT-I Introduction Tourism products: meaning, characteristics, classification Heritage: meaning, types,
2 ND	1 ST , 2 ND , 3 RD	heritage sites of India Historic monuments of tourist significance: forts, palaces, museums, art galleries
3 RD	1 ST , 2 ND , 3 RD	UNIT - II Architecture & religion Architectural Heritage of India
4 TH	1 ST , 2 ND , 3 RD	Popular religious centers of India: Hindu, Buddhist, Jain, Muslim and Christian
5 TH	1 ST , 2 ND , 3 RD	UNIT - III Nature based products Islands and beaches Deserts and Hill stations
6 TH	1 ST , 2 ND , 3 RD	Protected areas: Wildlife sanctuaries, national parks
7 TH	1 ST , 2 ND , 3 RD	UNIT-IV Special interest tourism products Performing art of India classical dances, folk dances, folk culture
8 TH	1 ST , 2 ND , 3 RD	Handicrafts and textiles of eastern India Fairs and Festivals of India
9 TH	1 ST , 2 ND , 3 RD	UNIT-V

		Tourism: Concepts Definitions and historical development of tourism
10 TH	1 ST , 2 ND , 3 RD	Types of tourist-Visitor-Excursionist Types and Forms of Tourism,
11 TH	1 ST , 2 ND , 3 RD	Tourism system: Nature, characteristic Tourism: Components and Characteristics
12 TH	1 ST , 2 ND , 3 RD	UNIT-VI Domestic and International Tourism Domestic Tourism: features, pattern of growth and profile International tourism
13 TH	1 ST , 2 ND , 3 RD	Tourist generating and destination regions Tourism motivation and tourism demand
14 TH	1 ST , 2 ND , 3 RD	UNIT-VII Tourism Impacts Positive and Negative
15 TH	1 ST , 2 ND , 3 RD	Influences of Tourism; Economic, Socio-Cultural, and Environmental Impact.


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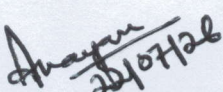

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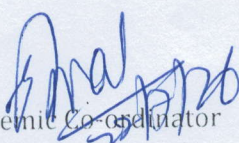

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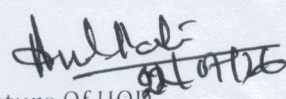
LESSON PLAN FOR 2026 – 2027 (WINTER) **5TH SEMESTER HM&CT**

DISCIPLIN : HM & CT	SEMESTER - 5 TH (W)	NAME OF THE TEACHING FACULTY : <i>Ashweta Nayau</i>
Subject code – OE301/TH-5(B) LEADERSHIP AND MANAGEMENT SKILLS	NO. OF DAYS/PER WEEK CLASS ALLOTTED - 3	SEMESTER FROM DATE : 01.07.2026 TO 05.11.2026
WEEK	CLASS DAY	THEORY/ PARTICAL TOPICS
1 ST	1 ST , 2 ND , 3 RD	UNIT-I Leadership & Management, concept, principles. • Definition of leadership, management • Leadership theories • Leadership characteristics
2 ND	1 ST , 2 ND , 3 RD	Principles of management • Managerial functions
3 RD	1 ST , 2 ND , 3 RD	• Leader v/s Manager, Leader/Manager traits and character • Leadership Styles
4 TH	1 ST , 2 ND , 3 RD	UNIT-II • Human Resource Management: Meaning, Nature, Objectives, Scope • Job & Job analysi
5 TH	1 ST , 2 ND , 3 RD	• Staff Development: Need and Objectives of Staff Development, Approaches • Training & developme
6 TH	1 ST , 2 ND , 3 RD	• Organizational Development: Components of OD process. • Learning organization
7 TH	1 ST , 2 ND , 3 RD	UNIT-III Personal disposition,skills & abilities of leaders

		• Self-awareness • Leadership characteristics, traits
8 TH	1 ST , 2 ND , 3 RD	• Leadership skills & abilities • Emotional intelligence & its components, importance in leadership
9 TH	1 ST , 2 ND , 3 RD	• Communication skills for effective leadership, barriers to effective communication, Active Listening, Mindful listening. • Leading & Mentorship – Influencing & mentoring
10 TH	1 ST , 2 ND , 3 RD	UNIT-IV Leader's role in Motivating, Inspiring and Transformative leadership, nurturing team-work • Goal setting & leadership • Transformative Leadership, vision & envisioning
11 TH	1 ST , 2 ND , 3 RD	• Motivational role of leader in people management • Group & team
12 TH	1 ST , 2 ND , 3 RD	• Team dynamics • Conflict management, strategies in managing conflicts
13 TH	1 ST , 2 ND , 3 RD	UNIT- V Change Management & Leadership • Models of change • Forces driving change
14 TH	1 ST , 2 ND , 3 RD	• Change Management – process, goal, importance • The process of change happening in an organization
15 TH	1 ST , 2 ND , 3 RD	• Key aspects of leadership in change management – responsibilities of a change leader.


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