



**BBA HONS HOSPITALITY MANAGEMENT**  
**(Under Choice Based Credit System Based on UGC Guidelines)**  
**BBA Hospitality Management Semester- III**

|                             |             |                     |                               |
|-----------------------------|-------------|---------------------|-------------------------------|
| Course Code                 | UM03MABBH03 | Title of the Course | Front Office Management (T+P) |
| Total Credits of the Course | 04          | Hours per Week      | 4                             |

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|---------------------------|---|
| <b>Course Objectives:</b> | 1. To acquire conceptual and practical knowledge of the Group handling        |
|                           | 2. To get the knowledge of Complementary services in hotels.                  |
|                           | 3. To impart skills for the operations of front office department in a hotel. |
|                           | 4. To get the knowledge of hotel's PMS.                                       |
|                           | 5. To get the knowledge of bell desk.   |

| Course Content |  |                |
|----------------|--|----------------|
| Unit           | Description  | Weightage *(%) |
| 1.             | <b>Group Handling</b> <ul style="list-style-type: none"> <li>• Definition Of Group, Complimentary Policy, types of group and group Rate.</li> </ul> <b>Role of Travel Companies:</b> <ul style="list-style-type: none"> <li>• Travel Agency &amp; Tour Operator &amp; Tour Leader.</li> <li>• Negotiating With Travel Agents.</li> <li>• Taking Group Reservation &amp; Issuing Confirmation.</li> <li>• (Self-learning- about national and international travel agencies).</li> </ul> | 25%            |
| 2.             | <b>GUEST CYCLE</b> <ul style="list-style-type: none"> <li>• Guest's selection of a hotel.</li> <li>• Guest's arrival at the hotel</li> <li>• Guest's stay at the hotel</li> <li>• Guest's departure the hotel</li> </ul>   | 25%            |
| 3.             | <b>Computer Application In Front Office Operation-</b> <ul style="list-style-type: none"> <li>• Functions of PMS In Hotel</li> <li>• Factors for need of a PMS in the hotel</li> <li>• Factors for purchase of PMS by the hotel</li> <li>• Various Software used in Front Office Operations<br/>(Self-study about group and late checkout)</li> </ul>  | 25%            |





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| 4. | <b>Telephone operation</b> <ul style="list-style-type: none"> <li>• Role of telephone department</li> <li>• Staff organization</li> <li>• Telephone etiquettes</li> <li>• Records and forms</li> <li>• Types of calls</li> <li>• Latest trends in hotel communication</li> </ul> | 25% |
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| <b>PRACTICAL</b> |   |           |
| Sr. No.          | Description in details                  | Weightage |
| 1.               | Role of bell desk                       | 25%       |
| 2.               | Group Arrival, Registration & Check in  | 25%       |
| 3.               | Check out and bill settlement procedure | 25%       |
| 4.               | Telephone handling                      | 25%       |

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| Teaching-Learning Methodology | Lecture, Practical learning, project and assignment, E- learning and case study. |
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|---------------------------|--|-----------|
| <b>Evaluation Pattern</b> |  |           |
| Sr. No.                   | Details of the Evaluation  | Weightage |
| 1.                        | Internal Written / Practical Examination (As per CBCS R.6.8.3)   | 25%       |
| 2.                        | Internal Continuous Assessment in the form of Practical, Viva-voce, Quizzes, Seminars, Assignments, Attendance (As per CBCS R.6.8.3) | 25%       |
| 3.                        | University Examination   | 50%       |

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| Course Outcomes: Having completed this course, the learner will be able |  |
| 1.  | To learn about group handling.                               |
| 2.  | To learn about group check in and checkout process.          |
| 3.  | To know about importance of information technology in hotel. |
| 4.  | To learn about hotel system software                         |





| <b>Suggested References:</b> |  |
|------------------------------|--|
| <b>Sr. No.</b>               | <b>References</b>  |
| 1.                           | Sudhir Andrews- Text Book of Front Office Management & Operation, Publisher McGraw Education |
| 2.                           | S. K Bhatnagar- Front office management, Publisher Frank Bros                                |
| 3.                           | Philip Gibson- Cruise Operation Management: hospitality perspective, publisher Routledge     |

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| <b>On-line resources:</b> to be used if available as reference material                        |
| <b>On-line Resources</b>   |
| <a href="http://www.ihmnotessite.net">www.ihmnotessite.net</a>                                 |
| <a href="http://www.ihmnotes.blogspot.com">www.ihmnotes.blogspot.com</a>                       |
| <a href="http://www.revfine.com/cruise-industry/.com">www.revfine.com/cruise-industry/.com</a> |

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