



TAHUN AKADEMIK: 2022/2023 - GASAL
PROGRAM STUDI: D4 / UPW / REGULER

Mata Kuliah : 18D3A022T - Pengelolaan BPW
SKS : 1P
Kelas : D4 B/ UPW
Dosen : 306- Pusparani, SST, M.Si. Par

Hari : SELASA
Jam : 08.00 - 12.00
Ruang : 504 A
NIDN : 0303037101



PERTEMUAN KE	S A P	MATERI YANG DIBERIKAN	KETERANGAN KHUSUS MAHASISWA	TANDA TANGAN / TANGGAL			CATATAN KA. PRODI
				DOSEN	KETUA KELAS	KA. PRODI	
1	INTRODUCTION OF BUSINESS TRAVEL PART 1	<ol style="list-style-type: none"> Tourist definitions Business Travel in new normal Principle definitions in business travel Major sector in tourism industry 	JUMLAH MHS HADIR: 25 SAKIT: 1 IJIN: 3 LAIN2: 1 JUMLAH MHS	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
2	INTRODUCTION OF BUSINESS TRAVEL PART 2	<ol style="list-style-type: none"> Tourism Industry Reasons growth of service sector The difference between business travel and leisure Structure of the business travel market 	JUMLAH MHS HADIR: 30 SAKIT: 3 IJIN: 1 LAIN2: 1 JUMLAH MHS	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
3	UPDATING THE TOURISM INDUSTRY	<ol style="list-style-type: none"> Globalization influence to business travel The nature of hospitality industry A changing Environment Type of business travel in Indonesia Travel Sales Distribution System The price war 	JUMLAH MHS HADIR: 25 SAKIT: 3 IJIN: 1 LAIN2: 1 JUMLAH MHS	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
4	DIRECT SELLING & THE INTERNET	<ol style="list-style-type: none"> How the internet might affect the future of travel agents The uses of the internet in the transport, travel agent and tour sectors The advantages and disadvantages of direct selling of travel services The importance of further research into the commercial use of the internet The uses of other new technologies in marketing tourism 	JUMLAH MHS HADIR: 30 SAKIT: 3 IJIN: 1 LAIN2: 1 JUMLAH MHS	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	



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SKS : 2P
Kelas : D4 B/ UPW
Dosen : 306- Pusparani, SST, M.Si. Par

Hari : SELASA
Jam : 08.00 - 12.00
Ruang : 504 A
NIDN : 0303037101



PERTEMUAN KE	S A P	MATERI YANG DIBERIKAN	KETERANGAN KHUSUS MAHASISWA	TANDA TANGAN / TANGGAL			CATATAN KA. PRODI
				DOSEN	KETUA KELAS	KA. PRODI	
5	ESTABLISHMENT OF A TRAVEL AGENT	<ol style="list-style-type: none"> Travel distribution system Travel agent establishment law The role and operations of a travel agent & tour operator Why potential travellers use travel agents instead of buying directly The value of travel agents to service providers Specialisation VS Generalisation Economics of Travel agents 	JUMLAH MHS HADIR: 30 SAKIT: _____ IJIN: _____ LAIN2: _____	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
6	AIR TRAVEL	<ol style="list-style-type: none"> The interactions among airlines, travel agents and tour operators The business operations of airports and airlines The concepts of economies of scale, imperfect competition, product mix and brand differentiation Recent developments in airlines, particularly alliances and customer loyalty programs Changes in the nature and location of airport The nature of the air travel experience for tourists and other travellers 	JUMLAH MHS HADIR: 30 SAKIT: _____ IJIN: _____ LAIN2: _____	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
7	QUIZ -Midterm Semester	Quiz re view week 1- 6	JUMLAH MHS HADIR: 31 SAKIT: _____ IJIN: _____ LAIN2: _____	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
8	UJIAN TENGAH SEMESTER (UTS)		JUMLAH MHS HADIR: 31 SAKIT: _____ IJIN: _____ LAIN2: _____	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	

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				DOSEN	KETUA KELAS	KA. PRODI	
9	TOUR & TOURIST	1. The main features of group tours and guide tours 2. How these services can overlap 3. Why tourist can choose these services (why they might not) 4. Current and feature attractiveness of group tours and guide tours	JUMLAH MHS HADIR: 24 SAKIT: 1 IJIN: 5 LAIN2: 1	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
10	TOUR & WHOLESALER	1. The range and types of businesses and stakeholders involved in the tour industry 2. The various business objectives of tour operator 3. Issues that arise from tours using public and private property and attractions 4. The distinction between a tour wholesaler and a touroperator 5. The roles of the tour designer, tour manager, tour guide and other tour personnel	JUMLAH MHS HADIR: 30 SAKIT: 1 IJIN: 1 LAIN2: 1	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
11	Marketing the business travel and tourism product	1. The marketing mix – product, price, place, promotion 2. The market, notably motivators, determinants, and segmentation 3. Destination marketing	JUMLAH MHS HADIR: 25 SAKIT: 2 IJIN: 3 LAIN2: 1	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
12	Twelve key challenges in the management of business travel and tourism	12 rules of business travel & tourism	JUMLAH MHS HADIR: 26 SAKIT: 1 IJIN: 1 LAIN2: 5	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	

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				DOSEN	KETUA KELAS	KA. PRODI	
13	LEGAL & SAFETY RESPONSIBILITIES OF TOUR OPERATORS	1. The importance of providing services as described and at a standard that the customer believes reasonable 2. Legal problems that can arise through misleading representations as to what will be provided in a tour and to what standard 3. The inadvisability of tour operators relying on disclaimers in their contracts to avoid their responsibilities 4. Why tourists are especially like to suffer from accidents and illness 5. The importance of tour operators planning to manage the safety of their customers.	JUMLAH MHS HADIR: 31 SAKIT: _____ LAIN: _____ LAIN2: _____	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
14	Assignment	Select one Internet site of organizations offering services and facilities for business tourists and traveller. Evaluate the site in terms of its ease of use, quality of information, and ease of booking if it has such a facility. Then present your results in a report, with recommendations for how each site could be made more user-friendly and effective as a marketing tool.	JUMLAH MHS HADIR: 26 SAKIT: _____ LAIN: _____ LAIN2: 5	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
15	Seminar series	"TRAVEL BUSINESS IN FUTURE AFTER ENDEMIC COVID-19" Speaker : Jongki Adiyasa Owner PT Nusa Ina Leisure	JUMLAH MHS HADIR: 31 SAKIT: _____ LAIN: _____ LAIN2: _____	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	

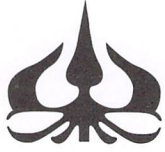


Sekolah Tinggi
PARIWISATA
T R I S A K T I

TAHUN AKADEMIK: 2022/2023 - GASAL
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16	UJIAN AKHIR SEMESTER (UAS)			JUMLAH MHS HADIR: _____ SAKIT: _____ IJIN: _____ LAIN2: _____				
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YAYASAN TRISAKTI

SEKOLAH TINGGI PARIWISATA TRISAKTI

Jl. IKPN-Bintaro Tanah Kusir, Jakarta 12330
Telp. (021) 7377738-41, Fax.: (021) 73887763, 73692286 Email : info@stptrisakti.ac.id, Website : http://www.stptrisakti.ac.id

KEPUTUSAN
KETUA SEKOLAH TINGGI PARIWISATA TRISAKTI
NO. 25-02/STPT/KK/S1-D4/DHB/PAR-UPW/IX/2022

TENTANG
PENUNJUKAN DOSEN TETAP
DALAM PENGAJARAN SEMESTER GANJIL TA. 2022/2023

KETUA SEKOLAH TINGGI PARIWISATA TRISAKTI

- Menimbang : a Bahwa untuk kelancaran proses belajar mengajar di Sekolah Tinggi Pariwisata Trisakti pada TA. 2022/2023, perlu segera menunjuk Dosen Tetap yang namanya tercantum dalam DIKTUM Pertama Keputusan ini.
- b Bahwa sehubungan dengan hal tersebut diatas, perlu segera menerbitkan Surat Keputusan Ketua Sekolah Tinggi Pariwisata Trisakti.
- Mengingat : 1 Peraturan Pemerintah Republik Indonesia Nomor 12 Tahun 2012 tentang Pendidikan Tinggi;
- 2 Peraturan Pemerintah Republik Indonesia Nomor 04 Tahun 2014 tentang Penyelenggaraan Pendidikan Tinggi dan Pengelolaan Perguruan Tinggi;
- 3 Statuta Sekolah Tinggi Pariwisata Trisakti Tahun 2018
- 4 Peraturan Kepegawaian Yayasan Trisakti No. 0041/YT-III/SK/IX/2021
- 5 Putusan Pengurus Yayasan Trisakti No. 002/YT/SK/IV/2021 tanggal 16 April 2021 tentang Perpanjangan Masa Bakti Ketua Sekolah Tinggi Pariwisata Trisakti;
- Memperhatikan : 1 Surat Kuasa Pengurus Yayasan Trisakti No. 076/YT-III/S/V/2013, Tgl. 16 Mei 2013 tentang Mandat pengelolaan operasional STP Trisakti dari Yayasan Trisakti kepada Ketua STP Trisakti

M E M U T U S K A N ;

- Memperhatikan :
Pertama : Menunjuk Saudara/i. **Pusparani, M.Si.Par**
NIDN/ NUPN : 0303037101
Sebagai Dosen Tetap dalam matakuliah :

- 21C1A051T - Manajemen UPW 3 sks (T) 3 kelas - PAR
- 18D3A022T - Pengelolaan Biro Perjalanan Wisata 2 sks (T) 2 kelas - UPW
- 18D3A022P - Pengelolaan Biro Perjalanan Wisata 1 sks (P) 2 kelas - UPW

Pada Sekolah Tinggi Pariwisata Trisakti Departemen **S1 Pariwisata & D4 Usaha Perjalanan Wisata** untuk Semester Ganjil TA. 2022/2023.

- Kedua : Dalam melaksanakan tugas sehari-hari, yang bersangkutan bertanggung jawab kepada **Kadep Pariwisata & Usaha Perjalanan Wisata** serta **Koordinator Mata Kuliah & Laboratorium** sesuai dengan matakuliah yang diampunya.
- Ketiga : Surat Keputusan ini berlaku sejak tanggal ditetapkan sampai dengan akhir Semester Ganjil TA. 2022/2023.

Ditetapkan di : Jakarta
Pada tanggal : 01 September 2022
SEKOLAH TINGGI PARIWISATA TRISAKTI

KETUA

Fetty Asmariati, SE. MM
NIK : 0101.0989.0047

