



TAHUN AKADEMIK: 2023/2024 - GASAL
PROGRAM STUDI: STR / UPW/ REGULER

Mata Kuliah : TOPW INT'L (21D3A043) P
SKS : 3P
Kelas : DIV - A 2021
Dosen : 306- Pusparani, SST, M.Si. Par

Hari : SELASA
Jam : 08:00 - 12:00
Ruang : 303 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	OUTBOUND TOUR	<ul style="list-style-type: none"> - Pembagian outbound tour - Travel document: Passport, visa, Karantina, Beacukai - Travel insurance: General details of coverage, Terminology, General conditions applying to insurance policy 	JUMLAH MHS HADIR: 13 SAKIT: 4 IJIN: / LAIN2: /	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
2	AIRLINES TOUR PRODUCT: WHOLESALE TOUR PRODUCT: ROLEPLAY	<ul style="list-style-type: none"> - Air Inclusive Tour Airlines Product - Hal-hal yang harus diperhatikan dalam mengoperasikan Pelaksananan Di Negara Tujuan - Escorted Outbound Overland Tour - Cara Mengoperasikan Pelaksananan Di Negara Tujuan 	JUMLAH MHS HADIR: 15 SAKIT: / IJIN: 1 LAIN2: 1	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
3	CRUISING ROLEPLAY	<ul style="list-style-type: none"> - Passengers & Passenger Density - Factor in Cruise Costs - Nautical Terms - Helping the client - ON-BOARD Facilities, part of cruise, make reservation 	JUMLAH MHS HADIR: 16 SAKIT: / IJIN: / LAIN2: 1	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	
4	NON ESCORTED OUTBOUND PRIVATE ARRANGED ROLEPLAY : Ready made	<ul style="list-style-type: none"> - Data yang Harus Dimiliki - Accomodation Rates - Outbound Rate - Data series - SIN 3D/2N F & E package tour 	JUMLAH MHS HADIR: 16 SAKIT: 1 IJIN: 1 LAIN2: /	<i>[Signature]</i>	<i>[Signature]</i>	<i>[Signature]</i>	



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5	ROLEPLAY : Tailored Made Product	FIT TOUR PACKAGE	HADIR: <u>12</u> SAKIT: <u>3</u> IJIN: <u>2</u> LAIN2: <u>/</u> JUMLAH MHS				
6	ROLEPLAY	FIT TOUR PACKAGE Ready made & Tailored made	HADIR: <u>14</u> SAKIT: <u>2</u> IJIN: <u>1</u> LAIN2: _____ JUMLAH MHS				
7	Re-view	Week 1 -6	HADIR: <u>18</u> SAKIT: _____ IJIN: _____ LAIN2: _____ JUMLAH MHS				
8	UJIAN TENGAH SEMESTER (UTS)		HADIR: <u>18</u> SAKIT: _____ IJIN: _____ LAIN2: _____ JUMLAH MHS				



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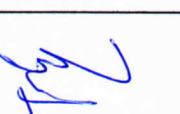
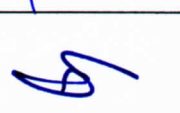


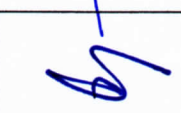

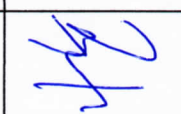
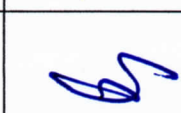


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9	RECORDING AND RESERVATION PROCEDURE	Receive rqst, Make Accomodation Reservation, Offering Alternatives if the required booking is not available, Enquires regarding cost must be accurately answered, Recording Detail, Accuracy is essential so that, Special request must be clearly and accurately record, Details must then be confirmed and agreed with the customer, UPDATING DETAILS, ADVISING OTHERS	JUMLAH MHS HADIR: 16 SAKIT: 2 JIN: 1 LAIN2: 1				
10	TEHNIK MERAMPUNGKAN PENJUALAN	QUIZ PROPOSAL: Hal-hal yang harus dicantumkan Konttrak Mententukan tujuan wisata Persiapan membuat paket tour Perjanjian dengan suplier GROUP TOUR QUOTATION	JUMLAH MHS HADIR: 16 SAKIT: 1 JIN: 1 LAIN2: 1				
11	ROLEPLAY: QUOTATION	- SINGAPORE Package Tour 3 HARI 2 MALAM Quote the quotation, if total passanger 32 persons. Consist of 28 adults + 4 children. - BANGKOK - PATTAYA - KUALALUMPUR - GENTING HIGHLAND 7 DAYS/ 6 NIGHTS Quote the price in IDR per person as room request! Total pax 28 = 25 adults in TWN/ S, 2 children in EXB, 1 child in no Bed	JUMLAH MHS HADIR: 10 SAKIT: 1 JIN: 1 LAIN2: 1				
12	ROLEPLAY: QUOTATION	- NEW PRICE INCREDIBLE THAILAND Quote price per person in Rupiah, if total 29 pax. Consist 25 adults + 4 Child. Need 3 SGLB, 11 TWINB, 2 CHD IN TWINB, 2 CHD NO BED. Stay at 3 * hotel. 1 FOC FOR TL at single Bed. - TOKYO MT. FUJIYAMA 7D/ 5 N	JUMLAH MHS HADIR: 16 SAKIT: 1 JIN: 1 LAIN2: 1				

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13	ROLEPLAY: QUOTATION	- SINGAPORE - BANGKOK - PATTAYA - HONGKONG 9 HARJ/ 8 MALAM - ITINERARY BRITISH PANORAMA TOUR 6 DAYS FROM LONDON TO LONDON	JUMLAH MHS HADIR: 15 SAKIT: 1 IJIN: 1 LAIN2: 2				
14	ROLEPLAY: QUOTATION	- ITINERARY GOLDEN WEST COAST - USA 8Days/ 7Nights (Code TP.GWC) Quote price per person in USD, if total 29 pax. Consist 25 adults + 4 Child. Need 3 SGLB, 11 TWNB, 2 CHD IN TWNB, 2 CHD NO BED. 1 FOC for TL at single Bed room. Dep. 2 July	JUMLAH MHS HADIR: 15 SAKIT: 3 IJIN: 3 LAIN2: 1				
15	Re - VIEW	Week 9 - 14	JUMLAH MHS HADIR: 10 SAKIT: 1 IJIN: 1 LAIN2: 1				
16	UJIAN AKHIR SEMESTER (UAS)		JUMLAH MHS HADIR: 10 SAKIT: 1 IJIN: 1 LAIN2: 1	