

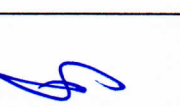





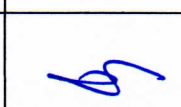


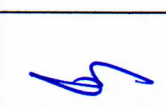


Mata Kuliah : TOPW 2 (21D3A043P) P  
SKS : 3P  
Kelas : DIV - KA 2022  
Dosen : 306- Pusparani, SST, M.Si. Par













Hari : Rabu  
Jam : 09:00 - 12:00  
Ruang : 410 A  
NIDN : 0303037101

PERTEMUAN KE	S A P	MATERI YANG DIBERIKAN	KETERANGAN KHUSUS MAHASISWA	TANDA TANGAN / TANGGAL			CATATAN KA. P
				DOSEN	KETUA KELAS	KA. PRODI	
1	OUTBOUND TOUR	<ul style="list-style-type: none"> <li>- Pembagian outbound tour</li> <li>- Travel document: Passport, visa, Karantina, Beacukai</li> <li>- Travel insurance: General details of coverage; Terminology; General conditions applying to insurance policy</li> </ul>	JUMLAH MHS HADIR: <u>34</u> SAKIT: <u>-</u> IJIN: <u>3</u> LAIN2: <u>3</u>				
2	AIRLINES TOUR PRODUCT:  WHOLESALE TOUR PRODUCT: ROLEPLAY	<ul style="list-style-type: none"> <li>- Air Inclusive Tour Airlines Product</li> <li>- Hal-hal yang harus diperhatikan dalam mengoperasikan Pelaksanaan Di Negara Tujuan</li> <li>- Escorted Outbound Overland Tour</li> <li>- Cara Mengoperasikan Pelaksanaan Di Negara Tujuan</li> </ul>	JUMLAH MHS HADIR: <u>38</u> SAKIT: <u>-</u> IJIN: <u>2</u> LAIN2: <u>-</u>				
3	CRUISING  ROLEPLAY	<ul style="list-style-type: none"> <li>- Passengers &amp; Passenger Density</li> <li>- Factor in Cruise Costs</li> <li>- Nautical Terms</li> <li>- Helping the client</li> <li>- ON-BOARD Facilities, part of cruise, make reservation</li> </ul>	JUMLAH MHS HADIR: <u>36</u> SAKIT: <u>4</u> IJIN: <u>2</u> LAIN2: <u>4</u>				
4	NON ESCORTED OUTBOUND PRIVATE ARRANGED  ROLEPLAY : Ready made	<ul style="list-style-type: none"> <li>- Data yang Harus Dimiliki</li> <li>- Accomodation Rates</li> <li>- Outbound Rate</li> <li>- Data series</li> <li>- SIN 3D/2N F &amp; E package tour</li> </ul>	JUMLAH MHS HADIR: <u>34</u> SAKIT: <u>1</u> IJIN: <u>2</u> LAIN2: <u>3</u>				

TAHUN AKADEMIK: 2024/2025 - GASAL  
PROGRAM STUDI: ST- / UPW/ REGULER

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5	ROLEPLAY : Tailored Made Product	FIT TOUR PACKAGE	JUMLAH MHS HADIR: <u>36</u> SAKIT: <u>1</u> IJIN: <u>2</u> LAIN2: <u>1</u>				
6	ROLEPLAY	FIT TOUR PACKAGE Ready made & Tailored made	JUMLAH MHS HADIR: <u>34</u> SAKIT: <u>1</u> IJIN: <u>3</u> LAIN2: <u>2</u>				
7	Re-view	Week 1 -6	JUMLAH MHS HADIR: <u>38</u> SAKIT: <u>2</u> IJIN: <u>2</u> LAIN2: <u>2</u>				
8	UJIAN TENGAH SEMESTER (UTS)		JUMLAH MHS HADIR: <u>38</u> SAKIT: <u>2</u> IJIN: <u>2</u> LAIN2: <u>2</u>				



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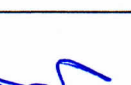


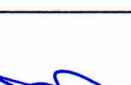

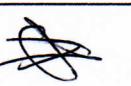
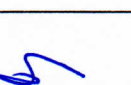
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9	RECORDING AND RESERVATION PROCEDURE	Receive rqt, Make Accomodation Reservation, Offering Alternatives if the required booking is not available, Enquires regarding cost must be accurately answered, Recording Detail, Accuracy is essensial so that, 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: 30 SAKIT: 3 IJIN: 2 LAIN2: 5				
10	TEHNIK MERAMPUNGKAN PENJUALAN	QUIZ PROPOSAL: Hal-hal yang harus dicantumkan Kontrak Menentukan tujuan wisata Persiapan membuat paket tour Perjanjian dengan suplier GROUP TOUR QUOTATION	JUMLAH MHS / HADIR: 30 SAKIT: 2 IJIN: 2 LAIN2: 2				
11	ROLEPLAY: QUOTATION	- SINGAPORE Package Tour 3 HARI 2 MALAM Quote the quotation, if total passenger 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: 29 SAKIT: 2 IJIN: 4 LAIN2: 5				
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: 35 SAKIT: 2 IJIN: 2 LAIN2: 3				

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13	ROLEPLAY: QUOTATION	- SINGAPORE - BANGKOK - PATTAYA - HONGKONG 9 HARI/ 8 MALAM  - ITINERARY BRITISH PANORAMA TOUR 6 DAYS FROM LONDON TO LONDON	JUMLAH MHS HADIR: <u>30</u> SAKIT: _____ IJIN: <u>2</u> LAIN2: _____				
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: <u>35</u> SAKIT: <u>1</u> IJIN: _____ LAIN2: <u>4</u>				
15	Re - VIEW	Week 9 - 14	JUMLAH MHS HADIR: <u>40</u> SAKIT: _____ IJIN: _____ LAIN2: _____				
16	UJIAN AKHIR SEMESTER (UAS)		JUMLAH MHS HADIR: _____ SAKIT: _____ IJIN: _____ LAIN2: _____	