

**SEA-TVET Workshop on Integrating Entrepreneurship
And Digital Learning in Hospitality and Tourism**
14-15 December 2016, SMKN 2 Malang, Malang, East Java, Indonesia

Session 4 Guideline of Discussion: Edotel Network

Schedule: December 14th, 2016 (16.00 – 17.00)

Objectives of group discussion:

- a. To establish partnership between management of education hotel (Edotel) that belongs to TVET institutions.
- b. To explore potential areas of collaboration by creating a network of edotel and maximising students capacity and skills in hospitality/tourism area.
- c. To explore possibility of having single website to promote edotel and student's works.
- d. To initiate development plan that develops teachers-students entrepreneurship.

Expected Outputs:

- a. Mutual understanding on edotel network initiative among participants.
- b. Collaboration among TVET institutions in implementation of edotel network.
- c. Proposed development plan of edotel network.

Discussion Participants

Please introduce yourself among group members and then fill in table below. During introduction phase, you may distribute your institution brochure.

No	Name	Institutions
1	ANANG KUSWANTO	SMK ARDJUNA 2 MALANG
2	LULUK MARIA ULFA	SMK KESEHATAN ADI HUSADA MALANG
3	NINIK MARIANI	SMK BHAKTI LUHUR MALANG
4	SANTI SEPTI PRATIWI	SMK PRAJNAPARAMITA MALANG
5	NANING MURTIANINGSIH	SMK BINA MANDIRI MALANG

Guiding Discussion Questions

Please discuss with your group (5-6 persons) and answer questions below:

1. What do you think about Edotel network initiative and its website/platform? What are issues and challenges that you will find during program implementation?

It makes everybody easy to have a reservation wherever he or she is. This program can helping hotel or guest house's owner to promote their bussiness.

2. After this workshop, what do you need to do as follow up actions in your school?

Activities	Time	Person in Charge (PIC)
Meet up with my principal to discuss big plan about building an edotel at our school	As soon as possible	
Join with SMKN 2 to learn about Edotel Management	As soon as	

	possible	
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3. Show us your dream, how many additional guests that will stay in your edotel by using this platform next year compared to this year?

Schools	Number of Guests
SMK Prajnaparamita Malang	1000 person

4. How many students will be involved in managing this edotel network platform in 2017?

Schools	Number of Students
SMK Prajnaparamita Malang	180 students

5. What are your strategy to promote this platform?

- Promote this platform by social media and web
- Making brochure or leaflet
- Advertising in Local TV and mass media