

**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	VIVI AFIAN TY	SMK NEGERI 3 MALANG
2	MUCHLISAH	SMK NEGERI 6 SURABAYA
3	PATONAH	SMK NEGERI 4 JOGJAKARTA
4	SRI REJEKI	SMK NEGERI 1 MALANG
5	DARTI PURWO ARIYANTI	SMK NEGERI 1 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?
 - This platform makes easy to reserve the accommodation.
 - Easier to search about edotel information
 - Have detail information about accommodation
 - Increase the room sales dan room occupancy
2. What are issues and challenges that you will find during program implementation?
Click <http://blt.ly/AplikasiEdotel>
2. After this workshop, what do you need to do as follow up actions in your school?

Activities	Time	Person in Charge (PIC)
Report to Principal	December	Program head /Staff

Activities	Time	Person in Charge (PIC)
	2016	incharge
Internal dissemination about application of edotel	January 2017	Principal Program head Unit Production team
Workshop on edotel network for hotel accommodation teacher	February 2017	Program head
Approaching guest house, or budget hotel around the school , etc	Maret 2017	Unit Production team

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
College student	12
Businessman	48
Government	6
Teacher	6
Travel	36
Family	72

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

Schools	Number of Students
SMK Rujukan	3 / day/shift
SMK Aliansi	3/day/shift

5. What are your strategy to promote this platform?

- a. Download the networking application edotel
- b. To learn how to use the the networking application edotel
- c. To learn Framework of cooperation
- d. Approaching guest house, or budget hotel around the school ,etc