



**V. M. SALGAOCAR INSTITUTE**  
*of*  
**INTERNATIONAL HOSPITALITY EDUCATION**

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## Key Indicator-2.6. Students Performance and Learning Outcomes

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## FOUNDATION COURSE IN FOOD & BEVERAGE SERVICE THEORY

Credits: 2 Credits

Contact: 30 hours

### Objective:

1. To understand different types, Sectors and personnel staff organization of Food and service Industry.
2. To identify various types of Restaurant and their characteristics, organisation and duties and responsibilities of Food & beverage Personnel.
3. To carry out the system of operating equipments and its maintenance.
4. To understand French classical Menu food and their accompaniments.
5. To identify the auxiliary departments of the restaurant. To familiarize with the restaurant preparation procedure and social skills.

### Contents:

The Hotel & Catering Industry, Departmental Organisation & Staffing, Food Service Areas (F & B Outlets), Ancillary Departments, Familiarization & Selection Factors of F & B Service Equipment, Non-Alcoholic Beverages

### Pedagogy:

With the help of Case studies, presentations making students understand the types and sectors of food & beverage service. Group discussions to familiarize students with the concept of restaurant preparation procedure and social skills.

### Minimum depth coverage will be at the level of the following books:

1. Dennis Lillicrap and John Cousins, Food and Beverage Service, Book Power, Seventh Edition.
2. Sudhir Andrews, Food and Beverage Service Training Manual, Tata McGraw Hill Publishing Company Limited, Second Edition.
3. Bobby George, Sandeep Chatterjee, Food and Beverage Service and Management, Jaico Publishing House



Prof. Irfan S. Mirza,

Director/Principal



## COURSE OUTLINE

Programs	B. Sc. International Hospitality Management				
Subject title	Foundation Course in Food Production Theory & Practical's - IHCH110				
Contact hours	Lectures: 24 hours Practical's: 72 hours Credits: 4				
Subject leader	Sebastian Breitinger (Sebastian.Breitinger@vmsiie.edu.in)				
Other faculty					
Term	III				
Start date	23-01-2022	End date	22-04-2022	No. of weeks	13

### Objective of the Course:

The aim of this module is to introduce the learner to the production methods and techniques used in basic food production cycle, the principles of safe and hygienic food production and the relationship between food and customer experience. The course aims to build on planning, organizing, leading and controlling, purchasing, receiving and storage.

The learners will be able to:

- Explain the historical, scientific and technological changes in food service industry, the key players and current trends in the food and beverage industry.
- Identify the hierarchy, types and professional attributes in food service industry.
- Identify various methods, equipment's and tools in the culinary field.
- Choose raw materials, and measuring them.
- Prepare food in a variety of ways.
- Explain the basic principles of personal hygiene and food safety procedures.
- Enforce hygiene and sanitation in food production areas as well as environmental and recycling aspects.
- Identify and use equipment appropriately.
- Identify raw materials and categories of ingredients and apply the respective preparation and cooking methods and follow these items through the cycle of purchasing, receiving, storage and handling.
- Organize day to day activities in a kitchen, display team skills and manage time efficiency.
- Work within a team by contributing to team goals, while recognizing and respecting individuality to achieve specified goals and member satisfaction.





Item	Description	Implemented
Theory	Week 1: 23-01-2023 to 27-01-2023	
Planned Topic	<p><b>Introduction to the class:</b></p> <ul style="list-style-type: none"><li>• Hand outs, Homework, Study material, Kahoots</li><li>• Assignment guidelines</li></ul> <p><b>Menu discussion:</b></p> <ul style="list-style-type: none"><li>• Origin of ingredients, Traditions and preparation methods</li><li>• Flow of work and ingredients</li></ul> <p><b>Culinary history brief introduction</b></p> <ul style="list-style-type: none"><li>• Evolution of cooking techniques</li><li>• Influences of culture through immigration</li><li>• Science in the kitchen</li></ul> <p><b>Gastronomic offer</b></p> <ul style="list-style-type: none"><li>• Types of restaurants and production systems</li><li>• Product flow through the kitchen</li><li>• Ergonomic requirements, Skill levels</li><li>• Departments and hierarchy in a kitchen</li></ul>	
Competency / Perspectives aimed in Behavioural Terms	<p><b>At the end of the session the students will be able to:</b></p> <ul style="list-style-type: none"><li>• Discuss the Menu and its ingredients and preparation</li><li>• Define the historical changes in the food service industry.<ul style="list-style-type: none"><li>○ Discuss key players in the food history</li><li>○ Describe the evolution in food production</li><li>○ Relate the changes in history with the changes in cuisine</li></ul></li><li>• Discuss different types of production systems and restaurants</li><li>• Describe the ergonomic requirements in a kitchen</li><li>• Explain the different departments in a kitchen and relate to the hierarchy in a kitchen</li><li>• Discuss the Austrian menu, ingredients, preparation and presentation</li></ul>	
Resources:	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition, pg. 59-86, pg. 15-35</li><li>• The theory of hospitality and catering, David Foskett and Patricia Paskins, twelfth Edition, pg. 149-299</li><li>• Manual Foundation Course in Food Production, Sebastian Breiting</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Lecture , Open Class Discussion and Power Point	







Item	Description	Implemented
Practical	Week 1: 23-01-2023 to 27-01-2023	
Planned Topic	<ul style="list-style-type: none"><li>• <b>Introduction to module</b><ul style="list-style-type: none"><li>○ Requirements for the practical's</li></ul></li><li>• Breakage report</li><li>• <b>Introduction in all equipment</b><ul style="list-style-type: none"><li>○ Explanation of functioning of machines</li><li>○ Cleaning rules</li></ul></li><li>• Order and care of utensils</li><li>• <b>Preparation and "mise en place"</b><ul style="list-style-type: none"><li>○ How to set up a station</li><li>○ Where to get ingredients</li></ul></li><li>• How to maintain station clean</li><li>• <b>Practicing of cutting skills</b></li><li>• <b>Preparation of stocks</b></li><li>• <b>Preparation of deco items</b></li></ul>	
Competency / Perspectives aimed in Behavioural Terms	<p>At the end of the session the students will be able to:</p> <ul style="list-style-type: none"><li>• Explain the requirements of the course</li><li>• Find and name utensils in the kitchen</li><li>• Decide how to set up the work station</li><li>• Discuss the importance of keeping the station clean</li><li>• Execute different cuts of vegetables</li><li>• Explain the rules of the chef of the day</li><li>• Prepare basic decoration and garnishes</li></ul> <p>Explain the security and safety aspects in the kitchen</p>	
Resources	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition pg. 37-57</li><li>• The Theory of Hospitality and Catering, David Foskett and Patricia Paskins, twelfth Edition, pg. 169-189</li><li>• Manual Foundation Course in Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 2: 30-01-2023 to 04-02-2023	
Planned Topic	<p><b>Menu discussion:</b></p> <ul style="list-style-type: none"><li>• Origin of ingredients</li><li>• Traditions and preparation methods</li><li>• Flow of work and ingredients</li></ul> <p><b>Planning of work:</b></p> <ul style="list-style-type: none"><li>• Analysing food and production process</li><li>• Mise en place and order, Storage of items</li><li>• Establishing menu cards and menus</li><li>• Revision of menu costing Evaluation of offers</li></ul> <p><b>Costing of recipes and E-Portfolio maintenance</b></p> <ul style="list-style-type: none"><li>• Explanation and practice of costing (groups)</li><li>• Convert recipes, Pricelist</li></ul> <p><b>Planning of theme night</b></p> <ul style="list-style-type: none"><li>• Revision of the work done, Proposal</li><li>• Explanation about the rules and requirements</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<p><b>At the end of the session the students will be able to:</b></p> <ul style="list-style-type: none"><li>• Discuss the Norwegian Menu and its ingredients and preparation</li><li>• Analyse the food and production process</li><li>• Describe the importance of layout of menu cards</li><li>• Discuss the structure of a menu</li><li>• Execute proper menu costing</li><li>• Design the required proposal for the theme night</li></ul>	
Resources	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition, pg.267-410</li><li>• The Theory of Hospitality and Catering, David Foskett and Patricia Paskins, twelfth Edition, pg. 48-148</li><li>• Manual Foundation Course in Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Lecture , Open Class Discussion and Power Point	





Item	Description	Implemented
Practical's	Week 2: 30-01-2023 to 04-02-2023	
Planned Topic	<p><u>Plate service, fixed menu and salad buffet:</u></p> <p><b>Menu 1:</b></p> <p>Salad Buffet:</p> <ul style="list-style-type: none"><li>• Cucumber Salad</li><li>• Tomato Salad</li><li>• Carrot Salad</li><li>• Lettuce</li></ul> <p>Dressing:</p> <ul style="list-style-type: none"><li>• Roasted red pepper Dressing</li><li>• French dressing</li></ul> <p>Main Course:</p> <ul style="list-style-type: none"><li>• Cordon Bleu with tartar sauce</li><li>• Vichy carrots</li><li>• Mash potato</li> <li>• Indian Dish of the Day</li></ul> <p>Dessert:</p> <ul style="list-style-type: none"><li>• Pear Bella Helena</li></ul> <p><b>Show: deco items for plating</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><u>At the end of the session the students will be able to:</u></p> <ul style="list-style-type: none"><li>• Prepare salads</li><li>• Prepare cold sauces and dressings</li><li>• Debone clean chicken</li><li>• Prepare a basic menu of the same</li><li>• Prepare basic desserts</li></ul> <p>Decorate on plates</p>	
Resources	Diverse distributed hand-outs Journal	
Activities before the Session & Deliverables	AI costing and recipes to be written and calculated in the journal	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 3: 13-02-2023 to 17-02-2023	
Planned Topic	<p><b>Menu discussion:</b></p> <ul style="list-style-type: none"><li>• Origin of ingredients</li><li>• Traditions and preparation methods</li><li>• Flow of work and ingredients</li></ul> <p><b>Introduction to Vegetables / Pulses / Sprouts / Algae and Basic kitchen preparations of the same</b></p> <ul style="list-style-type: none"><li>• Classification and origin</li><li>• Preparation techniques</li></ul> <p><b>Basic Stocks and soups:</b></p> <ul style="list-style-type: none"><li>• Material used for stocks, Varieties of stocks</li><li>• Clarification</li><li>• Different types of soups, International soups</li><li>• Garnishing, Service</li></ul> <p><b>Thickening agents</b></p> <ul style="list-style-type: none"><li>• Animal based, Veg based, Mixed</li><li>• Where and how to use</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<p><b>At the end of the session the students will be able to:</b></p> <ul style="list-style-type: none"><li>• Discuss the Spanish Menu and its ingredients and preparation</li><li>• Classify the vegetables, sprouts, pulses and algae</li><li>• Explain the preparation techniques of vegetables</li><li>• Describe how to make stocks, Classify different stocks</li><li>• Explain the process of clarification</li><li>• Identify thickening agents and their origin</li></ul>	
Resources	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition, pg. 135-153, pg. 169-223</li><li>• The theory of hospitality and catering, David Foskett and Patricia Paskins, twelfth Edition, pg. 149-203</li><li>• Manual Foundation Course in Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion and Power Point	







Item	Description	Implemented
Practical's	Week 3: 13-02-2023 to 17-02-2023	
Planned Topic	<p><u>Plate service with cloche, fixed menu and salad buffet:</u></p> <p><b>Menu 2:</b></p> <p>• Starter: Shrimp cocktail</p> <p>• Main Course: • Ballantine de volaille on thyme jus • Sautéed green peas • Pilaff rice</p> <p>Indian Dish of The Day</p> <p>• Dessert: Crème brullee with bileys</p> <p><b>Show: deco items for plating</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><u>At the end of the session the students will be able to:</u></p> <ul style="list-style-type: none"><li>• Prepare starters</li><li>• Prepare cold sauces and dressings</li><li>• Prepare chicken and farce.</li><li>• Prepare a basic menu of the same</li><li>• Prepare basic desserts</li></ul> <p>Decorate on plates</p>	
Resources	Diverse distributed hand-outs	
Activities before the Session & Deliverables	Al costing and recipes to be written and calculated in the journal	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 4: 20-02-2023 – 24-02-2023	
Planned Topic	<p><b><u>Menu discussion:</u></b></p> <ul style="list-style-type: none"><li>• Origin of ingredients</li><li>• Traditions and preparation methods</li><li>• Flow of work and ingredients</li></ul> <p><b><u>Mother sauces / cold and hot sauces</u></b></p> <ul style="list-style-type: none"><li>• Cold sauces and dips</li><li>• Hot Mother sauces and derivatives</li></ul> <p><b><u>Aromatic oils and vinegars and Compound butters</u></b></p> <p><b><u>Cooking methods:</u></b></p> <ul style="list-style-type: none"><li>• Culinary mixes</li><li>• Understanding changes during cooking</li><li>• Heat transfer, Dry heat methods</li><li>• Moist heat methods, Discussion of nutritional values</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<p><b><u>At the end of the session the students will be able to:</u></b></p> <ul style="list-style-type: none"><li>• Discuss the Italian Menu and its ingredients and preparation</li><li>• Explain the process of preparing the mother sauces</li><li>• Apply the uses of sauces</li><li>• Describe the preparation of derivatives of all mother sauces</li><li>• Identify the food safety issues during preparation of sauces.</li><li>• Explain the different culinary mixes</li><li>• Discuss the dry heat cooking methods</li><li>• Describe the moist heat cooking methods</li><li>• Examine the changes happening to the products during cooking.</li></ul>	
Resources	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition pg. 413-450, pg. 155-224</li><li>• The theory of hospitality and catering, David Foskett and Patricia Paskins, pg. 149-203</li><li>• Manual Foundation Course in Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Lecture , Open Class Discussion and Power Point Practical presentation and practice	





Item	Description	Implemented
Practical's	Week 4: 20-02-2023 – 24-02-2023	
Planned Topic	<p><u>English silver service, fixed menu and salad buffet:</u></p> <p><b>Menu 3:</b></p> <p>Starter: Vol au vent with chicken fricassee</p> <p>Main Course:</p> <ul style="list-style-type: none"><li>• Navarin d'agneau</li><li>• Glased vegetables</li><li>• Mash potatoes</li></ul> <p>Indian Dish Of The Day</p> <p>Dessert: Blueberry cheese cake</p> <p><b>Show: deco items for plating</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><u>At the end of the session the students will be able to:</u></p> <ul style="list-style-type: none"><li>• Prepare starters</li><li>• Prepare cold sauces and dressings</li><li>• Debone clean and cut lamb meats</li><li>• Prepare a basic menu of the same</li><li>• Prepare basic desserts</li></ul> <p>Decorate on plates</p>	
Resources	Diverse distributed hand-outs	
Activities before the Session & Deliverables	AI costing and recipes to be written and calculated in the journal	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 5: 27-02-2023 – 04-02-2023	
Planned Topic	<p><b>Menu discussion:</b></p> <ul style="list-style-type: none"> <li>• Origin of ingredients</li> <li>• Traditions and preparation methods</li> <li>• Flow of work and ingredients</li> </ul> <p><b>Basic kitchen techniques of meats</b></p> <ul style="list-style-type: none"> <li>• Trimming and cleaning</li> <li>• Larding and barding</li> <li>• Trussing</li> <li>• Deboning</li> </ul> <p><b>Meats in general</b></p> <ul style="list-style-type: none"> <li>• Composition of meat</li> <li>• Qualities and factors which influence the quality</li> <li>• Cooking meat, Structure of meat, Aging of meat</li> <li>• Varieties and prime cuts</li> <li>• Traditional international dishes</li> <li>• Storage rules and hygiene requirements</li> </ul> <p><b>Continental cuisine and their specialities:</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><b>At the end of the session the students will be able to:</b></p> <ul style="list-style-type: none"> <li>• Discuss the French Menu and its ingredients and preparation</li> <li>• Compare different preparation techniques for meat</li> <li>• Evaluate factors that influence the quality of meat</li> <li>• Explain relation between the meat selection and the cooking method</li> <li>• Identify the characteristics of different meats</li> <li>• Discuss about proteins, Describe the aging of meat</li> <li>• Categorize the prime cuts of beef, lamb and pork</li> </ul>	
Resources	<ul style="list-style-type: none"> <li>• Professional cooking, Wayne Gisslen, eighth Edition, pg. 413-582</li> <li>• The Theory of Hospitality and Catering, David Foskett and Patricia Paskins, twelfth Edition, pg. 48-148</li> <li>• International Cuisine and Food Production Management, Parvinder S. Ball, pg. 137 - 250</li> <li>• Manual Foundation Course in Food Production, Sebastian Breitingner</li> </ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"> <li>• Read the above pages</li> </ul>	
Activities in the Session	Lecture , Open Class Discussion and Power Point Practical presentation and Practice	







Item	Description	Implemented
Practical's	Week 5: 27-02-2023 – 04-02-2023	
Planned Topic	<p><u>English silver service, fixed appetizer, salad buffet and soup</u></p> <p><b>Menu 4:</b></p> <p><b>Appetizer:</b> Poached egg a la Florentine</p> <p><b>Salad:</b> Caprese salad with fresh basil</p> <p><b>Soup:</b> Minestrone with Parmesan Cheese</p> <p><b>Main Course:</b></p> <ul style="list-style-type: none"><li>• Chicken cacchiatore</li><li>• Fresh beans</li><li>• Tagliatelle</li><li>• Indian Dish of The Day</li></ul> <p><b>Dessert:</b> Zabaglione with fruits</p> <p><b>Show: special technique</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><u>At the end of the session the students will be able to:</u></p> <ul style="list-style-type: none"><li>• Prepare hot and cold starters</li><li>• Prepare salads and dressings</li><li>• Prepare soups</li><li>• Debone and cut chicken</li><li>• Prepare a basic menu of the same</li><li>• Prepare desserts.</li><li>Decorate on plates and silver service</li></ul>	
Resources	Diverse distributed hand-outs	
Activities before the Session & Deliverables	All costing and recipes to be written and calculated in the journal	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 6: 06-03-2023 to 10-03-2023	
Planned Topic	<p><b>Menu discussion:</b></p> <ul style="list-style-type: none"><li>• Origin of ingredients</li><li>• Traditions and preparation methods</li><li>• Flow of work and ingredients</li></ul> <p><b>Fish and Shellfish:</b></p> <ul style="list-style-type: none"><li>• Classification and varieties</li><li>• Characteristics and Conservation of fish</li><li>• Types of fish and Derivatives of fish</li></ul> <p><b>Basic kitchen preparations for Fish and Shellfish:</b></p> <ul style="list-style-type: none"><li>• Cleaning and scaling of fish and shellfish</li><li>• Deboning and cutting of fish</li></ul> <p><b>Continental cuisine and their specialities:</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><b>At the end of the session the students will be able to:</b></p> <ul style="list-style-type: none"><li>• Discuss the Greek Menu and its ingredients and preparation</li><li>• Discuss different cooking methods for fish and shellfish</li><li>• Explain the characteristics of fish and shellfish</li><li>• Describe fishing methods and the influence on their quality</li><li>• Identify varieties of fish</li><li>• Explain the precautions in buying and storing</li><li>• Discuss pre-preparation methods for fish and shellfish</li><li>• Explain the different cuts for fish and shellfish</li><li>• Examine the continental specialities of fish</li></ul>	
Resources	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition, pg. 413-450 and 585-655</li><li>• International Cuisine and Food Production Management, Parvinder S. Bali, pg. 137 – 250</li><li>• The Theory of Hospitality and Catering, David Foskett and Patricia Paskins, twelfth Edition, pg. 48-148</li><li>• Manual Foundation Course in Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion and Power Point	





Item	Description	Implemented
Practical's	Week 6: 06-03-2023 to 10-03-2023	
Planned Topic	<p><u>Gueridon: Salmon carving, Green pepper steak Madagascar, A la Carte</u></p> <p><b>Menu 5:</b></p> <p>Appetizer:</p> <ul style="list-style-type: none"> <li>• Smoked Salmon</li> </ul> <p>Salad:</p> <ul style="list-style-type: none"> <li>• Russian Salad</li> </ul> <p>Soup:</p> <ul style="list-style-type: none"> <li>• Chicken consommee</li> </ul> <p>Main Course:</p> <ul style="list-style-type: none"> <li>• Poached fish fillet of the day a la nage</li> <li>• Vegetable julienne</li> <li>• Parisienne Potatoes</li> <li>• Green pepper steak Madagascar</li> <li>• Sautéed French Beans</li> <li>• Potato Dauphine</li> <li>• Indian Dish Of The Day</li> </ul> <p>Dessert:</p> <ul style="list-style-type: none"> <li>• Chocolate brownie with Vanilla Ice-Cream</li> <li>• Fruit Salad</li> </ul> <p><b>Show: special technique</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><b><u>At the end of the session the students will be able to:</u></b></p> <ul style="list-style-type: none"> <li>• Prepare hot and cold starters</li> <li>• Prepare salads and dressings</li> <li>• Prepare soups</li> <li>• Clean and fillet cut fish</li> <li>• Prepare a basic menu of the same</li> <li>• Prepare desserts.</li> <li>Decorate on plates and silver service</li> </ul>	
Resources	Diverse distributed hand-outs	
Activities before the Session & Deliverables	All costing and recipes to be written and calculated in the journal	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 7: 13-03-2023 to 17-03-2023	
Planned Topic	<p><b><u>Menu discussions for practical:</u></b></p> <ul style="list-style-type: none"><li>• Identification of raw material</li><li>• Evaluation of cooking methods for each dish</li><li>• Explanation of service / plating styles</li><li>• Time management, flow of work</li><li>• Requisition for menu cooking</li><li>• Required preparation for final exam</li><li>• Alternatives and substitutes</li></ul> <p><b><u>Prime material:</u></b></p> <p>Cereals:</p> <ul style="list-style-type: none"><li>○ Classification of grains, Storage and purchase</li><li>○ Use in the kitchen, Products of cereals</li></ul> <p><b><u>Salads:</u></b></p> <p>Salad dressings, Types of salads, Material used for salads</p> <p><b><u>Hors d'oeuvres</u></b></p> <p><b><u>Sandwiches</u></b></p> <ul style="list-style-type: none"><li>• Types of sandwiches, Types of bread and spreads</li><li>• Serving sandwich, Accompaniments for sandwiches</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<p><b><u>At the end of the session the students will be able to:</u></b></p> <ul style="list-style-type: none"><li>• Use cereals and grains, Distinguish different cereals</li><li>• Discuss the varieties of cereals and their characteristics</li><li>• Describe the storage of cereals</li><li>• Explain basic preparation of starters, and hors d'oeuvres</li><li>• Distinguish between different sandwiches</li><li>• Explain the choice of bread and spread</li></ul>	
Resources	<ul style="list-style-type: none"><li>• Professional cooking, Wayne Gisslen, eighth Edition, pg. 657-786</li><li>• International Cuisine and Food Production Management, Parvinder S. Ball, pg. 03-135</li><li>• Manual Foundation Course in Food Production, Sebastian Breitingger</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion, Group work	







Item	Description	Implemented
Practical's	Week 7: 13-03-2023 to 17-03-2023	
Planned Topic	<p><u>Gueridon: Crepes Suzette, A la Carte</u></p> <p><b>Menu 6:</b></p> <p>Appetizer: Chicken rilette</p> <p>Salad: Asparagus Salad with vinaigrette ravigotte</p> <p>Soup: French onion soup</p> <p>Main Course:</p> <ul style="list-style-type: none"> <li>• Blanquette de veau</li> <li>• Sauteed vegetables Chateau potatoes</li> <li>•</li> <li>• Grilled Fish Fillet with duglere sauce</li> <li>• Braised fennel Herb rice</li> <li>•</li> <li>• Indian Dish Of The Day</li> </ul> <p>Dessert:</p> <ul style="list-style-type: none"> <li>• Mousse au chocolat Crepes Suzette</li> </ul> <p><b>Show: special technique</b></p>	
Competency / Perspectives aimed in behavioural Terms	<p><u>At the end of the session the students will be able to:</u></p> <ul style="list-style-type: none"> <li>• Prepare hot and cold starters</li> <li>• Debone and cut fish, veal</li> <li>• Prepare a basic menu of the same with sauce, veg and side dish</li> <li>• Prepare cold sauces</li> <li>• Prepare salads and dressings</li> <li>• Prepare desserts.</li> <li>Decorate on plates and silver service</li> </ul>	
Resources	Al costing and recipes to be written and calculated in the journal	
Activities before the Session & Deliverables	Costing of the dishes made last class	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory / Practical	Week 8: 20-03-2023 to 24-03-2023	
Planned Topic	<u>ISA MULTIPLE CHOICE TEST</u> <u>ISA PRACTICAL TEST</u>	
Competency / Perspectives aimed in behavioural Terms	<ul style="list-style-type: none"><li>• <u>At the end of the session the students will be able to:</u> Demonstrate the learned topics</li></ul>	
Resources	<ul style="list-style-type: none"><li>• All the before mentioned resources</li><li>• Professional cooking, Wayne Gisslen, eighth Edition, pg.122-134 and 267-410</li><li>• International Cuisine and Food Production Management, Parvinder S. Bali, pg. 111-135</li><li>• Manual Foundation Course In Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion	





Item	Description	Implemented
Theory	Week 9: 27-03-2023 to 31-03-2023	
Planned Topic	<u>Guest Lecturer</u>	
Competency / Perspectives aimed in behavioural Terms	<b><u>At the end of the session the students will be able to:</u></b> <ul style="list-style-type: none"><li>Apply the gained values and knowledge from the guest lecturer</li><li>Discuss the learned topics</li><li>Repeat the presented recipes.</li></ul>	
Resources	<ul style="list-style-type: none"><li>Professional cooking, Wayne Gisslen, eights Edition, pg. 657-786</li><li>International Cuisine and Food Production Management, Parvinder S. Bali, pg. 03-135</li><li>Manual Foundation Course in Food Production, Sebastian Breitingner</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion, Group work	





Item	Description	Implemented
Practical's	Week 9: 27-03-2023 to 31-03-2023	
Planned Topic	<b>Banquet preparation.</b> <ul style="list-style-type: none"><li>• Organization of mise en place</li><li>• Preparation of all the ingredients and recipes</li><li>• Kitchen organization for banquet event</li><li>• Plating system for banquet</li></ul> Closed menu preparation of all items and structure of serving in banquet style. Preparation of menu.	
Competency / Perspectives aimed in behavioural Terms	<b>At the end of the session the students will be able to:</b> <ul style="list-style-type: none"><li>• Explain the difference between menu service, banquet, and a la carte</li><li>• Prepare appetizers</li><li>• Prepare the dishes practiced for the banquet.</li><li>• Discuss the plating system</li></ul> Explain the structure and organization of the kitchen	
Resources	<ul style="list-style-type: none"><li>• All the before mentioned resources</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion	







Item	Description	Implemented
Theory	Week 10: 03-04-2023 to 07-04-2023	
Planned Topic	Revision class and re enforcement	
Competency / Perspectives aimed in behavioural Terms	<ul style="list-style-type: none"><li>At the end of the session the students will be able to: Evaluate his knowledge and re enforce his studies.</li></ul>	
Resources	<ul style="list-style-type: none"><li>All the before mentioned resources</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion	





Item	Description	Implemented
Practical's	Week 10: 03-04-2023 to 07-04-2023	
Planned Topic	<ul style="list-style-type: none"><li>•</li></ul> THEME NIGHT	
Competency / Perspectives aimed in behavioural Terms	<b><u>At the end of the session the students will be able to:</u></b> <ul style="list-style-type: none"><li>• Prepare autonomous the theme night</li><li>• Organize in a group the kitchen preparations</li><li>• Cooking the recipes and plating them</li><li>• Structure the work and plan the menu and organization.</li><li>• Manage unforeseen situations</li><li>• Organize the cleaning of the kitchen</li><li>• Realize the hygiene requirements</li></ul>	
Resources	<ul style="list-style-type: none"><li>• Prepared planning by the students</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Project of theme night</li></ul>	
Activities in the Session	Practical presentation and Practice	





Item	Description	Implemented
Theory	Week 11: 10-04-2022 to 14-04-2022	
Planned Topic	<b>Continental cuisine:</b> <ul style="list-style-type: none"><li>• Menus tradition and specialities</li><li>• Traditional festivals and their food</li><li>• Ingredients and origin</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<b>At the end of the session the students will be able to:</b> <ul style="list-style-type: none"><li>• Relate continental food to the respective country</li><li>• Identify traditional festivals and relate their food to it</li><li>• Plan continental menus</li></ul>	
Resources	<ul style="list-style-type: none"><li>• All the previous</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion, Group work	





Item	Description	Implemented
Practical's	Week 11: 10-04-2022 to 14-04-2022	
Planned Topic	<b>Showmanship</b>  Presentation of different special dishes prepared for the service. <ul style="list-style-type: none"><li>• Caesar Salad</li><li>• Saddle of lamb</li><li>• Full chicken</li><li>• Sirloin steak</li><li>• Poached lobster</li><li>Sole fish</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<b>At the end of the session the students will be able to:</b> <ul style="list-style-type: none"><li>• Prepare a Caesar salad</li><li>• Debone a lamb saddle and prepare it for cooking</li><li>• Clean and truss a sirloin steak</li><li>• Clean and prepare and roast a whole chicken</li><li>• Prepare and cook a lobster in court bouillon</li><li>Prepare garnish</li></ul>	
Resources	Prepared planning by the students	
Activities before the Session & Deliverables		
Activities in the Session	Practical presentation and Practice	







Item	Description	Implemented
Theory	Week 12: 17-04-2023 to 21-04-2023	
Planned Topic	<ul style="list-style-type: none"><li>• <b>Revision class and preparation for final exam:</b> Oral viva</li></ul>	
Competency / Perspectives aimed in behavioural Terms	<b>At the end of the session the students will be able to:</b> Recall all previous discussed techniques, materials, schemes, etc.	
Resources	<ul style="list-style-type: none"><li>• All the previous</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	Revision, Lecture, Open Class Discussion, Group work	





Item	Description	Implemented
Practical's	Week 12: 17-04-2023 to 21-04-2023	
Planned Topic	<u>Practical exam</u>	
Competency / Perspectives aimed in behavioural Terms	<b><u>At the end of the session the students will be able to:</u></b> <ul style="list-style-type: none"><li>• Classify prime material</li><li>• Discuss nutritional values</li><li>• Relate scientific aspects to the food production topics</li></ul> Prepare and cook basic international dishes applying the correct cooking methods and cutting skills.	
Resources	Hand-outs	
Activities before the Session & Deliverables	AI costing and recipes to be written and calculated in the journal	
Activities in the Session	Individual exam	







Item	Description	Implemented
Theory	Week 13: 24-04-2023 to 28-04-2023	
Planned Topic	<u>Close book Exam</u>	
Competency / Perspectives aimed in behavioural Terms	<b><u>At the end of the session the students will be able to:</u></b> <ul style="list-style-type: none"><li>• Describe the learned topics</li><li>• Discuss recipes and cooking methods</li><li>• Explain mother sauces and choose ingredients</li><li>• Calculate the recipes and understand them</li><li>• Select adequate garnishing for meats and fish</li><li>• Illustrate international dishes</li></ul>	
Resources	<ul style="list-style-type: none"><li>• All the before mentioned resources</li></ul>	
Activities before the Session & Deliverables	<ul style="list-style-type: none"><li>• Read the above pages</li></ul>	
Activities in the Session	EXAM	



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### Scheme of Evaluation

**Course Name:** Foundation Course in Food Production Theory & Practical's

**Instructors:** Mr. Sebastian Breitingger

ITEMS		PLANNED	PLANNED	IMPLE- MENTED	IMPLE- MENTED	REASON FOR DERI- VATION	
Competence Assessed		Evaluation Methodology planned	Group / Individual Evaluation	Total Marks: 100	Group / Individual Evaluation	Total Marks: 100	
IS A 1	Assessing student's theory and practical skills	Multiple- choice- questionnaire	Individual	15			
		Practical ISA Test	Individual	15			
IS A 2	To put in practice the ability to structure and organize an event with international cuisine through the theme Night	Theme night	Group	20			
SE A 1	Assessing student's practical skills on individual base to prepare an international menu. Assessing student's ability to make costing and explanation of the learned recipes through the journal.	Practical exam	Individual	25			
		E-Portfolio	Individual	5			
SE A 2	Assessing student's ability to recall learned materials in the classes.	Close book test	Individual	20			







## LESSON PLAN

<b>Week:</b> 3	<b>Date:</b> 13 <sup>th</sup> February – 17 <sup>th</sup> February 2023	<b>Lecturer:</b> Sebastian Breitingger
<b>Date</b>	<b>February 13, 2023, February 15, 2023 and February 17, 2023</b>	
<b>Paper</b>	<b>Foundation Course in Food Production - Practical's</b>	
<b>Hours</b>	6 hrs. each batch	
<b>Title/ Chapter</b>	Plate service with cloche, fixed menu and salad buffet.	
<b>Learning Outcome</b>	<p><b>Menu 2:</b></p> <p><b>Starter:</b></p> <ul style="list-style-type: none"> <li>• Shrimp cocktail</li> </ul> <p><b>Main Course:</b></p> <ul style="list-style-type: none"> <li>• Ballantine de volaille on thyme jus, Sautéed green peas, Pilaff rice</li> <li>• Indian Dish of The Day</li> </ul> <p><b>Dessert:</b></p> <ul style="list-style-type: none"> <li>• Crème brulee with bileyys</li> </ul> <p><b>Show: deco items for plating</b></p> <p>At the end of the session the students will be able to:</p> <ul style="list-style-type: none"> <li>• Prepare salads, cold sauces and dressings</li> <li>• Debone clean chicken, Prepare a basic menu of the same</li> <li>• Prepare basic desserts, Decorate on plates</li> </ul>	
<b>Support Media</b>	Diverse distributed handouts Google Classroom	
<b>Teaching strategy</b>	Practical demonstration, guidance and revision	
<b>Home Assignment</b>	E-Portfolio submission	





## LESSON PLAN

Week: 3	Date: 13 <sup>th</sup> February – 17 <sup>th</sup> February 2023	Lecturer: Sebastian Breitinger
Date		
Paper	Foundation Course in Food Production - Theory	
Hours	2	
Title/ Chapter	<p><b>Menu discussion:</b></p> <ul style="list-style-type: none"> <li>• Origin of ingredients, Traditions and preparation methods, Flow of work and ingredients</li> </ul> <p><b>Gastronomic offer</b></p> <ul style="list-style-type: none"> <li>• Product flow through the kitchen, Ergonomic requirements, Skill levels, Departments and hierarchy in a kitchen</li> </ul> <p><b>Planning of work:</b></p> <ul style="list-style-type: none"> <li>• Analysing food and production process, Mise en place and order, Storage of items,</li> <li>• Costing of recipes and E-Portfolio maintenance</li> <li>• Explanation and practice of costing (groups), Convert recipes, Pricelist</li> </ul>	
Learning Outcome	<p><b>At the end of the session the students will be able to:</b></p> <ul style="list-style-type: none"> <li>• Discuss the Menu and its ingredients and preparation, Analyse the food and production process</li> <li>• Describe the importance of layout of menu cards, Discuss the structure of a menu</li> <li>• Execute proper menu costing</li> <li>• Design the required proposal for the theme night</li> </ul>	
Support Media	Whiteboard, Power point, group work, Google classroom	
Teaching strategy	<ul style="list-style-type: none"> <li>• Lecture</li> <li>• Open Class Discussion</li> </ul>	
Home Assignment		





VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 23, 24

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 12</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Revision
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of topics covered in the syllabus</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Clarify their doubts about the topics covered in the syllabus</li></ul>
<b>Support Media</b>	Reference Material
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, case study
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 21, 22

Lecturer: Nelissa Alcaosas

<b>Date</b>	<b>Week 11</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Discussion of group project
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of marketing strategies adopted by the different groups</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Discuss what marketing efforts worked for the brand</li><li>• Consumer behavior and overall satisfaction</li><li>• Evaluate the seven Ps of marketing</li></ul>
<b>Support Media</b>	Reference material
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming
<b>Home Assignment</b>	Read the recommended course material in course outline







Session: 19, 20

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 10</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Individual Assignment
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Marketing of various companies</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the marketing done by different organizations</li><li>• Evaluate the elements of the marketing mix adopted by them</li></ul>
<b>Support Media</b>	Powerpoint presentations
<b>Teaching Strategy</b>	Presentations and viva
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 17, 18

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 9</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Individual Assignment
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>Marketing of various companies</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>Explain the marketing done by different organizations</li><li>Evaluate the elements of the marketing mix adopted by them</li></ul>
<b>Support Media</b>	Powerpoint presentations
<b>Teaching Strategy</b>	Presentations and viva
<b>Home Assignment</b>	Read the recommended course material in course outline





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Session: 15, 16

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 8</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Consumer Behavior
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of consumer behavior</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the model of buyer behavior</li><li>• Outline the major characteristics affecting consumer behavior</li><li>• Explain the buyer decision process</li></ul>
<b>Support Media</b>	Videos, presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, group project
<b>Home Assignment</b>	Read the recommended course material in course outline





Session: 13, 14

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 7</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Place Mix
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of the place Mix</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Discuss the nature of distribution channels</li><li>• Explain the channel behavior and the channel management decisions</li><li>• Identify factors to consider while choosing a business location</li></ul>
<b>Support Media</b>	Powerpoint presentation, videos
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, group project
<b>Home Assignment</b>	Read the recommended course material in course outline







VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 11, 12

Lecturer: Nelissa Alcasoas

Date	Week 6
Paper	<b>Marketing for Hospitality, Tourism and Leisure</b>
Title/ Chapter	Promotion Mix
Topic/ Main Idea	<ul style="list-style-type: none"><li>• Discussion of the various promotional tools</li></ul>
Learning Outcome	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Discuss the elements of the promotion mix</li><li>• Explain the advantages and disadvantages of each of the tools – advertising, public relations, personal selling, sales and promotion</li></ul>
Support Media	Powerpoint presentation, videos
Teaching Strategy	Lecture and discussion, brainstorming, group project
Home Assignment	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 9, 10

Lecturer: Nelissa Alcasous

<b>Date</b>	<b>Week 5</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Price Mix
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Concept of pricing in business</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Discuss the different types of pricing strategies</li><li>• Identify internal and external factors that influence prices</li><li>• Evaluate how prices are set</li></ul>
<b>Support Media</b>	Powerpoint presentation, videos
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, group project
<b>Home Assignment</b>	Read the recommended course material in course outline





Session: 7, 8

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>November 15, 2016, November 18, 2016</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Product Mix
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Concept of product in business</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the meaning and importance of product mix in an organization</li><li>• Discuss the levels of products</li><li>• Explain the new product development process</li><li>• Evaluate the concept of branding and conditions to support branding</li></ul>
<b>Support Media</b>	Powerpoint presentation, videos
<b>Teaching Strategy</b>	Lecture and discussion, group project
<b>Home Assignment</b>	Read recommended course material





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Session: 5, 6

Lecturer: Nelissa Aleixoas

<b>Date</b>	<b>November 8, 2016, November 10, 2016</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Marketing Planning
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Market Plan</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Describe a generic process for marketing planning</li><li>• Formulate a strategic marketing plan</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, group project
<b>Home Assignment</b>	Read recommended course material







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Session: 4

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>October 28, 2016</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Market Information
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Market Research</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the concept of marketing information systems and how it is useful to an organization.</li><li>• Analyse how market research is done to aid in the sale of services and sources of acquiring information</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion
<b>Home Assignment</b>	Research for group assignment





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 3

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>October 25, 2016</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	Marketing Environment
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Macro and Micro Environment</li></ul>
<b>Learning Outcome</b>	<p>At the end of the session, the students will be able to</p> <ul style="list-style-type: none"><li>• Distinguish between micro and macro elements and explain how changes in any of the factors affect the marketing environment</li><li>• Discuss how companies can be proactive rather than reactive when responding to environment trends</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, case study discussion and analysis





Session: 2

Lecturer: Nelissa Aleasoas

<b>Date</b>	<b>Friday, October 21, 2016</b>
<b>Paper</b>	<b>Marketing for Hospitality, Tourism and Leisure</b>
<b>Title/ Chapter</b>	<b>Marketing &amp; Market Segmentation and Targeting</b>
<b>Topic/Main Idea</b>	<ul style="list-style-type: none"><li>• Concept of marketing</li><li>• Services VS Products</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the meaning of marketing</li><li>• Outline the characteristics of marketing</li><li>• Describe how marketers segment, target and position their products and services</li></ul>
<b>Support Media</b>	Powerpoint Presentation, Whiteboard, reference books
<b>Teaching strategy</b>	Lecture & open class discussion, class activity
<b>Home Assignment</b>	Read the recommended course material





Session: I

Lecturer: Nelissa Alcasoas

**Date**

**Monday, October 17, 2016**

**Paper**

**Marketing for Hospitality, Tourism and Leisure**

**Title/ Chapter**

Introduction to Marketing for Hospitality, Tourism and Leisure

**Topic/Main Idea**

- Introduction to the topics

**Learning Outcome**

- At the end of the session, the students will be able to
- Outline the characteristics of the topics going to be covered
  - Identify with elements of the marketing mix

**Support Media**

Powerpoint Presentation, Whiteboard, reference books

**Teaching strategy**

Lecture and open class discussion

**Home Assignment**

Read the recommended material







VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 22, 23

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 12</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Revision
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Revision</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Clarify the doubts they have of the syllabus</li><li>• Solve application based questions</li></ul>
<b>Support Media</b>	Case study, scenarios
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming
<b>Home Assignment</b>	Read the recommended course material in course outline





Session: 20, 21

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 11</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Stress Management and Learning
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of stress and how it can be managed</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the concept of stress</li><li>• Discuss the potential sources of stress</li><li>• Examine the consequences of stress</li><li>• Identify ways to manage stress</li><li>• Explain the concept of learning and its importance</li><li>• Illustrate the learning process</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, class activity
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 18, 19

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 10</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Individual Assignment
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of various topics in the syllabus using case studies</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the concepts to do with motivation, personality, group dynamics, communication etc.</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, case studies
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 16, 17

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 9</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Individual Assignment
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of various topics in the syllabus using case studies</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the concepts to do with motivation, personality, group dynamics, communication etc.</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, case studies
<b>Home Assignment</b>	Read the recommended course material in course outline







VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 14, 15

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Week 8</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Power and Politics and Conflict Management
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Impact of power, politics and conflicts in an organization</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Explain the definition of power</li><li>• Examine the bases of power</li><li>• Evaluate the consequences of political behavior in organizations</li><li>• Explain the definition of conflict</li><li>• Illustrate the conflict process</li><li>• Evaluate how negotiation can overcome conflicts</li></ul>
<b>Support Media</b>	Videos, presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, group activity
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 12, 13

Lecturer: Nelissa Alcasoas

Date	Week 7
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Attitudes and Perception
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion of types of attitude and its importance in organizations and perception among employees in an organization</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to: <ul style="list-style-type: none"><li>• Discuss the ABC Model of attitude</li><li>• Explain the major job attitudes</li><li>• Describe the factors influencing perception</li><li>• Distinguish between perception and individual decision making</li></ul>
<b>Support Media</b>	Videos, presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, group activity
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 10, 11

Lecturer: Nelissa Alcasoas

Date	Week 6
Paper	<b>Organizational Behavior</b>
Title/ Chapter	Motivation
Topic/ Main Idea	<ul style="list-style-type: none"><li>• Motivation among employees in the workplace</li></ul>
Learning Outcome	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Discuss the theories of motivation</li><li>• Evaluate how to get work done from employees</li></ul>
Support Media	Videos, presentation
Teaching Strategy	Lecture and discussion, brainstorming, roleplays
Home Assignment	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 8, 9

Lecturer: Nelissa Alcazoas

<b>Date</b>	<b>November 21, 2016, November 23, 2016</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Leadership & Interpersonal behavior
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Types of leaders</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Define the concept of leadership</li><li>• Explain the different theories of leadership</li><li>• Identify the qualities of a good leader</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion
<b>Home Assignment</b>	Discussion on the group assignment







Session: 6, 7

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>November 14, 2016, November 16, 2016</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Group Dynamics, Communication
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Discussion for Children's Day Programs</li></ul>
<b>Learning Outcome</b>	<ul style="list-style-type: none"><li>• Discuss the tasks and various duties for Children's day</li><li>• Communication Activity – Developing your communication style</li></ul>
<b>Support Media</b>	Activity
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, class activity
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora- Raia, Goa, India

Session: 4, 5

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>November 7, 2016, November 9, 2016</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Communication
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Importance of effective communication in an organization</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Evaluate the importance of communication in an organization</li><li>• Discuss the barriers to effective communication</li></ul>
<b>Support Media</b>	Reference book, Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, brainstorming, class activity
<b>Home Assignment</b>	Read the recommended course material in course outline





VM Salgaocar Institute of International Hospitality Education, Manora-Raia, Goa, India

Session: 3

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>October 24, 2016</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	Group Dynamics
<b>Topic/ Main Idea</b>	<ul style="list-style-type: none"><li>• Groups and its importance in organisations</li></ul>
<b>Learning Outcome</b>	At the end of the session, the students will be able to <ul style="list-style-type: none"><li>• Justify why people form groups</li><li>• Explain the stages of group development</li><li>• Outline the characteristics of groups</li><li>• Examine group decision making</li></ul>
<b>Support Media</b>	Powerpoint presentation
<b>Teaching Strategy</b>	Lecture and discussion, roleplay





Session: 2

Lecturer: Nelissa Alcasoas

<b>Date</b>	<b>Thursday, October 20, 2016</b>
<b>Paper</b>	<b>Organizational Behavior</b>
<b>Title/ Chapter</b>	<b>Personality</b>
<b>Topic/Main Idea</b>	<ul style="list-style-type: none"><li>• Big Five Personality Model</li><li>• Ego states</li></ul>
<b>Learning Outcome</b>	<p>At the end of the session the students will be able to</p> <ul style="list-style-type: none"><li>• Explain the meaning of personality</li><li>• Discuss the Big Five Personality Model</li><li>• Justify the importance of values and link an individual's personality and values to the workplace</li></ul>
<b>Support Media</b>	<b>Powerpoint Presentation, Whiteboard, reference books</b>
<b>Teaching strategy</b>	<ul style="list-style-type: none"><li>• Transactional Analysis Questionnaire</li><li>• Lecture &amp; open class discussion</li></ul>
<b>Home Assignment</b>	<b>Roleplay for next session</b>







**Session: I**

**Lecturer: Nelissa Alcasoas**

**Date**

**Tuesday, October 18, 2016**

**Paper**

**Organizational Behavior**

**Title/ Chapter**

**Introduction to Organizational Behavior**

**Topic/Main Idea**

- Brief introduction of the topics in the syllabus
- Personality - Johari Window

**Learning Outcome**

At the end of the session, the students will be able to

- Outline the characteristics of the topics that are going to be covered in Organizational Behavior

**Support Media**

- Illustrate the Johari window and evaluate how it can be applied to individuals

**Teaching strategy**

Powerpoint Presentation, Whiteboard, reference books

- Class Activity

- Lecture and open discussion

**Home Assignment**

Read the recommended material





Frazer Rodrigues <frazer.rodrigues@vmsiihe.edu.in>

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## Retake of Financial management ISA 2

4 messages

**Shameem Memon** <shameem.memon@vmsiihe.edu.in>

Wed, Apr 5, 2023 at 8:18 AM

To: Avinash Ajay <avinash.ajay@vmsiihe.edu.in>, Blandon Moraes <blandon.moraes@vmsiihe.edu.in>, Lysandra Costa <lysandra.costa@vmsiihe.edu.in>

Cc: Frazer Rodrigues <frazer.rodrigues@vmsiihe.edu.in>

Dear All,

Your retake of ISA 2 Test (Financial Management) is there on 06/04/2023 during the last slot of SS/LP.

Don't forget to carry your calculators. Syllabus is capital budgeting.

Kindly be present in the faculty block sharp at 3.15 pm on 06/04/2023

For any queries please contact me.

Regards,

**CMA Shameem Memon**

**Asst. Prof.- Financial Accounting**

V. M. Salgaocar Institute of International Hospitality Education

Manora-Raia, Salcette, Goa- 403720 India

Tel: +91 832 6623000 Fax: +91 832 6623111

[shameem.memon@vmsiihe.edu.in](mailto:shameem.memon@vmsiihe.edu.in)

[www.vmsiihe.edu.in](http://www.vmsiihe.edu.in)

Skype ID: vmsiihe.goa

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**Blandon Moraes** <blandon.moraes@vmsiihe.edu.in>

Wed, Apr 5, 2023 at 8:21 AM

To: Shameem Memon <shameem.memon@vmsiihe.edu.in>

Cc: Avinash Ajay <avinash.ajay@vmsiihe.edu.in>, Lysandra Costa <lysandra.costa@vmsiihe.edu.in>, Frazer Rodrigues <frazer.rodrigues@vmsiihe.edu.in>

Thanks, I will be there.

[Quoted text hidden]

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**Avinash Ajay** <avinash.ajay@vmsiihe.edu.in>

Wed, Apr 5, 2023 at 9:57 AM

To: Blandon Moraes <blandon.moraes@vmsiihe.edu.in>

Cc: Shameem Memon <shameem.memon@vmsiihe.edu.in>, Lysandra Costa <lysandra.costa@vmsiihe.edu.in>, Frazer Rodrigues <frazer.rodrigues@vmsiihe.edu.in>

Thanks, I will be there.

[Quoted text hidden]

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**Frazer Rodrigues** <frazer.rodrigues@vmsiihe.edu.in>

Wed, May 8, 2024 at 3:42 PM



V. M. SALGAOCAR INSTITUTE  
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RESULT ANALYSIS OF F.Y. M.Sc. IHTE SEMESTER III & IV (BATCH 2021-2023)

Overall Analysis:

Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	0	0
A+: Excellent	1	17
A: Very Good	3	50
B+: Good	0	0
B: Above Average	0	0
C: Average	1	17
F: Pass	0	0
F: Fail	1	17
<b>Total</b>	<b>6</b>	<b>100</b>

Details of Rank Holders:

Name of the Student	Rank	CGPA	Final Grade
Luis Joana Richa	I	9.75	A+
Dias Asher Collin Alex Farita	II	8.38	A
Fortes Steven Joe Clifford	III	8.25	A

  
Exam Coordinator  
Ms. Shameem Memon



  
Principal/Director  
Prof. Ifran Mirza





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**SEMESTER END EXAMINATION, MAY 2023**  
**RESULT ANALYSIS OF S.Y. M.Sc. IHTM SEMESTER IV (BATCH 2021-2023)**

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
C: Outstanding	1	0
A+: Excellent	2	40
A: Very Good	1	20
B+: Good	0	0
B: Above Average	0	17
C: Average	0	0
P: Pass	0	0
F: Fail	1	20
<b>Total</b>	<b>5</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	Overall Marks	SGPA	Final Grade
Luis Joana Richa	I	375	10	O
Dias Asher Collin Alex Farita	II	336	9.50	A+
Fortes Steven Joe Clifford	III	332	9.50	A+

Exam Coordinator  
Ms. Shameem Memon



Principal/Director  
Prof. Irfan Mirza





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**SEMESTER END EXAMINATION, JANUARY 2023**  
**RESULT ANALYSIS OF S.Y. M.Sc. IHTM SEMESTER III (BATCH 2021-2023)**

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
D: Outstanding	0	0
A+: Excellent	1	20
A: Very Good	1	20
B+: Good	3	60
B: Above Average	0	17
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>5</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	SGPA	Final Grade
Luis Joana Richa	I	9.50	A+
Diniz Clara Treaza	II	8.00	A
Dias Asher Collin Alex Farita	III	7.25	B+

  
Exam Coordinator  
Ms. Shameem Memon



  
Principal/Director  
Prof. Irfan Mirza





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SEMESTER END EXAMINATION, JANUARY 2023


RESULT ANALYSIS OF F.Y. M.Sc. IHTM SEMESTER II (BATCH 2022-2024)

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	0	0
A+: Excellent	4	80
A: Very Good	0	0
B+: Good	1	20
B: Above Average	0	17
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>5</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	SGPA	Final Grade
THULASI RAJU	I	9.60	A+
ISHANI VILAS KHALAP	II	9.40	A+
BAGADE ANOOJ RAMDAS	III	9.40	A+

  
Exam Coordinator  
Ms. Shameem Memon



  
Principal/Director  
Prof. Irfan Mirza





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**SEMESTER END EXAMINATION, JANUARY 2023**  
**RESULT ANALYSIS OF F.Y. M.Sc. IHTM SEMESTER I (BATCH 2022-2024)**

**Overall Analysis:**


Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	0	0
A+: Excellent	4	80
A: Very Good	1	20
B+: Good	0	0
B: Above Average	0	17
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>5</b>	<b>100</b>

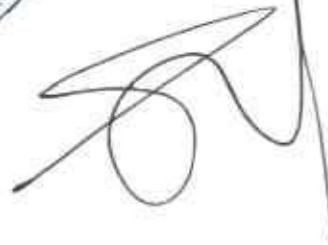
**Details of Rank Holders:**

Name of the Student	Rank	SGPA	Final Grade
THULASI RAJU	I	9.80	A+
ISHANI VILAS KHALAP	II	9.60	A+
BAGADE ANOOJ RAMDAS	III	9.40	A+

  
Exam Coordinator  
Ms. Shameem Memon



  
Principal/Director  
Prof. Irfan Mirza





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**SEMESTER END EXAMINATION, APRIL 2023**

**RESULT ANALYSIS OF F. Y. B. Sc. CA SEMESTER 2 (BATCH 2022-2025) - BEFORE RETAKE**

Academic Term 05th Dec 2022 To 17th April 2023, Exam Held From 24th April 2023 to 26th April 2023

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
C: Outstanding	0	0
A+: Excellent	3	10
A: Very Good	9	30
B+: Good	7	23
B: Above Average	1	3
C: Average	0	0
P: Pass	0	0
F: Fail	10	33
<b>Total</b>	<b>30</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	TWGP	CGPA	Final Grade
ATHARV MANOJ HEDE 405	I	224	9.33	A+ : Excellent
MOHAMED BILAL 450	II	224	9.33	A+ : Excellent
RAASHI JAYESH SHETTY	III	222	9.25	A+ : Excellent

**Conversion of CGPA to Final Grade**

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

Exam Coordinator



Principal & Director





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**SEMESTER END EXAMINATION, NOVEMBER 2022**  
**RESULT ANALYSIS OF F. Y. B. Sc. CA SEMESTER 1 (BATCH 2022-2025)**

Academic Term 18th July 2022 To 25th Nov 2022, Exam Held From 28th Nov 2022 to 02nd Dec 2022

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
C: Outstanding	0	0
A+: Excellent	4	13
A: Very Good	9	30
B+: Good	11	37
B: Above Average	6	20
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>30</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	Overall Marks	Overall Percentage (%)	TWGP	SGPA	Final Grade
ATHARV MANOJ HEDE	I	504	84.00	224	9.33	A+ : Excellent
RAASHI JAYESH SHETTY	II	498	83.00	224	9.33	A+ : Excellent
ARKITA VARADKAR	III	494	82.33	220	9.17	A+ : Excellent

Result Prepared on 08th Dec 2022

  
Exam Coordinator



  
Principal/Director





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SEMESTER END EXAMINATION, APRIL 2023

RESULT ANALYSIS OF T.Y. B.Sc. IHM TERM 9 (BATCH 2020-2023)

Academic Term 23rd January 2023 To 22nd April 2023, Exam Held From 24th April 2023 to 26th April 2023

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	1	2
A+: Excellent	8	15
A: Very Good	27	51
B+: Good	16	30
B: Above Average	1	2
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>53</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	TWGP	CGPA	Final Grade
CHIARA AMBER PEREIRA 249	I	160	10.00	O : Outstanding
SHARMA PURVA SATYEN 255	II	158	9.88	A+ : Excellent
AZRIEL SHEENA GRACIAS 352	III	158	9.88	A+ : Excellent

**Conversion of CGPA to Final Grade**

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

Exam Coordinator



Principal & Director



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**SEMESTER END EXAMINATION, JANUARY 2023**

**RESULT ANALYSIS OF T.Y. B.Sc. IHM TERM B (BATCH 2020-2023)**

Academic Term 17th Oct 2022 To 13th Jan 2023, Exam Held From 16th Jan 2023 to 19th Jan 2023

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	0	0
A+: Excellent	5	9
A: Very Good	17	32
B+: Good	25	47
B: Above Average	6	11
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>53</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	TWGP	CGPA	Final Grade
CHIARA AMBER PEREIRA	I	138	9.86	A+ : Excellent
SHARMA PURVA SATYEN	II	134	9.57	A+ : Excellent
AZRIEL SHEENA GRACIAS	III	132	9.43	A+ : Excellent

**Conversion of CGPA to Final Grade**

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

  
Exam Coordinator



  
Principal & Director

Exam Date: 15/10/2022  
 Results of T.Y. B.Sc. IHM Trimester VII (Batch 2020-2023)



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**SEMESTER END EXAMINATION, OCTOBER 2022**  
**RESULT ANALYSIS OF T. Y. B.Sc. IHM TRIMESTER VII (BATCH 2020-2023)**

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	0	0
A+: Excellent	7	13
A: Very Good	22	40
B+: Good	21	38
B: Above Average	4	17
C: Average	1	2
P: Pass	0	0
F: Fail	0	0
<b>Total</b>	<b>55</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	Overall Marks	Overall Percentage (%)	TWGP	SGPA	Final Grade
CHIARA AMBER PEREIRA	I	315	90.00	134	9.57	A+
SHARMA PURVA SATYEN	II	302	86.29	134	9.57	A+
DSOUZA PEARL TIMOTHY	III	293	83.71	132	9.43	A+

  
 Exam Coordinator  
 Ms. Shameem Memon



  
 Principal/Director  
 Prof. Irfan Mirza







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RESULT ANALYSIS OF S.Y. B.Sc. IHM TRIMESTER 5 & 6 (BATCH 2021-2024)

Overall Analysis:


Final Grade	No. of Students	Percentage of Students (%)
O: Outstanding	6	14
A+: Excellent	28	64
A: Very Good	10	23
B+: Good	0	0
B: Above Average	0	0
C: Average	0	0
P: Pass	0	0
F: Fail	0	0
Total	44	100

Details of Rank Holders:

Name of the Student	Rank	CGPA	Final Grade	Percentage
Rachel Esmeralda Barretto	I	10.00	O	92.00%
Anislem Bevan Menezes	II	10.00	O	90.00%
Elicio Antonio Fernandes	III	10.00	O	87.27%

  
Exam Coordinator



  
Principal/Director





V.M. SALGAOCAR INSTITUTE

INTERNATIONAL HOSPITALITY EDUCATION

**SEMESTER END EXAMINATION, APRIL 2023**

**RESULT ANALYSIS OF S.Y. B.Sc. IHM TERM 4 (BATCH 2021-2024) - BEFORE RETAKE**

Academic Term 23rd January 2023 To 22nd April 2023, Exam Held From 24th April 2023 to 26th April 2023

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
O Outstanding	0	0
A+ Excellent	8	18
A Very Good	25	57
B+ Good	8	18
B Above Average	2	5
C Average	0	0
P Pass	0	0
F Fail	1	2
<b>Total</b>	<b>44</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	TWGP	CGPA	Final Grade
Rachel Esmeralda Barretto	I	206	9.36	A+ : Excellent
Mathan Jordan Fernandes	II	206	9.36	A+ : Excellent
Choe Dorlisa Antao	III	204	9.27	A+ : Excellent

**Conversion of CGPA to Final Grade**

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

Exam Coordinator



Principal & Director



V. M. SALGAOCAR INSTITUTE

INTERNATIONAL HOSPITALITY EDUCATION

### SEMESTER END EXAMINATION, April 2023

RESULT ANALYSIS OF F.Y. B.Sc. IHM TERM 3 [BATCH 2022-2025] - BEFORE RETAKE

Academic Term 23rd January 2023 To 22nd April 2023, Exam Held From 24th April 2023 to 28th April 2023

#### Overall Analysis:

Final Grade	No of Students	Percentage of Students (%)
C: Outstanding	0	0
A+: Excellent	0	0
A: Very Good	5	13
B+: Good	11	29
B: Above Average	13	34
C: Average	5	13
P: Pass	1	3
F: Fail	3	8
<b>Total</b>	<b>38</b>	<b>100</b>

#### Details of Rank Holders:

Name of the Student	Rank	TWGP	CGPA	Final Grade
SALONI RAJESH RAO	I	160	8.89	A : Very good
FERNANDES ENDREA ZINA	II	158	8.78	A : Very good
MICHELLE SHANIA MENDONCA	III	154	8.56	A : Very good

#### Conversion of CGPA to Final Grade

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

Exam Coordinator



Principal & Director



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**SEMESTER END EXAMINATION, JANUARY 2023**

**RESULT ANALYSIS OF F. Y. B. Sc. IHM TERM 2 (BATCH 2022-2025) - BEFORE RETAKE**

Academic Term 17th Oct 2022 To 13th Jan 2023, Exam Held From 16th Jan 2023 to 19th Jan 2023

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
O: Outstanding	0	0
A+: Excellent	4	11
A: Very Good	11	29
B+: Good	15	39
B: Above Average	5	13
C: Average	2	5
P: Pass	0	0
F: Fail	1	3
<b>Total</b>	<b>38</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	TWGP	CGPA	Final Grade
FERNANDES ENDREA ZINA	I	172	9.56	A+ : Excellent
SALONI RAJESH RAD	II	164	9.11	A+ : Excellent
JOSHUA FARIA	III	163	9.06	A+ : Excellent

**Conversion of CGPA to Final Grade**

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

Exam Coordinator



Principal & Director





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**SEMESTER END EXAMINATION, OCTOBER 2022**

**RESULT ANALYSIS OF F.Y. B.Sc. IHM TERM 1 (BATCH 2022-2025) - BEFORE RETAKE**

Academic Term 18th July 2022 To 07th Oct 2022, Exam Held From 10th Oct 2022 to 15th Oct 2022

**Overall Analysis:**

Final Grade	No of Students	Percentage of Students (%)
C: Outstanding	0	0
A+: Excellent	4	11
A: Very Good	7	18
B+: Good	15	39
B: Above Average	7	18
C: Average	2	5
P: Pass	0	0
F: Fail	3	8
<b>Total</b>	<b>38</b>	<b>100</b>

**Details of Rank Holders:**

Name of the Student	Rank	TWGP	CGPA	Final Grade
FERNANDES ENDREA ZINA	I	142	9.47	A+ : Excellent
SALONI RAJESH RAO	II	139	9.27	A+ : Excellent
JOSHUA FARIA	III	137	9.13	A+ : Excellent

**Conversion of CGPA to Final Grade**

CGPA	Grades
10.0	O (Outstanding)
9.0 - < 10	A+ (Excellent)
8.0 - < 9.0	A (Very Good)
7.0 - < 8.0	B+ (Good)
6.0 - < 7.0	B (Above Average)
5.0 - < 6.0	C (Average)
4.0 - < 5.0	P (Pass)
<4.0	F (Fail)

  
Exam Coordinator



  
Principal & Director

### Course Evaluation Summary Report

Instructors Name  
Subject  
Course Code  
Term  
Number of attendees:  
Number of evaluations:  
Date

Ms. Gauri Patil  
Food & Beverage Service Operations  
IHCH106  
FY - Term - 1 - 2020  
54  
61  
11-10-2020

Sr./No	KPI Name	Strongly Disagree(1)	Disagree(2)	Agree(3)	Strongly Agree(4)	Over all	Score scale of 100
<b>Course Overall Feedback</b>							
1	I have learned useful skills / gained valuable knowledge in this course.	0	0	13	41	203	93.99
2	Overall the course was a good experience.	0	0	14	40	202	93.52
3	This course was of interest to me.	5	0	11	38	190	87.96
4	This course was appropriately challenging.	0	4	18	32	198	87.96
5	This course will be useful for my career.	0	2	9	43	203	93.99
						<b>Total</b>	91.48
<b>Teaching Skills</b>							
6	Class time was used constructively.	0	0	18	36	198	91.67
7	The lecturer followed the objectives according to the syllabus.	0	0	17	37	199	92.13
8	The lecturer presented the material in a manner that I understood.	0	0	19	35	197	91.20
9	The lecturer stimulated my interest in this course.	0	0	20	34	196	90.74
10	The lecturer was in good control of the class environment.	0	0	12	42	204	94.44
11	This lecturer should be recommended to future students.	0	0	16	38	200	92.59
12	The lecturer seems well prepared for each class.	0	0	16	38	200	92.59
13	The lecturer knows the subject matter.	0	0	15	39	201	93.06
						<b>Total</b>	92.30
<b>Instructor Style</b>							
14	The lecturer appears to enjoy teaching the course.	0	0	15	39	201	93.06
15	The lecturer shows patience with students.	0	3	23	28	187	86.57
16	Students are free to ask questions.	0	0	19	35	187	91.20
17	The lecturer is accessible to give extra help outside class when required.	0	3	26	25	184	85.19
18	The lecturer respects different opinions.	0	2	21	31	191	88.43
19	The lecturer treats all students equally.	2	0	20	32	190	87.96
						<b>Total</b>	88.73
<b>Assessments of Subject</b>							
20	On the whole, assessments were returned promptly.	0	0	25	29	191	88.43
21	The lecturer gave adequate feedback on assessments.	0	2	20	32	192	88.89
22	On the whole, assessments were a fair representation of the course content.	0	0	21	33	195	90.28
23	Assessment tasks allowed me to demonstrate what I was taught.	0	2	20	32	192	88.89
24	The textbook / workbook/ hand-outs were a helpful learning tool.	0	3	15	36	195	90.28
						<b>Total</b>	89.35
<b>Average</b>							<b>90.47</b>

Comments:



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### Course Evaluation Summary Report

Instructors Name

Ms. Nelissa Alcasoas

Subject

Management Process 2 Hospitality Tourism, Leisure & Event

Course Code

IHOH108

Term

5Y-Term-4 2020

Number of attendees:

80

Number of evaluations:

85

Date

11-09-2020

Sr. No	KPI Name	Strongly Disagree(1)	Disagree(2)	Agree(3)	Strongly Agree(4)	Over all	Score scale of 100
<b>Course Overall Feedback</b>							
1	I have learned useful skills / gained valuable knowledge in this course.	0	1	47	32	271	84.69
2	Overall the course was a good experience.	0	5	37	38	273	85.31
3	This course was of interest to me.	1	5	48	26	259	80.94
4	This course was appropriately challenging.	3	13	41	23	244	76.25
5	This course will be useful for my career.	0	0	36	44	284	88.75
<b>Total</b>							<b>83.19</b>
<b>Teaching Skills</b>							
6	Class time was used constructively.	0	1	41	38	277	86.56
7	The lecturer followed the objectives according to the syllabus.	0	0	38	42	282	88.13
8	The lecturer presented the material in a manner that I understood.	0	3	38	39	276	86.25
9	The lecturer stimulated my interest in this course.	1	7	46	26	257	80.31
10	The lecturer was in good control of the class environment.	0	4	44	32	268	83.75
11	This lecturer should be recommended to future students.	0	2	35	43	281	87.81
12	The lecturer seems well prepared for each class.	0	0	30	50	290	90.63
13	The lecturer knows the subject matter.	0	0	33	47	287	89.69
<b>Total</b>							<b>86.64</b>
<b>Instructor Style</b>							
14	The lecturer appears to enjoy teaching the course.	0	0	36	44	284	88.75
15	The lecturer shows patience with students.	0	0	25	55	295	92.19
16	Students are free to ask questions.	0	1	25	54	293	91.56
17	The lecturer is accessible to give extra help outside class when required.	0	3	38	39	276	86.25
18	The lecturer respects different opinions.	0	0	27	53	293	91.56
19	The lecturer treats all students equally.	0	2	30	48	286	89.38
<b>Total</b>							<b>89.95</b>
<b>Assessments of Subject</b>							
20	On the whole, assessments were returned promptly.	0	4	44	32	268	83.75
21	The lecturer gave adequate feedback on assessments.	0	4	37	39	275	85.94
22	On the whole, assessments were a fair representation of the course content.	0	0	47	33	273	85.31
23	Assessment tasks allowed me to demonstrate what I was taught.	0	2	44	34	272	85.00
24	The textbook / workbook/ hand-outs were a helpful learning tool.	0	4	46	30	266	83.13
<b>Total</b>							<b>84.63</b>
<b>Average</b>							<b>86.10</b>

Comments:



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### Course Evaluation Summary Report

Instructors Name

Mr. Frazer Rodrigues

Subject

Case Analysis

Course Code

IHQH117

Term

TY-Term-7 2020

Number of attendees:

53

Number of evaluations:

63

Date

11-11-2020

Sr.No	KPI Name	Strongly Disagree(1)	Disagree(2)	Agree(3)	Strongly Agree(4)	Over all	Score (scale of 100)
<b>Course Overall Feedback</b>							
1	I have learned useful skills / gained valuable knowledge in this course.	0	0	29	24	183	86.32
2	Overall the course was a good experience.	0	0	27	26	185	87.26
3	This course was of interest to me.	0	0	37	14	175	82.55
4	This course was appropriately challenging.	1	7	33	17	162	76.42
5	This course will be useful for my career.	0	0	22	31	190	89.62
<b>Total</b>						<b>84.43</b>	
<b>Teaching Skills</b>							
6	Class time was used constructively.	0	0	20	33	192	90.57
7	The lecturer followed the objectives according to the syllabus.	0	0	23	30	189	89.15
8	The lecturer presented the material in a manner that I understood	0	0	22	30	188	89.15
9	The lecturer stimulated my interest in this course.	0	0	32	21	180	84.91
10	The lecturer was in good control of the class environment.	0	0	27	26	185	87.26
11	This lecturer should be recommended to future students.	0	0	19	34	193	91.04
12	The lecturer seems well prepared for each class.	0	0	16	37	196	92.45
13	The lecturer knows the subject matter.	0	0	16	37	196	92.45
<b>Total</b>						<b>89.62</b>	
<b>Instructor Style</b>							
14	The lecturer appears to enjoy teaching the course.	0	0	13	40	199	93.87
15	The lecturer shows patience with students.	0	0	15	38	197	92.92
16	Students are free to ask questions.	0	0	12	41	200	94.34
17	The lecturer is accessible to give extra help outside class when required.	0	1	25	27	185	87.26
18	The lecturer respects different opinions.	0	0	14	39	198	93.40
19	The lecturer treats all students equally.	0	1	16	36	194	91.51
<b>Total</b>						<b>92.22</b>	
<b>Assessments of Subject</b>							
20	On the whole, assessments were returned promptly.	0	4	31	18	173	81.60
21	The lecturer gave adequate feedback on assessments	0	4	24	15	170	80.19
22	On the whole, assessments were a fair representation of the course content.	0	1	26	26	184	86.79
23	Assessment tasks allowed me to demonstrate what I was taught.	0	0	31	22	181	85.38
24	The textbook / workbook/ hand-outs were a helpful learning tool.	0	0	32	21	180	84.91
<b>Total</b>						<b>83.77</b>	
<b>Average</b>						<b>87.51</b>	
<b>Comments:</b>							







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**MENTEE INFORMATION SHEET**

Name: \_\_\_\_\_

Age: \_\_\_\_\_

Date of birth: \_\_\_\_\_

Mobile no: \_\_\_\_\_

Home contact no: \_\_\_\_\_

Father's name: \_\_\_\_\_ Occupation: \_\_\_\_\_

Mother's name: \_\_\_\_\_ Occupation: \_\_\_\_\_

Personal Interest: \_\_\_\_\_

\_\_\_\_\_

Difficulties: \_\_\_\_\_

\_\_\_\_\_

Short term goal: \_\_\_\_\_

\_\_\_\_\_

Long term goal: \_\_\_\_\_

**Term:**

	Grade	Rank
Target set:		
Achieved:		

Analysis:

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**Term:**

	Grade	Rank
Target set:		
Achieved:		

Analysis:

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**Term:**

	Grade	Rank
Target set:		
Achieved:		

Analysis:

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MANORA- RAIA

MENTORING HANDBOOK

2023-2024

### **Table of content**

- **Introduction**
- **Benefits of mentoring**
- **Qualities required by a mentor**
- **Institute terms for mentoring**
- **Structure of mentoring**
- **Helping set targets**
- **Tracing grades to achieve goals**

## INTRODUCTION

*"One person can make a difference, and everyone should try"*

- John F Kennedy

**Mentoring** is important to create a "safety- Net" for students at the institute. Under this program, mentors who are the faculty members meet the mentees regularly, build rapport with him/her, monitors their grades and assists them with academic and personal difficulties.

Another important role of a mentor is to guide the mentee to seek help whenever needed either from the counsellor or other authorities, and to speak to mentees of the important policies at the institute.

Mentors should also help their mentees in setting realistic targets and to trace their grades.

Being a mentor does not requires special skills, but mentors are simply people who have the qualities of good role models.

## BENEFITS OF MENTORING

The mentoring programme helps not only the mentee but also the mentor in growing as an individual. Mentors learn a lot from their mentees, just the need to be open to information and knowledge.

### **Mentors:**

- Gain personal satisfaction
- Develop patience, insight, and understanding
- Improve leadership and communication skills
- Gain knowledge
- Gain experience for future careers in public service, social work, teaching, and more.
- Create a rapport between students and thereby helping in smooth functioning of the institute

### **Mentee:**

- Receive academic help; improve social skills, increased motivation, and self-confidence.
- Have the attention of another caring adult, support and reassurance, trust and discipline.
- Improve their grades through Target setting.
- Improved opportunity to develop knowledge.
- New insights and perspectives.



### QUALITIES REQUIRED BY A MENTOR

Mentors listen.	They maintain eye contact and give mentees their full attention.
Mentors guide.	Mentors are there to help their mentees find life direction, never to push them.
Mentors are practical.	They give insights about keeping on task and setting goals and priorities.
Mentors provide insight.	Mentors use their personal experience (not share) to help their mentees avoid mistakes and learn from good decisions. Mentors advice, not dictate.
Mentors criticize constructively.	When necessary, mentors point out areas that need improvement, always focusing on the mentee's behaviour, never his/her character. Do not criticize.
Mentors are supportive.	No matter how painful the mentee's experience, mentors continue to encourage them to learn and improve.
Mentors are specific.	Mentors give specific advice on what was done well or could be corrected, what was achieved and the benefits of various actions. Help recognize their weakness, and build on their strengths.
Mentors care.	Mentors care about their mentees' progress in academics and career planning, as well as their personal development.

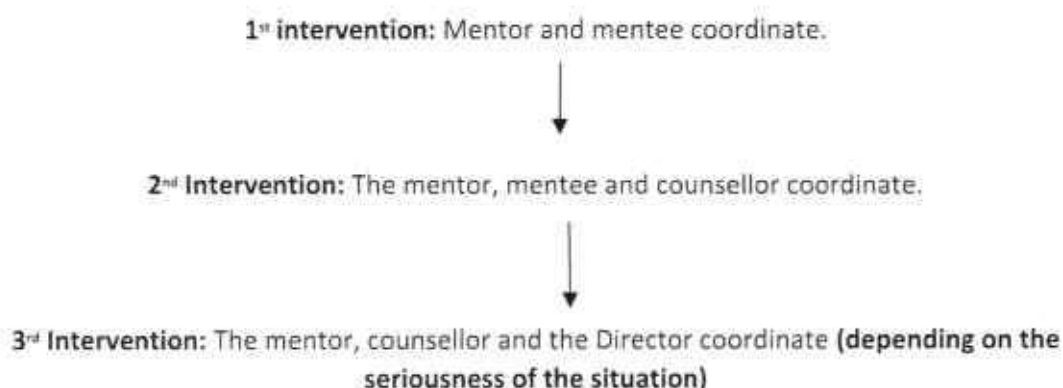
### INSTITUTE TERMS FOR MENTORING

- The mentor and mentee meet compulsorily 10 times during the academic year and 6 times for 2<sup>nd</sup> year batch .( more if possible/ required)
- Notify the counsellor if the students do not show up in a month.
- Be reliable and maintain confidentiality at all times, unless confidentiality needs to be breached for the benefit of the student. In case of which these matters can be discussed with the counsellor/ Director.
- If a mentee has not achieved targets or fails badly in exam, bring to the notice of the counsellor
- Guide the mentee to seek help whenever needed from either the counsellor or the institute authorities.
- Speak to the mentees of the important institute policies/ rules and regulations.

### STRUCTURE OF MENTORING PROGRAM

The structure of the mentoring program helps the involvement of other members of the institute other than the teaching faculty to further support and monitoring the program as and when needed.

The structure is as follows:



## HELPING SET TARGETS

*"If you don't know where you are going, you'll end up someplace else."*

*-Yogi Berra*

Speak to mentees the importance of setting a goal. As having a target gives them the direction to plan their path. Help them set **SMART** targets:

**S**pecific- targets should be clear not ambiguous. Example, I will achieve a B grade this term, or I will be among the first three rank holders. Not I want to achieve a good grade, or I want to do better than the others.

**M**easurable- targets should be measurable, the student needs to be able to measure for himself if he has achieved what has been set for himself. Example, a 3<sup>rd</sup> rank or a C grade. Not **good** marks.

**A**ttainable- something that the students know that they can achieve through hard work, not a goal way below their capacities nor way above their capacity. Example , if your mentee knows his/ her capacity is a 3<sup>rd</sup> rank but puts down a 5<sup>th</sup> rank on paper just out of laziness or if he/she is capable of a 7<sup>th</sup> rank and puts down 1<sup>st</sup> being an over achiever. In both these cases the student is not setting a goal based on their capacity. In the 1<sup>st</sup> case there is no motivation at all and in the second case there is bound to be too much stress and anxiety, both of which are not helping the student.

**R**ealistic- the goal and the time set to achieve the goal should be realistic, within your capacity.

**T**imely- help mentees make their goals time bound, this helps mentees be accountable and helps in their motivation to achieve the goal

## TRACING GRADES

Once the mentee has set a goal for himself/ herself the mentor has to help the mentee to walk on a path to reach that goal. Which can be done with the help of tracing the grades. Grade tracing helps students state their ambition, gives them full assistance to focus on this ambition and achieve it. After which it also helps students analyse themselves.



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## REPORT

### **'FINDING YOUR WAY AS AN ENTREPRENEUR'**

The Incubation and start-up cell organized a session '*Finding your way as an entrepreneur*' by Mr. Ujjwal Tripathi, founder of Sweet Nations and Alumnus of VMSIHE on Friday, 17th March 2023 from 3.30 pm - 5.00 pm in the multipurpose hall.

#### **Participant:**

- F.Y. IHM
- S.Y. IHM
- F.Y. C.A.

Mr Ujjwal spoke in detail about his experience opening the Sweet Nation shop in Panjim and Margao amidst the covid pandemic, and by doing so, he urged the students to seize the possibilities and opportunities put in front of them.

Mr Ujjwal also discussed his obstacles and how he overcame them. The students were inspired to consider the possibility of becoming entrepreneurs in the future.

After the discussion, the students were briefly introduced to the incubation centre and startup cell by Ms. Alyce Rodrigues.





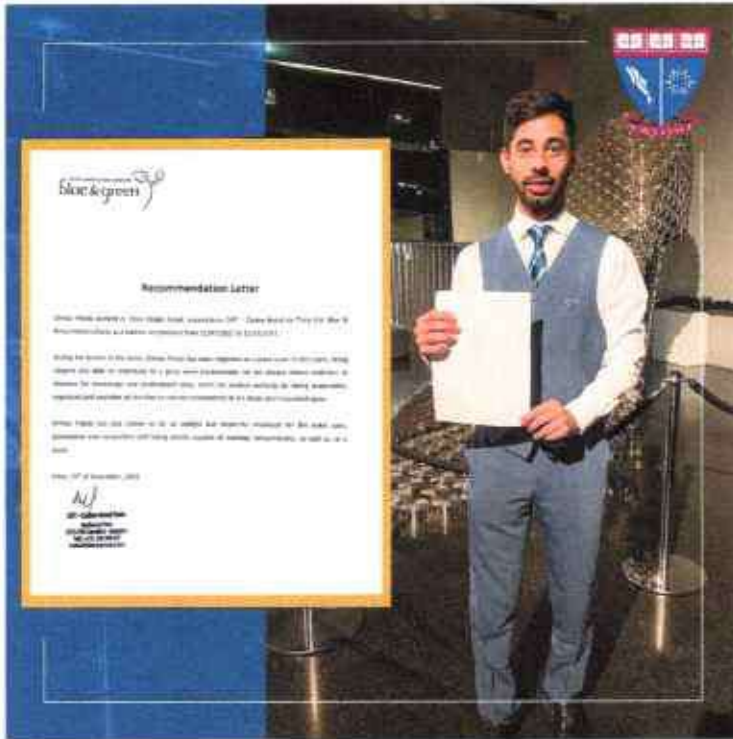


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Internship (6 months)



Omkar Parab, Second Year student of VMSIHE, has been appreciated for his services and good performance while interning at Blue & Green Hotels and Resorts, Portugal.

Omkar has been regarded as a good asset to his team and was praised for being diligent and always contributing to a good working environment. He has been commended for being responsible and showing eagerness to improve his knowledge and professional skills. We applaud his commitment and sincerity towards his job and wish him success in all his future endeavors.

We at VMSIHE are proud that you have been successful in delivering your work professionally and have left a positive impression in the minds of your managers.





V. M. SALGAO CAR INSTITUTE  
of  
INTERNATIONAL HOSPITALITY EDUCATION  
Affiliated to Goa University



**WELL DONE KEITH RODRIGUES!**  
Your exceptional services are highly appreciated

CONTACT US : 0832-6623000

WHATSAPP : 9822807814

Mr. Keith Rodrigues, third-year student of VMSIHE, received a letter of appreciation from Mr. Reagan Santos, Front Office Manager while interning at Taj Exotica Resort and Spa, Goa.

Keith was appreciated for his hard work and efficiency. His proactive approach, humility, responsibility, eagerness to learn, willingness and dedication helped him win the hearts of his co-workers and also helped him improve the functioning of the department. Keith was also highly appreciated and complemented by the guests for his personalized and excellent service offered during their stay at the hotel.

VMSIHE is an institution that creates quintessential leaders who make a difference. We acknowledge Keith's dedication and hard work and wish him success in all his future endeavors.







Jaydevsinh Mahara, Second Year Student who just completed his international internship at Blue & Green Hotels and Resorts, Portugal, received a letter of recommendation, praising his work etiquettes and professionalism.

His moral conduct and commitment to his work were highly appreciated and applauded by his department.

We feel so happy and delighted when we get to hear such encouraging feedback about our student's performance.

At VMSIHE, in addition to knowledge and skills, we lay emphasis on correct attitude, discipline & behavior and soft skills which are very important qualities which a prospective employer looks for.

**The caption to the video of Eliana Simonelle Fernandes:**

#InternStories - " An Outstanding Intern, Amazing Guest Skills, Constant Positive Comments, Curious Associate" These were just some of the words used to describe Eliana Simonelle Fernandes, when she received the "Intern of the Month" award at JW Marriott Marquis Dubai. Keep up the good work Eliana!

**The Caption of the Video of Meurel Viegas**

#InternStories - Its been an overwhelming & amazing experience doing my internship at JW Marriott Marquis Dubai, Thanks to my learning at VMSIHE, I was able to give my best during this short time here. For the month of November, I received 42 positive mentions, either on the comment cards, Trip





advisor, Social media, Google My Business & Emails, the highest in the entire hotel for that month. I was felicitated by Mr Brian Hashkowitz, The General Manager & he gave an entire speech on me! It felt truly awesome!

Thank you VMSIHE for this opportunity!



**CONGRATULATIONS**  
**NEEVAN FERNANDES**  
on your brilliant performance

CONTACT US : 0832-6623000 | WHATSAPP : 9822807814

Neevan Fernandes, Third Year student of VMSIHE, received positive feedback from Mr. Mohan Kumar Roka - Head Chef of Thai Kitchen, while interning at Taj Holiday Village, Goa. Neevan was praised for his exceptional performance, discipline, dedication, etiquettes and punctuality. While training there, the chefs were explicitly impressed by Neevan's positive attitude and how he completed every task with neatness and excellence. Neevan was appreciated for being able to positively impact his colleagues by setting an example of the passion of being a chef and motivating everyone to give their best during their busy schedules.

We at VMSIHE are proud that our students are being recognized not only for their professionalism but also for their moral conduct.



**Nuno Clemente – Marriott Praia D'el Rey - F&B Director**

Vale De Janelas, Av. Dona Inês de Castro N° 1, 2510-451 Amoreira, Portugal

[nuno.clemente@marriott-pdr.pt](mailto:nuno.clemente@marriott-pdr.pt)

**RECOMMENDATION LETTER**

November 3, 2022

To Whom it May Concern:

It is with much enthusiasm that I recommend Shawn Antony Dsouza for a new job.

I was Shawn mentor during his 6-month internship in the 5 star Marriott near Óbidos Portugal. During the internship he showed himself to be very responsible in his duties, with a very good knowledge about customer care and delivering the best service to guests.

He had various compliments from our guests and was always very polite with them and with his colleagues and superiors. We just needed to show him the first time and he would do it perfectly like us. Now at the end he is very independent and works like an excellent employee.

The best recommendation that I can give is that he has our doors open if one day decide to come back to Portugal.

A good asset for today and I am sure also for the future with a lot of skill to develop.

Please let me know if I can provide any more information to strengthen Shawn candidacy.

Sincerely

  
Hotel da praia  
Gestão e Exploração de Hotéis, S.A.  
Vale de Janelas  
2510-451 Amoreira - Óbidos  
NIF-503 762 741

Nuno Clemente Capital 50.000.000€ - Mat. C.R.C. ÓBIDOS Sob. O N°23

  
**MARRIOTT RESORT**  
PRAIA D'EL REY









Jinnie Rodrigues <jinnie.rodrigues@vmsiihe.edu.in>

## Harry and Joshua internship feedback

Vila Galé Lagos Direcção 1 <lagos.direccao1@vilagale.com>

Sun, Oct 1, 2023 at 6:26 PM

To: "jinnie.rodrigues@vmsiihe.edu.in" <jinnie.rodrigues@vmsiihe.edu.in>

Cc: Anibal Costa <acosta@vilagale.com>, Vila Galé Lagos Direcção <Lagos.Direccao@vilagale.com>, Pedro Monforte <pmonforte@vilagale.com>

Dear Jinnie,

Your students Harry and Joshua, doing internship at Vila Galé Lagos, have been a very good surprise, they are working persons, focus, always up to help where is need.

At the moment they performed at restaurant, kitchen, purchase department and by the moment every department manager gave us a very good feedback.

Next days they will be changing to laundry and housekeeping department so they can have a 360° learning about the hospitality operations.

Yours sincerely,

**Eduardo Montenegro**

Assistente de Direcção / Assistant Manager

### VILA GALÉ LAGOS

lagos.direccao2@vilagale.com

Tel: (+351) 282 771 400 (chamada para rede fixa nacional)

Tim: (+351) 967 217 890 (chamada para rede móvel nacional)

Rua Sophia de Melo Breyner Andreosen - Meia Praia

8600-295 Lagos

Portugal

www.vilagale.com



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## OUR STUDENTS SPEAK FOR US

Our students have consistently received the highest recognition during their internship across the world, thanks to their well disciplined nature and strong skills acquired at VMSIHE.



**STAR INTERN**  
**Tanya Natasha De Souza**  
JW Marriott Marquis,  
Dubai



**Grendon Pereira**  
Taj Coral Reef Resort & Spa,  
Maldives



**Meurel Viegas**  
JW Marriott Marquis,  
Dubai



**Simonelle Fernandes**  
JW Marriott Marquis,  
Dubai



**Sharlene Colaco**  
Taj Coral Reef Resort & Spa,  
Maldives



**Jacky Jha**  
Taj Coral Reef Resort & Spa,  
Maldives







*[Handwritten signature]*





## Recommendation Letter

Regan Almeida worked in Tróia Design Hotel, organization CHT – Casino Hotel de Tróia S.A, Blue & Green Hotels chain, as a trainee receptionist from 04/05/2022 to 10/11/2022.

During his tenure at the hotel, Regan Almeida has been regarded as a good asset to the team, being diligent and able to contribute to a good work environment. He has always shown ambition to improve his knowledge and professional skills, which he applied perfectly by being responsible, organised, and available all the time to execute competently all his duties and requested tasks.

Regan Almeida has also shown to be an upright and respectful employee for the hotel rules, procedures and co-workers and being utterly capable of working independently, as well as, as a team.

Tróia, 10<sup>th</sup> of November, 2022

**CHT - Casino Hotel Tróia**

Marina de Tróia

7570-789 Carnaíhal / Galindola

Tel: +351 292 498 007

[www.troiahotel.com](http://www.troiahotel.com)

Carlos Figueiredo

Front Office Director





Sr. No	Name of the Student	Batch	Infrastructure and Facilities offered by the Institute	Academic Conduct and delivery of the program	Extracurricular activities offered by the Institute	Internship Offered	Comments
1	Aakash Shirgaonkar	2018-2021	Excellent	Excellent	Good	Excellent	
2	Vynden Vincents	2018-2021	Excellent	Good	Satisfactory	Excellent	
3	Myron Peixoto	2018-2021	Excellent	Good	Satisfactory	Good	
4	Elston Pinto	2018-2021	Excellent	Excellent	Good	Good	
5	Princy Gomes	2018-2021	Excellent	Good	Good	Excellent	
6	Shelton Fernandes	2018-2021	Excellent	Excellent	Excellent	Excellent	
7	Rhea	2018-2021	Excellent	Satisfactory	Satisfactory	Excellent	
8	Rahid Shaikh	2018-2021	Excellent	Good	Good	Excellent	
9	Cleny Dias	2018-2021	Excellent	Excellent	Excellent	Excellent	Well I don't see any improvement for this Institute as I feel this Institute is one of the best one in Goa and I would suggest to join VMSIHE if anyone would ask me about the hospitality colleges in India. Thank you VMSIHE
10	Juzelle Megan Silveira	2018-2021	Excellent	Excellent	Satisfactory	Good	Addition of more extra-curricular activities within the duration of the course.
11	Shane Fortes	2018-2021	Excellent	Good	Satisfactory	Excellent	More Extracurricular activities which will help in learning new skills that will help them in the future. There is a higher boost in academic performance. Broaden social skills which is necessary in this line or any line of work and improves time management of the student making them more resourceful with their time.
12	Simonelle Eliana Fernandes	2018-2021	Excellent	Good	Good	Excellent	



Sr. No	Name of the Student	Batch	Infrastructure and Facilities offered by the Institute	Academic Conduct and delivery of the program	Extracurricular activities offered by the Institute	Internship Offered	Comments
1	Velan Da Silva	2019-2022	Excellent	Good	Satisfactory	Not Satisfactory	Add on Courses are important from a cv point of view: the institute can offer more of them to enrich their career opportunities. More practical knowledge needs to be incorporated in the course the college has the infrastructure to do so. First year students need to be made more aware of the industry and what to expect : offering talks from industry students and alumni could help.
2	Aisling R. Pereira	2019-2022	Excellent	Good	Good	Satisfactory	
3	Maria Elaine Furtado	2019-2022	Excellent	Good	Excellent	Good	
4	Pravin Kumar	2019-2022	Excellent	Good	Good	Not Satisfactory	Overall a great experience in the college. Just one suggestion is that treat all the students well and give equal opportunities to all students.
5	Abhijeet Chaudhary	2019-2022	Excellent	Excellent	Satisfactory	Excellent	
6	Jai Chopda	2019-2022	Excellent	Good	Satisfactory	Satisfactory	
7	Eesha	2019-2022	Excellent	Excellent	Excellent	Excellent	
8	Afrin Khan	2019-2022	Excellent	Excellent	Good	Satisfactory	
9	Jared Coutinho	2019-2022	Good	Good	Excellent	Satisfactory	
10	Darren Fernandes	2019-2022	Good	Good	Good	Satisfactory	
11	Sanyam D. Nayak	2019-2022	Excellent	Good	Excellent	Good	
12	Ershville Dias	2019-2022	Good	Excellent	Excellent	Satisfactory	
13	Hershelle Pegado	2019-2022	Excellent	Excellent	Excellent	Good	
14	Dev Thakkar	2019-2022	Excellent	Excellent	Excellent	Excellent	
15	Rajas Sathé	2019-2022	Excellent	Excellent	Excellent	Excellent	
16	Bevan Fernandes	2019-2022	Excellent	Excellent	Good	Good	
17	Dionne	2019-2022	Excellent	Good	Good	Satisfactory	
18	Lizel Fernandes	2019-2022	Excellent	Excellent	Excellent	Good	
19	Tanvi Nayar	2019-2022	Excellent	Excellent	Excellent	Good	
20	Acqvin Carmo Fernandes	2019-2022	Excellent	Good	Good	Satisfactory	





Sr. No	Name of the Student	Batch	Infrastructure and Facilities offered by the Institute	Academic Conduct and delivery of the program	Extracurricular activities offered by the Institute	Internship Offered	Comments
1	Duhetha Naomi Philip	2015-2018	Excellent	Excellent	Excellent	Excellent	Vmsi is the best college. I still recommend vm to people who say they want to take up hospitality.
2	Bob Abreo	2015-2018	Excellent	Excellent	Excellent	Excellent	
3	Cleona	2015-2018	Excellent	Good	Excellent	Excellent	More practical/ hands on experience



*(Handwritten signature)*

Sr. No	Name of the Student	Batch	Infrastructure and Facilities offered by the Institute	Academic Conduct and delivery of the program	Extracurricular activities offered by the Institute	Internship Offered	Comments
1	Donvo Luis	2016-2019	Excellent	Excellent	Excellent	Good	Hosting more events and inviting other colleges for participation..
2	Tristen Nazareth	2016-2019	Excellent	Good	Satisfactory	Good	
3	Mariah Christabel Barreto	2016-2019	Excellent	Good	Good	Satisfactory	



*[Handwritten signature]*

Sr. No	Name of the Student	Batch	Infrastructure and Facilities offered by the Institute	Academic Conduct and delivery of the program	Extracurricular activities offered by the Institute	Internship Offered	Comments
1	Gaurav Vikas Pawar	2017-2020	Excellent	Excellent	Excellent	Excellent	None
2	Slydon Fernandes	2017-2020	Excellent	Excellent	Excellent	Excellent	
3	Abel Mathew Philip	2017-2020	Excellent	Good	Good	Excellent	None.
4	Kenneth D	2017-2020	Excellent	Excellent	Good	Excellent	



*[Handwritten Signature]*

## Alumni Feedback Form

Name \*

Velan Da Silva

Batch \*

2019-2022

Infrastructure and Facilities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Academic conduct and delivery of the program \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory





Extracurricular activities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Internship Offered \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Suggestions for improvement, if any

Add on courses are important from a cv point of view: the institute can offer more of them to enrich their career opportunities.

More practical knowledge needs to be incorporated in the course the college has the infrastructure to do so.

First year students need to be made more aware of the industry and what to expect : offering talks from industry students and alumni could help

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# Alumni Feedback Form

Name \*

Aakash Shirgaonkar

Batch \*

2018-21

Infrastructure and Facilities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Academic conduct and delivery of the program \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Extracurricular activities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Internship Offered \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Suggestions for improvement, if any

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Google Forms

# Alumni Feedback Form

Name \*

Gaurav Vikas Pawar

Batch \*

2017-2020

Infrastructure and Facilities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Academic conduct and delivery of the program \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory



Extracurricular activities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Internship Offered \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Suggestions for improvement, if any

None

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Google Forms

## Alumni Feedback Form

Name \*

DONYO LUIS

Batch \*

2016-19

Infrastructure and Facilities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Academic conduct and delivery of the program \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Extracurricular activities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Internship Offered \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Suggestions for improvement, if any

Hosting more events and inviting other colleges for participation

This content is neither created nor endorsed by Google.

Google Forms

# Alumni Feedback Form

Name \*

Duhetha Naomi Philip

Batch \*

2015-2018

Infrastructure and Facilities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Academic conduct and delivery of the program \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory



Extracurricular activities offered by the Institute \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Internship Offered \*

- Excellent
- Good
- Satisfactory
- Not Satisfactory

Suggestions for improvement, if any

Vmsiihe is the best college.

I still recommend vm to people who say they want to take up hospitality.

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## Alumni Feedback Form

Name - \_\_\_\_\_

Batch- \_\_\_\_\_

Please tick the appropriate answer/option

1) Infrastructure and Facilities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not Satisfactory

2) Academic conduct and delivery of the program-

- Excellent
- Good
- Satisfactory
- Not Satisfactory

3) Extracurricular activities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not Satisfactory

4) Internship offered

- Excellent
- Good
- Satisfactory
- Not Satisfactory

5) Suggestions for improvement if any.

---

Signature:

Date:



# Parents Feedback of Open House TY BSC IHM -TERM-8-Batch 2017-2020

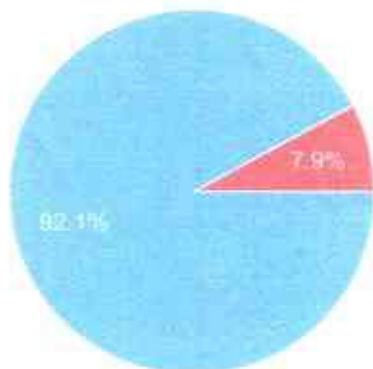
38 responses

[Publish analytics](#)

## Infrastructure & Facilities offered by the Institute

[Copy](#)

38 responses

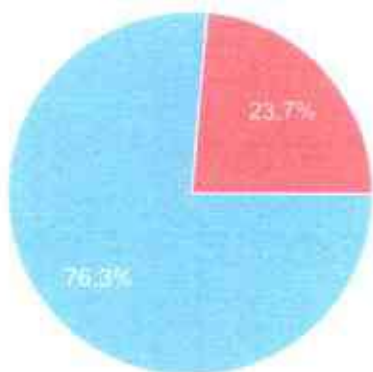


- Excellent
- Good
- Satisfactory
- Not Satisfactory

## Academic Conduct & Delivery of the Program

[Copy](#)

38 responses

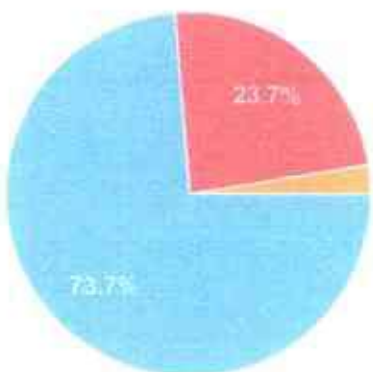


- Excellent
- Good
- Satisfactory
- Not Satisfactory

## Extracurricular Activities offered by the Institute

[Copy](#)

38 responses



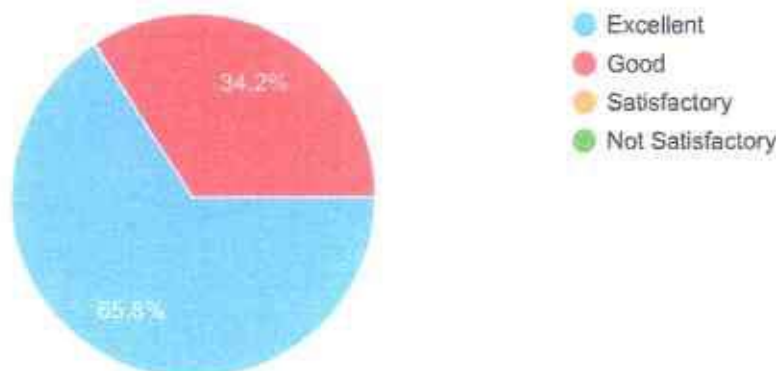
- Excellent
- Good
- Satisfactory
- Not Satisfactory



## Holistic Improvement in your ward



38 responses



## Suggestions from parents for comments and improvement if any.

10 responses

None

No comments.

1. Students & Parents suggestions must be taken into consideration and acted upon.
2. Placements must be diversified into various other hospitality fields not only the hotel industry. (e.g. airlines, event companies etc)

If faculty could wear name tag, as it looks more professional.

Could a copy of time table, course outlines be sent to parents? Or uploaded onto the website that could be accessed by parents/students through an id/password?

One of the best Hospitality college (No Comments).

No Comment at all everything is excellent, very friendly nature.

This college has done an excellent job with my child. God bless you all.

Rules once set for a particular year shouldn't keep changing every month. Rules are necessary but not always, depends on every situation.  
Wardens shouldn't be partial or shouldn't have hatred towards students. As in the absence of parents she is the one available to them.

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# Parents Feedback of Open House FY-BSC-IHM- TERM-I Batch 2022-2025

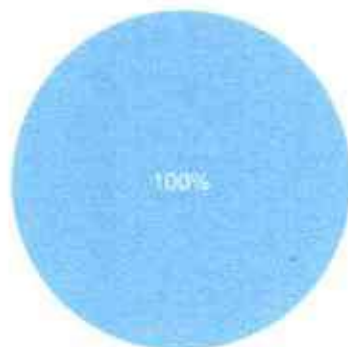
34 responses

[Publish analytics](#)

 Copy

## Infrastructure & Facilities offered by the Institute

34 responses

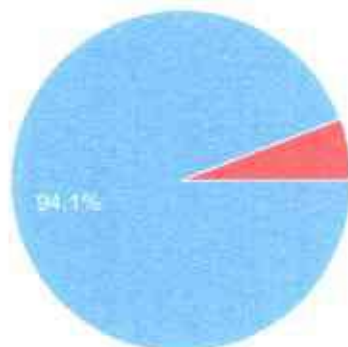


- Excellent
- Above Average
- Average
- Below Average
- Very Poor

## Academic Conduct & Delivery of the Program

34 responses

 Copy

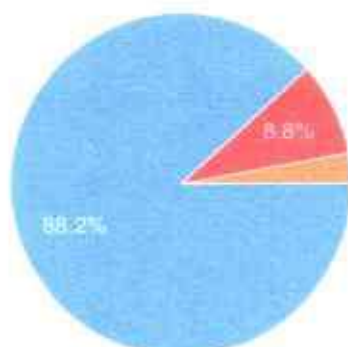


- Excellent
- Above Average
- Average
- Below Average
- Very Poor

## Extra-curricular Activities offered by the Institute

34 responses

 Copy



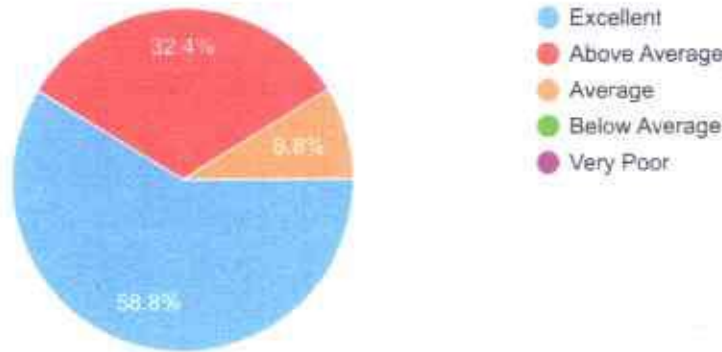
- Excellent
- Above Average
- Average
- Below Average
- Very Poor





## Holistic improvement of the students

34 responses



## Suggestion / Commnts (If any ) for improvement

9 responses

Frequent feedback of student to parent at least once a month from the management.

Since date the guidance for a better career of my daughter was very good on half of my wife I would like to say thanks for guiding her and making her aware of her mistakes. Best wishes & hope to make the child's career in future.

He will do better.

Driving classes with added charges. Music (Private classes with charges during weekends)

No Comments

Please do groom the student for higher positions in life.

Over all excellent

This institute is the most renowned and excellence at par. Keep up the good work. Thank you.

Doing very well. Very cooperative & caring. Continue doing the good work that you are. All the best.

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## Feedback Form of Parents

Class- fy BSc. Montreux

Term- II term

Please tick the appropriate answer/option

1) Infrastructure and Facilities offered by the institute

- Excellent
- Good
- Satisfactory
- Not satisfactory

2) Academic conduct and delivery of the program

- Excellent
- Good
- Satisfactory
- Not satisfactory

3) Extracurricular activities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not satisfactory

4) Holistic improvement in your ward

- Excellent
- Good
- Satisfactory
- Not satisfactory

5) Suggestions from parents for comments and improvement if any.

---

Name of Parent: Aktarun Khan

Signature:

Aktarun

Date: 24 October 2019



### Feedback Form of Parents

Name of the Student- Adrich P. Coelho

Class- Montreux

Term- F.Y 2019-20

Please tick the appropriate answer/option

1) Infrastructure and Facilities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not Satisfactory

2) Academic conduct and delivery of the program-

- Excellent
- Good
- Satisfactory
- Not Satisfactory

3) Extracurricular activities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not Satisfactory

4) Holistic improvement in your ward

- Excellent
- Good
- Satisfactory
- Not Satisfactory

5) Suggestions from parents for comments and improvement if any.

---

Name of Parent: Dorothy Coelho

Signature: Dorothy

Date: 11/02/2020





Feedback Form of Parents

Name of the Student- PIERSON JOSEPH DINIZ

Class- LISBON Term- 2

Please tick the appropriate answer/option

1) Infrastructure and Facilities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not Satisfactory

2) Academic conduct and delivery of the program-

- Excellent
- Good
- Satisfactory
- Not Satisfactory

3) Extracurricular activities offered by the Institute

- Excellent
- Good
- Satisfactory
- Not Satisfactory

4) Holistic improvement in your ward

- Excellent
- Good
- Satisfactory
- Not Satisfactory

5) Suggestions from parents for comments and improvement if any.

---

Name of Parent: FRANCISCO X. M. DINIZ

Signature: Diniz

Date: 11/02/2020

Acquia P.



## Open House

### Feedback Form of Parents

Class- FY Bsc Lisbon

Term- I

Please tick the appropriate answer/option

1) Communication Sent to you regarding attending the open house meet.

- Excellent
- Good
- Satisfactory
- Not satisfactory

2) Timings allotted for the open house was convenient to you.

- Excellent
- Good
- Satisfactory
- Not satisfactory

3) Feedback received from subject teachers.

- Excellent
- Good
- Satisfactory
- Not satisfactory

4) Suggestions from parents for comments and improvement if any.

---

---

---

Name of Parent: MRS. FIZIRA PEREIRA

Signature: Fizira

Date: 25/10/2019

(copies)



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### Feedback Form for Parents (F Y B. SC IHM 2022-25)

Batch: Term- 1

Please tick the appropriate option

1) Infrastructure and Facilities offered by the Institute

- Excellent
- Above average
- Average
- Below average
- Very poor

2) Academic conduct and delivery of the program

- Excellent
- Above average
- Average
- Below average
- Very poor

3) Extra-curricular activities offered by the Institute

- Excellent
- Above average
- Average
- Below average
- Very poor

4) Holistic improvement of the student

- Excellent
- Above average
- Average
- Below average
- Very poor

5) Suggestions/Comments (if any) for improvement.

\* FREQUENT FEEDBACK OF STUDENT TO PARENTS  
ATLEAST ONCE A MONTH form the  
oncampus.

Name of Parent: NARASIMHA PAE

Name of the Student: ANURAG PAE

Parent Signature:

Date:



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*of*  
INTERNATIONAL HOSPITALITY EDUCATION

**ADD ON COURSE:**

## **Fungiculture – mushroom cultivation**

### **Introduction:**

As a healthy food, mushrooms are in high demand due to changing eating patterns, the need for high-quality food, urbanisation, and globalisation. In addition to being a high-quality meal, mushrooms are a useful way to recycle agricultural waste and make money from it.

Over the past several years, mushroom production has experienced enormous growth in popularity. Youth might be encouraged to pursue this career because there are low starting costs and rapid rewards. The course's theoretical and practical components included crucial subjects like an introduction to mushrooms and their health advantages, as well as the fundamentals of mushroom production.

In order to provide subject-matter and practical expertise on mushroom cultivation, this certificate programme was created. The student gained expertise and understanding about mushroom growing. The student acquired the knowledge and abilities required to operate in this industry through a certificate programme in mushroom farming. The primary objective of this course was to increase understanding of mushrooms, their morphology, habitat, and cultivation principles; provide in-depth hands-on instruction on oyster mushroom cultivation; and develop the learners' independence in their ability to recognise various types of mushrooms.

**Participants:** 28 Students of F.Y. B.Sc. C.A

**Mode of Delivery:** offline – theory and practical session

**Duration of the Course:** 30 hours.





### Course Structure:

	Topic	No of Hours
1	Preparation – (pilot study)	2 hours
2	Demonstration - spawning (pilot study)	2 hours
3	Introduction- structure, types, Indian scenario in mushroom cultivation  Experiential mode	3 hours
4	Principles of mushroom cultivation – substrate, sterilization/pasteurization, inoculation, incubation and harvesting.	4 hours
5	Theory on Cultivation of: <ul style="list-style-type: none"><li>• Button mushroom,</li><li>• Paddy straw mushroom,</li><li>• Truffle mushroom,</li><li>• Reishi mushroom</li></ul>	4 hours
6	Identification of poisonous and edible mushroom	4 hours
7	Maintaining the mushroom bag <ul style="list-style-type: none"><li>• Watering</li><li>• Monitoring</li><li>• Harvesting</li><li>• Documentation</li></ul>	5 hours
8	Assignment- photo documentation of 20 days	6 hours

### Resource Person and Course Coordinator:

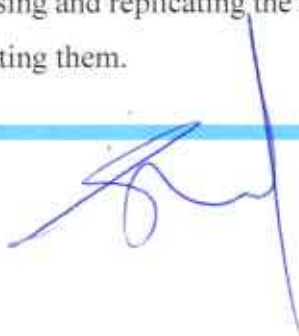
- Ms. Alyce Rodrigues, Asst. Professor In Microbiology.(Food Science), V. M. Salgaocar Institute of International Hospitality Education, Raia, Margao, Goa

### Outcome:

The course helped students to develop the basic understanding about mushroom. Students were able to explain mushrooms, their sorts (edible and toxic), how they are produced, and how to cultivate edible mushrooms like oyster mushrooms after finishing this add-on course. This training assisted the student in recognising and replicating the climatic parameters for growing oyster mushrooms as well as in harvesting them.

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ALYCE RODRIGUES  
Add on Course: fungiculture  
Academic Year 2023-24



## Photographs:



SESSION



PACKING OF BAGS

A handwritten signature in blue ink.



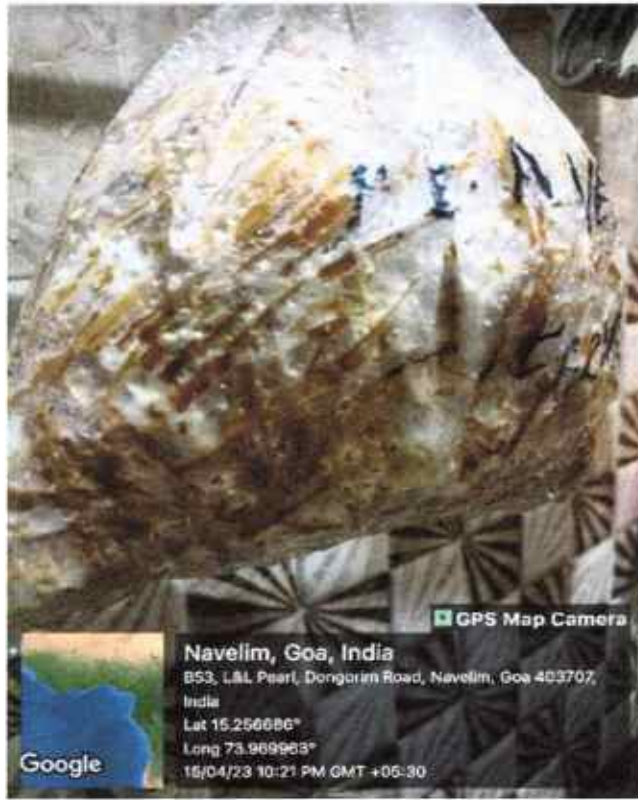


## STERILIZATION AND SPAWNING

ALYCE RODRIGUES  
Add on Course: fungiculture  
Academic Year 2023-24







**INCUBATION – ON CAMPUS AND RESIDENCE OF DAY SCHOLARS**

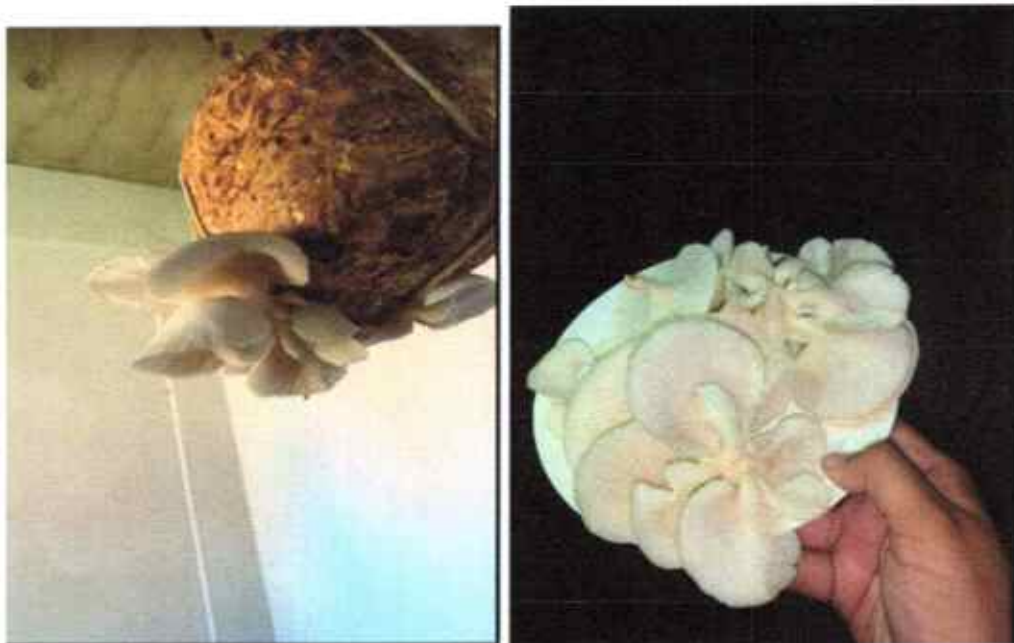






**FRUITING OF MUSHROOM -ON CAMPUS AND RESIDENCE OF DAY  
 SCHOLARS**

ALYCE RODRIGUES  
 Add on Course: fungiculture  
 Academic Year 2023-24



**FRUITING OF MUSHROOM IN CAMPUS AND RESIDENCE OF DAY SCHOLARS**



V.M. SALGAOAR INSTITUTE  
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# Certificate

This is to certify that

Mr./ Ms. DECLAN RALPH GOES

has successfully completed a 30 hours Add-On Course on

**“Fungiculture - Mushroom Cultivation”**

held from January 2023 to April 2023,

at V. M. Salgaocar Institute of International Hospitality Education,

Manora, Raia, Salcete, Goa.

  
Alyce C. Rodrigues  
Faculty In-charge





Prof. Irfan S. Mirza, CHE  
Director/Principal









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PERSONALITY DEVELOPMENT TRAINING

**PERSONALITY DEVELOPMENT**

**27-JULY-2018**

**10.15 A.M TO 12.15 P.M**

**ZURICH CLASSROOM**



Personality Development workshop was held on 27/07/2018 in Zurich class room for the FYIHM students by the D.C Crackers, Senior Trainer Aftab Azim familiarized participants with the emerging ideas and trends on how to develop personality. It also focused on emotional intelligence, memory power, interview skills and group discussions, building confidence, motivation for life and on enhancing their communication skills and interpersonal skills in order to function in the professional and social setting effectively. The resource person also emphasizes on how to communicate and display ourselves as having caring skills. It also emphasizes personal management, grooming, health, and nutrition, as well as soft skills. This course educates students on the numerous aspects of self-development.







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# V. M. SALGAOCAR INSTITUTE *of* INTERNATIONAL HOSPITALITY EDUCATION

## Report on Sports Day

The Sports day was held at V.M. Salgaocar Institute of International Hospitality Education on Friday, 12<sup>th</sup> of January 2024. The Event started at 8.00 am with a welcome speech by Mr. Shubham Lokre Director of Physical Education and Sports. Prof. Irfan S. Mirza Director/Principal and Dr. Marie Raj Administrator were invited on stage. The March past commenced at the command of all the captains of the 4 houses. Prof. Irfan S. Mirza declared that the Blue house emerged victorious, Yellow house securing the second place and the Red house bagging the third place for the march past. The lighting of the torch was carried on by Mr. Anslem Menezes the Sports Secretary and Ms. Sangel Serrao the Asst. Sports Secretary. There was an oath taking ceremony by all the athletes and the staff members followed by the sports day being declared open by Prof. Irfan S. Mirza.

The events for the day were 100 m for men and women, 200m for men and women, Mixed relay, Triathlon for men and women, Tug of war, Futsal, Shot Put, Discus Throw and concluded with the Obstacle race at 12.00 Noon. The events were bagged with lots of fun and enjoyment between the staff and the students while enjoying the delicious snacks prepared by the CA students at the food cart.

The event was concluded by the award ceremony hosted by Ms. Alethea Baracho. The medals and certificates were given by Dr. Marie Raj and Prof. Irfan S. Mirza. The best sportsperson male was awarded to Mr. Anslem Menezes, the best sportsperson female was awarded to Ms. Sangel Serrao and the best sportsperson staff was awarded to Pir. Rafi Mohammed. The rolling trophy was awarded the Blue house with the score of 430 points, followed by the Green house at 410 and the Red house and Yellow house with the third and fourth position with the score of 290 and 270 respectively. The event concluded with the vote of thanks given by Ms. Alethea Baracho. Prof. I. S. Mirza thanked one and all for their hard work and sporting spirit displayed by all the students and staff towards the grand success of the event.







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**Fresher's Day Party Report 2021**

The S.Y. students organised a Fresher's Day party for their juniors on 24<sup>th</sup> September 2021 at the Institute. The theme for the party was 'Comic Con'. The program kick-started with Agnel Pallippatt welcoming the new Batch of 2021; the program included games, spot prizes, and a beat box performance by the F.Y. students Sumit Barik and Arjun Tepan. The M. Sc. students organised a quiz on the theme. Hermenio Caldeira and Asmi Lotliker were crowned Mr. & Miss Fresher 2021, dressing up as Scout Regiment and Loki respectively. Rudraj Panandiker, through his vote of thanks said how the F.Y.s had thoroughly enjoyed the party and credited the S.Y. students for it.







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Prof. Irfan S. Mirza,  
Director/Principal





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### Farewell Report 2018

The S.Y. students organised a farewell party for their seniors on 5<sup>th</sup> April 2019 at the college campus. The theme for the party was 'The Oscar Night Party'. The event was hosted like the Oscars with the hosts toasting and roasting the stars (T.Y.s). The program continued with performances by the juniors – a dance performance, a song and lots of spot prizes. A mock awards was also organised by the S.Y.s where students' individual qualities were celebrated. A video of the students 'Down Memory Lane' left the T.Y.s with fond memories of their three year journey. The staff also left a video message for the class. The event wound up with a jam session, ramp walk by the T.Y.s and distribution of mementos.

Report prepared by Nelissa Alcasoas

A handwritten signature in blue ink is written over a circular purple stamp. The stamp contains the text 'V. M. Salgaocar Institute of International Hospitality Education' around the top edge, 'Manora - Rala' and 'Goa' in the center, and a small star at the top.





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## Award Ceremony/Farewell Party Report

**Theme:** Retro

**Date:** Wednesday, 27<sup>th</sup> April 2022

**Venue:** Multipurpose

**Time:** 09.00 A.M.

The farewell and award ceremony was organized by the cultural club for the academic year 2021-2022. It started with Ms. Alethea welcoming everyone, followed by the award ceremony.

For the highest attendance award (100%), there were 8 F.Y.BSc, 5 S.Y.BSc., 15 T.Y.BSc., 1 F.Y.MSc., and 2 S.Y.Msc. who were presented with this award. The highest attendance award for all 3 years (Batch 2019-2022) was won by Mr. Kane Dias.

The other award categories were Best Grooming Award (Male), Best Grooming Award (Female), Most Congenial Student Award and Excellent Academic Award.

The Excellent Academic Performance (Batch 2019-2022) was bagged by Ms. Eesha Newalkar and The Excellent Academic Performance (Batch 2020-2022) was won by Ms. Cliffa Fernandes.

Prof. Irfan Mirza addressed the students and gave them little piece of advice to carry along with them once they step out into the world. He also announced the most awaited award for the event which is the Outstanding Student Award (2021-2022) which is Ms. Lizel Fernandes. Our former Outstanding Student (2020-2021) Ms. Dharmaja Kamat was invited and given a token of appreciation as well.

Once the awards were done with, Ms. Supriyanka appreciated the Gender Champions for the academic year 2021-2022. (Ms. Eesha Newalkar & Mas. Pronnoy D'Costa). And the new gender champions for the next academic year 2022-2023 were announced i.e. Ms. Rishika Verenker and Mas. Gavin Pereira).

The names of the new kitchen (Zaika) and Auditorium (Manora) were disclosed to all the staff and faculty and the student who suggested the names was awarded.

The semi-formal award ceremony came to an end the distribution of mementos to the T.Y.BSc. and S.Y.Msc. students.







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The next segment of the event was the entertainment which was organized by the F.Y. & S.Y. B.Sc. students as well as staff members, there was dancing and singing. The T.Y. students also performed some songs as it would be their very last performance as students on campus.

Goodbyes are always hard and it's important to keep the good and happy memories alive and they students were taken on a trip down memory lane with a small video.

The function ended with a vote of thanks proposed by Ms. Alethea. Everyone was then escorted to the cafeteria for brunch.






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Prof. Irfan S. Mirza,  
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On 17<sup>th</sup> August 2021 an award ceremony was held for the students of batch 2018-2021 keeping in mind all the Covid protocols and measures. The students were felicitated for their 100% attendance as well as excellent academic performance. Prof. Irfan Mirza the Director Principal shared few words of advice with the students and wished them all the very best for their future endeavors.

Dr. Marie Raj (Administrator) and Prof. Irfan Mirza (Director/ Principal) handed over the certificates and mementos to the students.

There were 15 students who had 100% attendance for the academic year 2020-21. There were two students who had 100% attendance for all three years, Ms. Simonelle and Ms. Shellon were given a token of appreciation for the same. Both Ms. Simonelle and Ms. Shellon spoke about how the subjects and topics were interesting and that is the reason they did not miss a single class.

Ms. Muriel Viegas, Ms. Dharmaja Kamat and Ms. Saloni Bhandurga were felicitated for their excellent academic performance in the academic year 2020-2021 and standing 1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> respectively.

Ms. Dharmaja Kamat was also awarded for excellent academic year for batch 2018-2021 (standing 1<sup>st</sup> for cumulative of 9 terms). She also spoke about how she competes with herself to become better and that is how she managed to achieve this award.

After the awards were given, the students had an appetizing high tea prepared by the kitchen team and also had a good time catching up with each other and their faculty members .





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The annual award ceremony + Farewell party was held on Thursday, 27<sup>th</sup> April 2023 . The formal awards ceremony started with appreciation of our current Gender Champions and appointment of new GCs for the academic year 2023-24 (Mr. Hermenio Caldeira and Ms. Pionelle Gonsalves).

This was followed by the awards for the academic year (100% Attendance, Grooming, Congenial student, Academic) and finally the most awaited award the Outstanding student for Batch 2020-2023 (Ms. Joana Souza Lobo)

Prof. Mirza addressed the students and had lovely parting words for the TY batch, Ms. Sujatha had pen downed a lovely poem for our graduating batch. The IT department took the students down memory lane with a video of their journey through the years at VMSIHE.

The SY IHM and FY MSc. had lovely entertainment for their seniors (dance, songs)

The award ceremony was followed by an evening full of fun, memories and dancing. The students danced the evening away with DJ Sarah on her console. There was a scrumptious buffet awaiting the students as they satiated their taste buds.

The night ended with a mix of emotions and a lot of memories for everyone to cherish.



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GPS Map Camera



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**AWARDS CEREMONY 2018-2019**

TITLE	CLASS	NAME
Highest Percentage Attendance Award (100%)	F.Y. BSc	1. Shellon Fernandes 2. Dharmaja Kamat 3. Jacky Jha 4. Myron Peixoto 5. Roel Andrade 6. Simonelle Fernandes
	S.Y. BSc	Milvince Lopes
	T.Y. BSc	1. Rohan Manerkar 2. Thidarat Phalao 3. Tristen Nazareth 4. Joehan Da Silva 5. Myron Fernandes 6. Naeem Goawala 7. Cressida Saldanha
Highest Percentage Attendance for all 3 years Award (100%)		1. Rohan Manerkar 2. Tristen Nazareth 3. Cressida Saldanha
Best Student in Leadership Program Award	F.Y. BSc	1. Meurel Viegas 348.98 points 2. Jose Allan Rodrigues 262.99 points 3. Abdul Shaikh 237.54 points
	S.Y. BSc	1. Ricky Mendes 126 points 2. Marsha Moraes 99 points 3. Utkersh Naik 95 points
	T.Y. BSc	1. Miyuki Viegas 1051.50 points 2. Sahil Essani 805.54 points 3. Rafael Da Costa 419.50 points
Best Grooming Award (Male)	F.Y. BSc	Brandon Gabriel

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Best Grooming Award (Female)	F.Y. BSc	Uttara Acharya
Best Grooming Award (Male)	S.Y. BSc	Nitesh Chopdekar
Best Grooming Award (Female)	S.Y. BSc	Nupur Roy
Best Grooming Award (Male)	T.Y. BSc	Donvo Luis
Best Grooming Award (Female)	T.Y. BSc	Cressida Saldanha
Most Congenial Student Award	F.Y. BSc	Vynden Vincents
	S.Y. BSc	Tanya De Souza
	T.Y. BSc	Jason Fernandes
Excellent Academic Performance Award	F.Y. BSc	-----
	S.Y. BSc	<b>F.Y- (Batch -2017-20)</b> 1. Riya Chandra 2. Shaughna Marie D'silva 3. Nupur Esther Roy
	T.Y. BSc	<b>S.Y- (Batch 2016-19)</b> 1. Miyuki Viegas 2. Sahil Essani 3. Enosh Da Silva
Outstanding Student Award	T.Y. BSc	Sahil Essani

\*\*Mementos and certificates for Gender Champions 2018-2019

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\*\*Announcement of Gender Champions 2019-20 (letter)

\*\*\*Appreciation of Fransico Gomes “Talent of the Year Award”

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Director/Principal





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**AWARDS CEREMONY 2019-2020**

TITLE	CLASS	NAME
Highest Percentage Attendance (100%)	T.Y. BSc	1. Colaco Covin Bevan 2. Da Silva Jesus Lourencinho 3. Gabriel Brandon Savio 4. Silveira Juzelle Megan 5. Fernandes Neston Daniel 6. Bhandurga Saloni Sudhir 7. Fernandes Simonelle Eliana 8. Viegas Meurel Beverly 9. Fernandes Shellon Annie 10. Fernandes Joel Joe 11. Andrade Roel Anthony 12. Fortes Shane Jonas 13. Colaco Sharlene Fatima 14. Vincents Vynden Francisco
100% attendance for all 3 years		1. Fernandes Simonelle Eliana 2. Shellon Annie Fernandes
Excellent Academic Performance Award	T.Y. BSc	1. Viegas Muriel (9.67) 2. Dharmaja Kamat (9.63) 3. Saloni Bhandurga (9.44)
Excellent Academic Performance (Batch 2018-2021)	T.Y. BSc	Dharmaja Kamat

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Director/Principal

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**AWARDS CEREMONY 2019-2020**

TITLE	CLASS	NAME
Highest Percentage Attendance Award (100%)	F.Y. BSc	1. Kane Dias
	S.Y. BSc	1. Esther Jacob 2. Herschell M. Fernandes 3. Kimberly Mendes 4. Vynden Vincent 5. Sachin Das 6. Neston Fernandes 7. Ronak Beru 8. Jesus Da Silva 9. Neil Tari 10. Shellon Fernandes 11. Asher Rodrigues 12. Aidan Pereira 13. Saloni Bhandurga 14. Jacky Jha 15. Rithik Dutt 16. Steven Fortes 17. Elston Pinto 18. Aradhana Judith Maria Lopes Pereira 19. Ashley Valentino Rodrigues 20. Gabriel Brandon Savio 21. Sharlene Colaco 22. Simonelle Eliana Fernandes 23. Cleny Dias
	T.Y. BSc	1. Dave Coelho Rodrigues
Best Student in Leadership Program Award	F.Y. BSc	1. Lizel Fernandes (160.65 points) 2. Krishna Rathod (160.60 points) 3. Keith Rodrigues (120.75 points)

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	S.Y. BSc	1. Meurel Viegas (317.40 points) 2. Vynden Vincent (75 points) 3. Jose Allan Rodrigues (58.75 points)
	T.Y. BSc	1. Aaron D'Souza (290.65 points) 2. Ashter Borges (243.73 points) 3. Ricky Mendes (220.71 points)
Best Grooming Award (Male)	F.Y. BSc	Cullen Fernandes
Best Grooming Award (Female)	F.Y. BSc	Cleopatra Alvares
Best Grooming Award (Male)	S.Y. BSc	Jacky Jha
Best Grooming Award (Female)	S.Y. BSc	Uttara Acharya
Best Grooming Award (Male)	T.Y. BSc	Jeson D'Silva
Best Grooming Award (Female)	T.Y. BSc	Nupur Roy
Most Congenial Student Award	F.Y. BSc	Nash Afonso
	S.Y. BSc	Roel Andrade
	T.Y. BSc	Tanya De Souza
Excellent Academic Performance Award	F.Y. BSc	1. Eesha Nilesh Newalkar SGPA : 9.52 2. Rowan Gonsalves SGPA : 9.10 3. Breanna Moraes SGPA : 9.09

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	S.Y. BSc	1. Kamat Dharmaja Dilip SGPA : 9.86 2. Viegas Meurel Beverly SGPA : 9.71 3. Saloni Bhandurga SGPA : 9.69
	T.Y. BSc	1. Luis Joana Richa SGPA : 9.49 2. Riya Chandra SGPA : 9.40 3. Abel Savio Afonso SGPA : 9.36
Outstanding Student Award	T.Y. BSc	Rahil Haldankar

Prof. Irfan S. Mirza,  
Director/Principal





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**AWARDS CEREMONY 2021-2022**

TITLE	CLASS	NAME
Highest Percentage Attendance Award (100%)	F.Y. BSc	1. Aahan Mathew 2. Elicio Fernandes 3. Shawn D'Souza 4. Shakambhari Patil 5. Adelvio Dias 6. Shoheel Pereira 7. Simran Peixoto 8. Vidhi Pandya
	S.Y. BSc	1. Zoe Rodrigues 2. Rishika Verenkar 3. Jaydevsinh Mahara 4. Leander D'Souza 5. Figo Martins
	T.Y. BSc	1. Breanna Moraes 2. Maria Elaine Furtado 3. Nash Afonso 4. Neevan Fernandes 5. Pravin Kumar 6. Shane Fernandes 7. Gabriel Zuzarte 8. Cassandra Menezes 9. Cullen Fernandes 10. Erwin Colaco 11. Shrushti Jadhav 12. Kartikram Samavedi 13. Lizel Fernandes 14. Mitchell Mascarenhas 15. Waylon Gomes
	F.Y. MSc.	1. Asher Collins
	S.Y. MSc.	1. Neil Pereira 2. Mariah Christabel Barreto





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Highest attendance for all 3 years (Batch 2019-2022)	T.Y.B.Sc.	1. Kane Dias (99.01)
100% attendance for all years (Batch 2020-2022)	S.Y. M.Sc.	NIL
Best Student in Leadership Program Award	F.Y. BSc	NIL
	S.Y. BSc	NIL
	T.Y. BSc	NIL
Best Grooming Award (Male)	F.Y. BSc	Radhik Cabral
Best Grooming Award (Female)	F.Y. BSc	Vidhi Pandya
Best Grooming Award (Male)	S.Y. BSc	Gavin Pereira
Best Grooming Award (Female)	S.Y. BSc	Rishika Verenkar
Best Grooming Award (Male)	T.Y. BSc	David Cardozo
Best Grooming Award (Female)	T.Y. BSc	Maria Elaine Furtado
Best Grooming Award (Male)	MSc.	Sanak Saudagar







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Best Grooming Award (Female)	MSc	Cliffa Fernandes
Most Congenial Student Award	F.Y. BSc	Herminio Caldeira
	S.Y. BSc	Kelly Albuquerque
	T.Y. BSc	Kumar Magavi
	MSc.	Christabel Barreto
Excellent Academic Performance Award	F.Y. BSc (Sem 1 & 2)	1. Mathan Fernandes (SGPA 9.41) 2. Simran Parulekar (SGPA 9.15) 3. Radhik Cabral (SGPA 9.03)
	S.Y. BSc (SEM 4)	1. Pooja Muley (SGPA 8.91) 2. Azriel Gracias (8.73) 3. Chiara Pereira (8.64)
	(SEM 5 &6)	1. Joana Lobo (9.27) 2. Figo Martins (9.27) 3. Veebhav Wali (9.27)
	T.Y. B.Sc. (SEM 7 & 8)	1. Eesha Newalkar (9.77) 2. Chetan Nayak (9.39) 3. Breanna Moraes (9.18)
	F.Y. MSc.	1. Joana Luis (10) 2. Clara Diniz (8.75) 3. Asher Collins (7.75)
	S.Y. MSc.	1. Cliffa Fernandes (9.50) 2. Mariah Christabel Barreto (9.25) 3. Aaron Cruz Rodrigues (9.25)

  
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Excellent Academic Performance (Batch 2019-2022)	T.Y.B.Sc.	Eesha Newalkar (9.72)
Excellent Academic Performance (Batch 2020-2022)	S.Y. M.Sc.	Cliffa Fernandes (9.25)
Outstanding Student Award	T.Y. B. Sc.	Lizel Fernandes

Prof.Irfan S. Mirza,  
Director/Principal



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**AWARDS CEREMONY 2022-2023**

TITLE	CLASS	NAME
<b>Highest Percentage Attendance Award (100%)</b> Sem 1 and 2 till 28 <sup>th</sup> Feb	F.Y. CA	NIL
Term 1, 2 & 3 (till 28 <sup>th</sup> Feb)	F.Y. IHM	1. Fernandes Stella 2. Mendonca Michelle 3. Prabhudesai Sahil 4. Faria Joshua
Term 4	S.Y. BSc	1. Antao Chloe 2. Menezes Crystella 3. Kolamkar Rohan 4. Gawde Siddharth 5. Kadekar Gargi 6. Pereira Shoheel 7. Lotliker Asmi 8. Almeida Regan 9. Furtado Jarryd 10. Gama Atwin 11. Fernandes Amanda
Term 7,8 & 9	T.Y. BSc	1. Simran Chhutani
Semester 1	F.Y. MSc.	1. Khalap Ishani 2. Bagade Anooj
Semester 3	S.Y. MSc.	1. Dias Asher 2. Fortes Steven
Highest Attendance Award(Batch 2020-2023)	T.Y.B.Sc.	Mahara Jaydevsinh 99.53%





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Highest Attendance Award (Batch 2021-2023)	S.Y. M.Sc.	Dias Asher 99.65%
Best Student in Leadership Program Award	F.Y. CA	1. Sahil Sawai 15hrs 2. Shashank Manthineedi 14hrs 3. Uday Ralli 14hrs
	F.Y. BSc	1. Saloni Rao 22.30 hrs 2. Harry Mathew 22.30 hrs 3. Siddhi Morajkar 21.60hrs
	S.Y. BSc	NIL
	T.Y. BSc	1. Prajval Tople 22.15hrs 2. Joana Souza Lobo 22.00 hrs 3. Chiara Pereira 21.00 hrs
Best Grooming Award (Male)	F.Y. CA	Varun Naik
Best Grooming Award (Female)	F.Y. CA	Gadha Gireesh
Best Grooming Award (Male)	F.Y. BSc	Joshua Faria
Best Grooming Award (Female)	F.Y. BSc	Nina Gonsalves
Best Grooming Award (Male)	S.Y. BSc	Regan Almeida
Best Grooming Award (Female)	S.Y. BSc	Chloe Antao







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Best Grooming Award (Male)	T.Y. BSc	Aditya Desai
Best Grooming Award (Female)	T.Y. BSc	Emerald Monteiro
Best Grooming Award (Male)	MSc.	Dev Thakkar
Best Grooming Award (Female)	MSc	Rutuja Redekar
Most Congenial Student Award	F.Y.CA	Krish Thakur
	F.Y. BSc	Sam Rodrigues
	S.Y. BSc	Anslem Menezes
	T.Y. BSc	Joana Souza Lobo
	MSc.	Ishani Khalap
Excellent Academic Performance Award	F.Y. CA Sem 1	1. Atharv Hede 2. Raashi Shetty 3. Arkita Varadkar
	F.Y. BSc Term 1 & 2	1. Endrea Fernandes 2. Saloni Rao 3. Joshua Faria
	S.Y. BSc	1. Rachel Barreto 2. Anslem Menezes 3. Elicio Fernandes

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	T.Y. B.Sc. Term 7 & 8	1. Chiara Pereira 2. Purva Sharma 3. Pearl Dsouza
	F.Y. MSc. Sem 1	1. Thulasi Raju 2. Ishani Khalap 3. Anooj Bagade
	S.Y. MSc. Sem 3	1. Joana Luis 2. Clara Diniz 3. Asher Collin
Excellent Academic Performance Award (Batch 2020-2023)	T.Y.B.Sc.	Chiara Pereira
Excellent Academic Performance Award (Batch 2021-2023)	S.Y. M.Sc.	Joana Luis
Outstanding Student Award	T.Y. B. Sc.	Joana Souza Lobo

Prof.Irfan S. Mirza,  
Director/Principal

