



गोवा GOA

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Name of Vendor V.M. Salgaocar Institute of International Hospitality Education  
Residence Raia goa  
Name of vendor: Salgaocar, Raia Purpose Protocol of Co-operation  
License No. JUD/STP/15/302  
As there is no one single stamp paper for the value of Rs. 1000/-  
Additional stamp paper for the completion of the value is attached herewith.

PROTOCOL OF COOPERATION

IN THE FIELD OF TOURISM TRAINING

BETWEEN

TURISMO DE PORTUGAL, I.P.

AND

V.M. SALGAOCAR INSTITUTE OF INTERNATIONAL  
HOSPITALITY EDUCATION

Turismo de Portugal, I.P., hereinafter referred to as Turismo de Portugal and the V. M. SALGAOCAR INSTITUTE OF INTERNATIONAL HOSPITALITY EDUCATION, Goa, hereinafter referred to as "the Institute", singly referred to as "the Signatory" and jointly as "the Signatories";

Aware of the importance of vocational training for the development and sustainability of tourism activity;

Considering the mutual interest to encourage and to develop the training and qualification of human resources working in the field of tourism, as well as to coordinate, execute and to acknowledge professional training actions in that area;

Ruled by the principles of mutual respect and cooperation;

Celebrate this Protocol of Cooperation, ruled in accordance with the following clauses:

#### **Clause I**

##### **Object**

This Protocol aims to increase the interaction between teachers and students of the Signatories and thus to increase the cooperation between them.

#### **Clause II**

##### **Forms Cooperation**

1. The cooperation will be carried out through the "Collaborative International Training and Education Programme" (the "Programme"), an exchange programme developed by the Signatories and also through institutional support.

2. The Programme will focus on:

- a) Training of Students;
- b) Training of Teachers.

### Clause III

#### Activities

1. The Signatories recognize that the success of the Programme depends on the commitment and collective efforts of the institutions involved.
2. To launch the cooperation, the Signatories mutually agree to undertake these activities:
  - a) The Student Specialized Training Programme;
  - b) The Teachers Mentoring Programme
  - c) Mutual Institutional Support

### Clause IV

#### Student Specialized Training Programme

- (a) The training of 6 weeks with the purpose to promote the professional knowledge and cultural integration in the fields of hospitality and tourism in Portugal and India;
- (b) The training of the students of the Institute will be conducted at various tourism schools of Turismo de Portugal, will take place in the months of May and June of each year. Similarly, training in respect of the students of various schools of Turismo de Portugal to be conducted in India at the Institute may take place at any time during the year covering a minimum period of six weeks, except during the months of May/June. The training programme shall be "tailor made" with inputs of the respective Institutions.

- (c) The group size of students from the Signatories will be minimum 10 in number.
- (d) The students of both Signatories will be accompanied by a teacher
- (e) The air fares of the students travelling to Portugal/India will be borne by their respective Institutions, as also any other associated costs, in accordance with the specific policies of each institution. The host institution will be responsible for meeting the cost of accommodation, meals and didactic materials of these students.
- (f) To support the Student Specialized Training Program the host institutions will provide the following services at their own cost and expense:
- Welcome session at the airport.
  - Organizing work practicum lessons.
  - Facilitate student housing and/or accommodation during their stay.
  - Identification of a training Mentor.
  - Organize cultural field trips and visits to companies of the tourism sector.
- (g) Upon successful completion of the period of training, the students/teachers shall be issued a Certificate of Training by the respective Institutions.

**Clause V**  
**Teachers Mentoring Programme**

1. The Signatories will also support a Teachers mentoring programme.
2. The Teachers Mentoring Programme will have the following characteristics:

- a) The air fares of the teachers accompanying the students from India/Portugal will be borne by the respective Institutions as also any other associated costs in accordance with the specific policies of each Institution. The host institution will be responsible for meeting the cost of accommodation and meals of these teacher/s.
- (b) The sending institution will identify one (or more) faculty member/s to provide mentorship of each of the student group involved on this professional interchange experience.
- i) The visiting faculty member/s will be responsible for periodic site visits to the students.
  - ii) Together with the host institution, the visiting faculty member will coordinate cultural visits and field trips to tourism companies.
  - iii) The visiting faculty member will assist whenever possible with visiting student needs such as accommodation needs, orientation of the host city, communication needs, travel needs and daily living logistics.
  - iv) The visiting faculty will provide educational mentoring to assist with the students' work experience requirements.

#### Clause VI

#### Mutual Institutional Support

1. To effectively build mutual institutional support, the Signatories will assist each other in their respective countries.
2. Each Signatory will provide the other with current promotional material and both will look for opportunities to promote the Collaborative International Training and Education effort.

## Clause VII

### Competent Authorities

This Protocol and the Collaboration International Training and Education Programme will be coordinated and managed jointly by the Turismo de Portugal (represented by its Department of Education) and by the Institute.

## Clause VIII

### Changes

The present Protocol may be changed at any time by mutual written consent of the Signatories

## Clause IX

### Interpretation

Any question regarding the implementation of this Protocol will be settled amicably through mutual consultation between the Signatories.

## Clause X



### Effects

1. This Protocol shall come into effect on the date of its signature and shall remain valid for a period of 2 (two) years, automatically renewed for successive periods of 2 (two) years each.
2. ~~This Protocol shall~~ This Protocol shall cease to have effect on the date on which either Signatory issues written notice of three months to the other Signatory of its intention to terminate it.
3. The termination of this Protocol shall not affect the execution of any existing and on-going programs or projects, unless the Signatories agree otherwise.

Executed on the 11<sup>th</sup> of January of 2017, in 2 (two) originals, in English language.

For Turismo de Portugal, I.P.,


For V.M. SALGAOCAR INSTITUTE OF  
INTERNATIONAL HOSPITALITY  
EDUCATION

  
Luis Araújo  
President 

  
Dattaraj V. Salgaocar  
President - Managing Committee

Witnesses :

1. Name & Signature

Anthony Barreto 

2. Name & Signature

