



Model Curriculum

QP Name: Guest Service Associate (Front Office)

QP Code: THC/Q0102

QP Version: 3.0

NSQF Level: 4

Model Curriculum Version: 3.0

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Training Parameters

Sector	Tourism and Hospitality
Sub-Sector	Hotels
Occupation	Front Office Management
Country	India
NSQF Level	4
Aligned to NCO/ISCO/ISIC Code	NCO-2015/4224.0100
Minimum Educational Qualification and Experience	<p>12th grade pass OR Completed 2nd year of 3-year diploma (after 10th) and pursuing regular diploma OR 10th grade pass plus 2-year NTC OR 10th grade pass plus 1-year NTC plus 1 year NAC OR 8th pass plus 2-year NTC plus 1- Year NAC plus CITS OR 10th grade pass and pursuing continuous schooling OR 10th Grade Pass with 2 year relevant experience OR Previous relevant Qualification of NSQF Level 3.0 Front Office Trainee with minimum education as 8th Grade pass with 3 year relevant experience</p>
Pre-Requisite License or Training	NA
Minimum Job Entry Age	18 years
Last Reviewed On	24/02/2022
Next Review Date	24/02/2025
NSQC Approval Date	24/02/2022
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Program Overview

This section summarizes the end objectives of the program along with its duration.

Training Outcomes

At the end of the program, the learner will be able to:

- Employ appropriate practices to communicate effectively with guests, colleagues, and superiors to achieve a smooth workflow
- Apply gender and age-sensitive service practices
- Describe the protocols related to confidentiality of the organizational information and guests' privacy
- Apply health, hygiene, and safety practices at the workplace
- Explain the ways to prepare for the Front Office Operations
- Apply appropriate practices to greet and welcome the guests
- Describe the procedure to complete Front Office duties like registration, check-in, check-out, room allotments, etc.
- Perform the practices to handle guests' services
- Prepare various amenity vouchers and invoices
- Describe the procedure to accept the payment and update the Property Management System
- Apply appropriate practices to manage guest check out procedure

FIRST SEMESTER (Front Office Associate)

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
THC/N0130 – Perform Front Office Activities NOS Version No. 3.0 NSQF Level 4	20.00	40.00	0:00	00:00	60:00
Module 1: Prepare for Front Office Operations	02:00	0:00	00:00	00:00	02:00
Module 2: Prepare for Guests' Activities	08:00	20:00	00:00	00:00	28:00
Module 3: Perform the Activities of Guest Registration, Check-in,	10:00	20:00	0:00	00:00	30:00

and Check-out Procedures					
THC/N0107 – Handle Guest Service during the Stay NOS Version No. 3.0 NSQF Level 4	10:00	20:00	0:00	0:00	30:00
Module 4: Perform the Activities to Handle Guest Service	10:00	20:00	0:00	0:00	30:00
Total Duration	30:00	60:00	00:00	00:00	90:00

SECOND SEMESTER (Guest Reservation Associate)

NOS and Module Details	Theory Duration	Practical Duration	On-the-Job Training Duration (Mandatory)	On-the-Job Training Duration (Recommended)	Total Duration
THC/N9901 – Communicate Effectively and Maintain Service Standards NOS Version No. 3.0 NSQF Level 4	07:00	08:00	00:00	00:00	15:00
Module 1: Maintain Effective Communication and Service Standard	07:00	08:00	00:00	00:00	15:00
THC/N9903- Maintain Organizational Confidentiality and Respect Guests' Privacy NOS Version No. 3.0 NSQF Level 4	07:00	08:00	00:00	00:00	15:00
Module 2: Organizational Confidentiality and Customer's Privacy	07:00	08:00	00:00	00:00	15:00
THC/N9906 – Follow Health, Hygiene and Safety Practices NOS Version No. 3.0 NSQF Level 4	07:00	08:00	00:00	00:00	15:00
Module 3 : Basic Health and Safety Standards	07:00	08:00	00:00	00:00	15:00
THC/N0119: Handle Guest Reservation Activities NOS Version No. 3.0 NSQF Level 4	15:00	30:00	00:00	00:00	45:00

Module 4: Handle Guest Reservation Activities	15:00	30:00	00:00	00:00	45:00
Total Duration	36:00	54:00	00:00	00:00	90:00

Module Details

First Semester

Module 1: Prepare for Front Office Operations

Mapped to THC/N0130 v 3.0

Terminal Outcomes:

- Explain professional etiquette to be maintained at the workplace
- Describe various Front Office functions
- Explain the reporting procedure for a Guest Service Associate (Front Office)

Duration: 02:00	Duration: 00:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Explain the code of conduct, business etiquette, grooming standards, and other guidelines for Guest Service Associate (Front Office) • Explain the front office service cycle • Elaborate the functions of the Front Office department • Discuss the importance of timely reporting for the duty • Discuss the importance of wearing designated uniform • Explain inter and intra departmental coordination 	<ul style="list-style-type: none"> • Role play how to interact with the Manager/Supervisor for understanding service requirements • Dramatize how to report for the duty • Draw the layout of the front office department
Classroom Aids	
Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Presentation, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Sample operational structure of various Front Office functions, like Reception, Guest Service, etc.	

Module 2: Prepare for Guests' Arrival

Mapped to THC/N0130 v 3.0

Terminal Outcomes:

- Apply appropriate practices to use different office equipment
- Describe various pre-arrival activities

Duration: 08:00	Duration: 20:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Describe various types of rooms, facilities, tariffs (like BAR, Corporate, Contracted, Group, etc.), and meal plans applicable in the Hotel Industry • Explain different types of room rates • Elaborate different types of meal plans applicable to hotel • Discuss various types of guests, such as business, leisure, etc. • Discuss the flow of guests in peak/lean season in the hotels • Explain the significance of cross-checking occupancy status, room allocation status, arrival and departure timing, guest confirmation, VIP in-house, and events • Elaborate various tools and office equipment, such as photocopier, printer, card swiping machine, etc. required at the workstation along with their functions • Describe the different vouchers used in front office (like Petty cash, Visitor's Paid out, etc.) • Explain the importance of taking care of special guest requirement, travel arrangements, and special welcome for VIPs 	<ul style="list-style-type: none"> • Employ appropriate practices to check the occupancy status, room allocation status, arrival-departure timing, guest confirmation, VIP in house, and events • Demonstrate how to operate various tools and equipment, such as, card swiping machine, printer and photo-copier • Demonstrate the procedure to prepare various amenity vouchers • Apply appropriate practices to take care of special guest requirements, travel pick-up, special welcome and other arrangements
Classroom Aids	
Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Presentation, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Various office equipment (photocopier, printer, telephone, fax machine, computer, key racks,	

etc.), Sample vouchers (petty cash vouchers, paid out vouchers, allowance/discount vouchers, deposit receipt, etc.)

Module 3 : Perform the Activities of Guests' Registration, Check-in, and Check-out Procedures

Mapped to THC/N0130 v 3.0

Terminal Outcomes:

- Explain how to complete reservation, guests' check-in and check-out procedures
- Describe various modes of payment
- Explain how to update Property Management System
- Prepare various invoices

Duration: 10:00	Duration: 20:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • List various documents required as guests' identity proof • Discuss the importance of communication etiquette and body language while greeting and welcoming the guests • Discuss various types of reservations (tentative, waitlisted, confirmed) and modes (written, verbal, online) of reservation • Describe the Property Management System used for check-in, check-out, invoicing, etc, in a hotel • Explain the guest registration, check-in procedures, policy, and other regulatory requirements of a Hotel • Elaborate various payment methods, cash management, invoice processing and cash vault handling procedures • Discuss the importance of using internet and e-mail for a Guest Service Associate (Front Office) 	<ul style="list-style-type: none"> • Demonstrate professional etiquette while greeting and welcoming the guests • Apply appropriate techniques to fill guests' registration, check-in, check-out record manually or in Property Management System • Employ proper practices to check reservation details, room availability as per reservation requirement, check-out requests, and departure status of the guests
Classroom Aids	
Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Presentation, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Sample invoices, Sample ID proof, Guests Register, Card swiping machine, Property Management System (PMS)	

Module 4: Perform the Activities to Handle Guest Service

Mapped to THC/N0107 v 2.0

Terminal Outcomes:

- Employ appropriate practices to use different room equipment and appliances
- Describe the ways to handle guests' queries and complaints
- Explain the methods of screening the parcels, messages, and other deliverables

Duration: 10:00	Duration: 20:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Elaborate various appliances and equipment in the guests' room along with their functions • Discuss various types of cuisines offered in hotels • Describe the screening process of the luggage, parcels and other deliverables • Explain the importance of timely responding to guests' queries, requests and complaints • Discuss the procedure of handling guests' complaints • Outline the standard policy to upgrade the room for the guests • Discuss the standard procedure to accept and deliver guests' mails, messages, and parcels 	<ul style="list-style-type: none"> • Demonstrate the operating procedure of various equipment and appliances required at the work area • Demonstrate how to screen the luggage, parcels, and other deliverables • Role play how to respond to guests' complaints, queries and requests • Employ appropriate practices to change and upgrade guests' room as per their preferences • Dramatize a situation to receive and deliver guests' parcels, messages and other deliverables
Classroom Aids	
Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Presentation, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Screening machine, Various equipment and appliances	

Second Semester

Module 1: Maintain Effective Communication and Service Standard Mapped to THC/N9901 v 2.0

Terminal Outcomes:

- Explain professional protocols and etiquette of effective communication with customers, colleagues, and superiors
- Describe the ways to show sensitization towards different age groups, gender and persons with disabilities

Duration: 07:00	Duration: 08:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Discuss the importance of professionalism, etiquette and ethical behaviour at the workplace • Discuss the importance of effective communication • Explain the importance of customer satisfaction and customer feedback • Outline the procedure of receiving feedback and complaints constructively • Describe various ways to handle customer complaints • Discuss different ways to improve the customer experience • Explain the importance of gender and age sensitivity • Discuss gender and age-specific requirements of the customers • Discuss the specific needs of People with Disabilities • Discuss the importance of reporting Sexual harassment at workplace • Discuss ways of escalating problems, reporting workplace issues, and receiving feedback from the superiors 	<ul style="list-style-type: none"> • Demonstrate the standard procedure to welcome and greet the customers • Dramatize appropriate communication skills and etiquette while interacting with customers, colleagues, and superiors • Role plays a situation on how to handle customer complaints effectively • Role plays appropriate behavioural etiquette towards all ages, genders and differently-abled people as per specification
Classroom Aids	
Training kit (Trainer guide, Presentations), Whiteboard, Marker, Projector, Laptop, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Sample of escalation matrix, Organisation structure	

Module 2: Organizational Confidentiality and Customer's Privacy

Mapped to THC/N9903 v 2.0

Terminal Outcomes:

- Explain how to maintain the confidentiality of the organization
- Describe the protocols related to the privacy of customer information

Duration: 07:00	Duration: 08:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Explain the significance of maintaining organizational confidentiality and customer privacy in the hospitality industry • Discuss the Intellectual Property issues and policies affecting the organization and customer privacy • Explain the procedures to report the infringement of IPR to the concerned person • Discuss the usage, storage and disposal procedures of confidential information as per specification 	<ul style="list-style-type: none"> • Employ appropriate ways to use, store and dispose of the organizational and customer information
Classroom Aids	
Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Handouts of IPR guidelines and regulations	

Module 3: Basic Health and Safety Standard

Mapped to THC/N9906 v 2.0

Terminal Outcomes:

- Employ appropriate health, hygiene, and safety practices at workplace
- Apply precautionary health measures
- Employ effective waste management practices

Duration: 07:00	Duration: 08:00
<p>Theory – Key Learning Outcomes</p> <ul style="list-style-type: none"> • Discuss the concept and importance of personal and workplace hygiene • Discuss best practices to maintain personal hygiene • Explain the ways to clean and sanitize the workplace and related equipment • Describe standard safety procedures to be followed while handling tools, material, and equipment • Outline the purpose and usage of various Personal Protective Equipment (PPE) required at the workplace • Explain the importance of preventive health check-up organized by the company • Describe the causes of risks and potential hazards in the workplace and ways to prevent them • List different safety warning signs and labels at workplace • Discuss ways to identify hazards at the workplace • List the components of the first-aid kit • Explain the procedure to report accident and other health related issues as per SOP 	<p>Practical – Key Learning Outcomes</p> <ul style="list-style-type: none"> • Demonstrate the procedure of routine cleaning and sanitization of tools, equipment, and other articles • Employ different ways to keep work area clean, hygienic and hazard free • Demonstrate how to use and dispose of relevant protective equipment as per tasks and work conditions • Perform basic first-aid procedures • Dramatize a situation on mock safety drills for emergency situations • Dramatize a situation on mock safety drills for emergency situations • Perform waste disposal procedures at the workplace depending on the types of waste • Role play a situation on reporting safety and security breaches to the supervisor • Prepare a sample incident report
<p>Classroom Aids</p>	
<p>Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Participant Handbook and Related Standard Operating Procedures</p>	
<p>Tools, Equipment and Other Requirements</p>	
<p>Personal Protection Equipment: Safety glasses, Head protection, Rubber gloves, Safety footwear, Warning signs and tapes, Fire extinguisher, First aid kit, Relevant Standard Operating Procedures and Sample reports</p>	

Module 4: Handle Guest Reservation Activities

Mapped to THC/N0119 v 3.0

Terminal Outcomes:

- Describe the occupancy and revenue forecasting techniques
- Apply appropriate practices to manage guest reservation procedure
- Prepare sample guest reservation report as well as occupancy and forecasting report
- Employ suitable practices to monitor guest registration record

Duration: 15:00	Duration: 30:00
Theory – Key Learning Outcomes	Practical – Key Learning Outcomes
<ul style="list-style-type: none"> • Explain various standard plans, packages, seasonal rates, types of rooms and other facilities in Hotel Industry • Discuss the occupancy and revenue forecasting methods • Explain various modes, sources and types of reservations • Elaborate standard reservation, cancellation and amendment procedures • Describe the regulatory requirements for guest registration/check-in and check-out • Describe the legal and operational aspects of guest registration • Discuss the importance and procedure of maintaining guest reservation records 	<ul style="list-style-type: none"> • Prepare sample guest reservation report • Employ appropriate practices to respond the guest as per standard procedure • Show how to obtain all the necessary information to the guests such as available room types and rates, room facilities, various plan, packages, etc. • Role play on how to inform concerned departments like housekeeping, travel, etc. about changes in the guest reservations to arrange the requirements accordingly • Show how to make changes the guest request in reservation • Dramatize on how to inform the guest about the cancellation policy and about modification/cancellation made in reservation and provide reservation cancellations services on guest's request • Apply proper process to refund payments to guests in the event of cancellation
Classroom Aids	
Training kit (Trainer guide, Presentations), White board, Marker, Projector, Laptop, Presentation, Participant Handbook and Related Standard Operating Procedures	
Tools, Equipment and Other Requirements	
Sample revenue and occupancy forecasting report, Sample guest reservation report, Sample Whitney slip and bedroom journal	

Annexure

Trainer Requirements

Trainer Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training Experience		Remarks
		Years	Specialization	Years	Specialization	
Certificate/Diploma/ Degree	Hotel/Hospitality Management/ Front Office Management	5	Hotel/Hospitality Management/ Front Office Management	1	Hotel/Hospitality Management/ Front Office Management	

Trainer Certification	
Domain Certification	Platform Certification
“Guest Service Associate (Front Office)”, “THC/Q0102, V3.0”, Minimum accepted score is 80%	“Trainer”, “MEP/Q2601, V1” with a scoring of minimum 80%

Assessor Requirements

Assessor Prerequisites						
Minimum Educational Qualification	Specialization	Relevant Industry Experience		Training/Assessment Experience		Remarks
		Years	Specialization	Years	Specialization	
Certificate/Diploma/Degree	Hotel/Hospitality Management/ Front Office Management	5	Hotel/Hospitality Management/ Front Office Management	1	Hotel/Hospitality Management/ Front Office Management	

Assessor Certification	
Domain Certification	Platform Certification
“Guest Service Associate (Front Office)”, “THC/Q0102, V3.0”, Minimum accepted score is 80%	“Assessor”, “MEP/Q2701, V1” with the scoring of minimum 80%

Assessment Strategy

This section includes the processes involved in identifying, gathering and interpreting information to evaluate the learner on the required competencies of the program.

1. Assessment System Overview:

- Batches assigned to the assessment agencies for conducting the assessment on SDSM/SIP or email
- Assessment agencies send the assessment confirmation to VTP/TC looping SSC
- Assessment agency deploys the ToA certified Assessor for executing the assessment
- SSC monitors the assessment process & records
- If the batch size is more than 30, then there should be 2 Assessors.

2. Testing Environment: Assessor must:

- Confirm that the centre is available at the same address as mentioned on SDMS or SIP
- Check the duration of the training.
- Check the Assessment Start and End time to be as 10 a.m. and 5 p.m.
- Check that the allotted time to the candidates to complete Theory & Practical Assessment is correct.
- Check the mode of assessment—Online (TAB/Computer) or Offline (OMR/PP).
- Confirm the number of TABs on the ground are correct to execute the Assessment smoothly.
- Check the availability of the Lab Equipment for the particular Job Role.

3. Assessment Quality Assurance levels / Framework:

- Question papers created by the Subject Matter Experts (SME)
- Question papers created by the SME should be verified by the other subject Matter Experts along with the approval required from THSC
- Questions are mapped with NOS and PC
- Question papers are prepared considering that level 1 to 3 is for the unskilled & semi-skilled individuals, and level 4 and above are for the skilled, supervisor & higher management
- Assessor must be ToA certified
- Assessment agency must follow the assessment guidelines to conduct the assessment

4. Types of evidence or evidence-gathering protocol:

- Time-stamped & geotagged reporting of the assessor from assessment location
- Centre photographs with signboards and scheme specific branding
- Biometric or manual attendance sheet (stamped by TP) of the trainees during the training period
- Time-stamped & geotagged assessment (Theory + Viva + Practical) photographs & videos

5. Method of verification or validation:

- Surprise visit to the assessment location
- Random audit of the batch

- Random audit of any candidate

6. Method for assessment documentation, archiving, and access

- Hard copies of the documents are stored
- Soft copies of the documents & photographs of the assessment are uploaded / accessed from Cloud Storage and are stored in the Hard Drives

References

Glossary

Term	Description
Declarative Knowledge	Declarative knowledge refers to facts, concepts and principles that need to be known and/or understood in order to accomplish a task or to solve a problem.
Key Learning Outcome	Key learning outcome is the statement of what a learner needs to know, understand and be able to do in order to achieve the terminal outcomes. A set of key learning outcomes will make up the training outcomes. Training outcome is specified in terms of knowledge, understanding (theory) and skills (practical application).
OJT (M)	On-the-job training (Mandatory); trainees are mandated to complete specified hours of training on site
OJT (R)	On-the-job training (Recommended); trainees are recommended the specified hours of training on site
Procedural Knowledge	Procedural knowledge addresses how to do something, or how to perform a task. It is the ability to work, or produce a tangible work output by applying cognitive, affective or psychomotor skills.
Training Outcome	Training outcome is a statement of what a learner will know, understand and be able to do upon the completion of the training.
Terminal Outcome	Terminal outcome is a statement of what a learner will know, understand and be able to do upon the completion of a module. A set of terminal outcomes help to achieve the training outcome.

Acronyms and Abbreviations

Term	Description
QP	Qualification Pack
NSQF	National Skills Qualification Framework
NSQC	National Skills Qualification Committee
NOS	National Occupational Standards
TVET	Technical and Vocational Education and Training
SOP	Technical and Vocational Education and Training
PPE	Personal Protective Equipment
IPR	Intellectual Property Rights
VPOs	Visitors Paid Outs