

International Hotel Group Management

Code: 103772
ECTS Credits: 6

2025/2026

Degree	Type	Year
Hotel Management	OT	4

Contact

Name: Beatriz Santolalla Garcia

Email: beatriz.santolalla@uab.cat

Teachers

Deborah Carrer

Albert Labastida Noguera

Gerard Belenes Casas

Teaching groups languages

You can view this information at the [end](#) of this document.

Prerequisites

There are no prerequisites.

Objectives and Contextualisation

The configuration of the worldwide current hotel sector has changed substantially in recent years to give service to a customer who requests personalized attention and adaptability to their current needs anywhere in the world.

The technologies that have made available to all distant destinations with new travel models, have led to significant changes in the different forms of management of hotel companies around the world and the search for new business strategies in terms of organization that allows them to expand.

Therefore, hotel groups have had to convey different paths for sales, operational, human resources, and legal management that allow them and facilitate the management of all their establishments located anywhere in the world without losing their identity.

At the end of the course the student must be able to:

1. Identify concepts and elements of the Sales Management (introduction, operative and strategy).
2. Analyse strategies. Planning processes. Feasibility and sustainability.
3. Relate internationalization and globalization.

4. Distinguish internationalization processes. Models and typologies. Cases analysis.
5. Understand the strategic objectives of a hotel expansion from a legal focus , hotel management and purchase perspective

Competences

- Analyse, summarise and evaluate information.
- Be able to search efficiently for the necessary information.
- Define and apply the management of different types of organisation in the hotel and catering sector.
- Define and apply the policies and management of human resources for companies in the hotel and catering sector.
- Demonstrate an orientation and culture of customer service.
- Demonstrate broad knowledge of the organisation and management of company operations, with emphasis on applied management models and the application of quantitative and qualitative techniques.
- Develop a capacity for independent learning.
- Develop and apply policies of internationalisation and sustainable growth in the companies in the sector.
- Identify and apply the elements that govern activity in the hotel and catering sectors, their interaction in the environment and their impact in the different business subsystems in the sector.
- Manage and organise time.
- Manage communication techniques at all levels.
- Plan and manage activities based on quality and sustainability.
- Plan, organise and coordinate work teams creating synergies and knowing how to put yourself in the place of others when negotiating and managing conflicts.
- Work in teams.

Learning Outcomes

1. Analyse and use strategies for conflict management.
2. Analyse, summarise and evaluate information.
3. Apply concepts related to strategic, commercial and financial management on a national and international scale.
4. Apply efficient business management models to international company activities and to their corporate management.
5. Apply existing models and types of processes for internationalisation in the companies of the hotel and catering sector.
6. Be able to search efficiently for the necessary information.
7. Demonstrate an orientation and culture of customer service.
8. Develop a capacity for independent learning.
9. Fix objectives and organise planning from a commercial perspective.
10. Identify the function, nature and scope of marketing in the organisation.
11. Identify the processes that make up strategic management of human resources in internationalised companies.
12. Identify the processes which make up the internationalisation and corporate management of a company.
13. Manage and organise time.
14. Manage communication techniques at all levels.
15. Plan and manage activities based on quality and sustainability.
16. Plan, organise and coordinate work teams creating synergies and knowing how to put yourself in the place of others when negotiating and managing conflicts.
17. Work in teams.

Content

The course is configured by three large sections for each of one of the different management / implementation areas of the hotel sector at an international level:

Operations and HR section

1. Presentation and Introduction to the Operations and Human Resources module. Evolution of international Hotel Groups over the last 10 years.
2. Functional structure of international hotel chains. Organizational chart and functions of the departments.
3. Operations Department @ International Hotel Chains (Front Desk & Housekeeping & F&B)
4. Loyalty programs (Internal Client & External Client). Corporate Social Responsibility
5. HR management. Company philosophy Promotion programs. Selection process. Orientation- Trainings.

Sales & Marketing section

- 1.- Introduction
- 2.- The commercial model in international hotel groups: analysis
 - PESTLE analysis
 - SWOT Analysis
 - Distribution
 - Positioning
- 3.- Traditional marketing
 - Global Distribution Systems (GDS)
 - Travel agencies (AAVV)
 - Tour operators (TTOO)
 - MICE, Group
 - International Tourism Fairs
- 4.- Online Sales
 - Online Travel agencies (OTA)
 - Corporate website (SEO and SEM)
 - Metasearch engine
- 5.- Management of the customer experience. Social networks and the world of Reviews

Legal section

1. Introduction and basic legal concepts for non-lawyers
2. Understand the differences between a purchasing strategy (heritage approach) and a management strategy (industrial process) ofhotels.
3. Understand what a hotel management contract is explained to non-lawyers
4. Understand why someone buys or sells a hotel.
5. See and share real cases of international expansion strategies of hotel groups.

Activities and Methodology

Title	Hours	ECTS	Learning Outcomes
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Type: Directed			

Lectures / public presentation of assignments	65	2.6	1, 3, 5, 4, 10, 9, 11, 12
Type: Supervised			
Tutoring	15	0.6	1, 3, 5, 4, 10, 9, 11, 12
Type: Autonomous			
Papers creation / Case study	10	0.4	1, 2, 3, 5, 4, 8, 10, 9, 13, 11, 12, 16, 17

Teaching Language: catalan

The subject works based on three teaching-learning methodologies:

- a) Methodology of the theoretical part of the subject: On-site explanations in the classroom of the different modules that will be taught by a professional of the subject.
- b) Methodology of the practical part of the subject: Understanding and presentation (case by case) exercises and activities (individual or in team)
- c) Methodology of the non-contact part of the subject (Virtual Campus): The Virtual platform will use as a complement of information and means of communication.

Annotation: Within the schedule set by the centre or degree programme, 15 minutes of one class will be reserved for students to evaluate their lecturers and their courses or modules through questionnaires.

Assessment

Continous Assessment Activities

Title	Weighting	Hours	ECTS	Learning Outcomes
Legal Section	20	10	0.4	2, 3, 5, 8, 14, 13, 15, 16, 6, 17
Operations @ HHRR Section	40	25	1	1, 2, 4, 7, 8, 14, 13, 11, 12, 16, 6, 17
Sales & Marketing Section	40	25	1	2, 3, 8, 10, 14, 9, 13, 12, 16, 17

The evaluation system organized into 3 modules with a different value in the final grade configuration. Thus, the global grade of the subject will be calculated by making the weighted average of the 3 modules with the following weight in the grade (40% Operations Module & HR; 40% Commercial, 20% Legal), being an indispensable condition to be able to make the average in the three parts obtain at least a grade of 4.

THREE EVALUATION OPTIONS

A) CONTINUOUS ASSESSMENT:

The continuous evaluation of all the modules is organized with the performance of autonomous activities (practices, comprehension of texts, group and / or individual works, presentations in the classroom, consolidation tests, course work, etc.).

The teacher of each module will establish at the beginning of the course the list of activities to be carried out, dates and periodicity of the delivery, evaluations, etc. with the percentage of incidence on the final grade of all the contents subject to continuous evaluation.

Operations /HR Section

- Class Assistance: 20%
- Group case study: 40%
- Individual work: 30%
- Class participation: 10%

Sales & Marketing Section

- 40% Group exercise (maximum 3 people). Commercial analysis
- 10% Participation / individual questions during the classes
- 25% Individual work. "Key Learning" acquired by the student
- 25% Oral statement

Legal Section

In order to pass the continuous assessment, students must submit a practical group work at the end of this module, which will be related to one of the aspects indicated in the syllabus. In this sense, during the class period, students:

1. They will be guided by the teacher to supervise their work and resolve doubts and questions.
2. They will have to carry out exercises related to the practical case and will participate actively in the class debates.
3. They should prepare the presentation with their group. They will be evaluated individually and as a group.

The mark for this module will be set according to the following criteria:

- 60% of the grade corresponds to the work and its presentation
- 20% of the grade corresponds to attendance at sessions
- 20% of the grade corresponds to active participation in the sessions.

Students who do not pass the subject, through continuous assessment, will be evaluated by the single evaluation system, not taking into account any of the grades obtained.

A) SINGLE ASSESSMENT: Final Examination (all the subject content)

Set date and time, according to academic calendar, to the Official Center Programming (EUTDH).

There will be a single type of final exam, there being no difference between students who have not satisfactorily passed the continuous assessment and those who have not followed it.

B) REASSESSMENT:

Set date and time, according to academic calendar, to the Official Center Programming (EUTDH).

Directed to the students that in the final evaluation have obtained a grade equal or superior to 3.5 and less than 5, they will be able to take the re-evaluation exam to be able to pass the subject.

The grade for the subject will be NOT EVALUABLE when the student attends less than half of the assessment activities and/or does not attend the final exam.

Bibliography

Basic bibliography

- Rey Moreno, M. (2015). Dirección de marketing turístico, Ed: Pirámide (Capítulo 7, Distribución e intermediación turística)
- Rodríguez Antón, J.A, Alonso Almedia, M.^a del Mar (2014), Organización y dirección de empresas hoteleras, Ed: Sintesis
- Fernández Casado, A (2014). Manual práctico de dirección de hoteles, marketing y ventas online del siglo XXI
- Franch Fluxà, J. (2015). *Manual de contratación turística*. Barcelona: Atelier.
- Barba de Vega, J. y Calzada Conde, M.^a A. (2015), *Introducción al Derecho Privado del Turismo*. Cizur Menor: Aranzadi.
- Bercovitz Rodríguez-Cano, R. (Dir.) (2013), *Tratado de Contratos*, Vols. I a V. Valencia: Tirant lo Blanch.
- Barth, S.C. i Hayes, D.K. (2009). Hospitality Law: Managing Legal Issues in the Hospitality Industry. New Jersey: Wiley.
- Morris, K.L., Cournoyer, N.G i Marshall, A.G. (2008). Hotel, Restaurant and Travel Law : A Preventive Approach. New York: Delmar.

Other support material in digital format, as well as websites links will be posted at Campus Virtual.

Software

There isn't.

Groups and Languages

Name	Group	Language	Semester	Turn
(TE) Theory	1	Catalan	first semester	morning-mixed