



Goa University

Name of Discipline/School/Directorate/Division

IMBA – HTT,
GOA BUSINESS SCHOOL


Report on: Workshop on B2B Booking Portal

1. Title of the Event/Activity/program	Workshop on B2B Booking Portal
2. Date and Time	20 th & 21 st January 2025 from 2pm to 5pm
3. Mode of conduct (Physical/Online)	Physical
4. School/ Directorate/ Section	IMBA-HTT, GBS
5. Collaborating Agency/School/Directorate	DTORR & GRNconnect.com
6. Detail of the Resource Person (Brief biodata)	Mr. Vikas Tembore (attached)
7. Number of Faculty attended/participated	02 nos
8. Number of Student attended / participated	60 nos
9. No. of external students/faculty/other participants	Students: 12 nos Faculty: 02 nos
10. The objectives of the Program/activity/event	1. Understand the dynamic accommodation sector 2. Understand how to start and work with travel agency using GDS platform 3. Learn Accommodation, transfer and Activities booking system 4. Develop technical know how to use the



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	<p>booking platform</p> <p>5. Introduction of GRN connect</p> <p>6. Opportunity to enrol for the internship program with GRN connect</p> <p>7. Opportunity to apply for the fresher jobs with GRN connect</p>
11. Description of the Program/activity/event	<p>It was a two-day session to introduce students to GRN Connect a B2B Booking portal (GDS).</p> <p>Students of IMBA-HTT from across the batches, external students from Don Bosco College, Panjim & Rosary College, Navelim attended the workshop.</p> <p>The Program Director Dr. Kevin D'Souza welcomed the speaker Mr. Vikas Tembare and the participants.</p> <p>Mr. Vikas Tembare introduced GRNconnect.com, an online B2B hotel booking portal which offers more than 500000 hotels, 200000 apartments across the globe along with the facilities to book transfers, activities and tours. GRN being the flagship product has over 35000 agents registered located in 108 countries across the globe and expanding rapidly.</p>
12. Benefit/Key outcomes of the Program/activity/event	<ol style="list-style-type: none"> 1. Practical orientation about the GDS (Accommodation) system 2. Learn how to book accommodation & activities online 3. Learn how to start travel business using such GDS systems 4. Learn how booking engine and API works
13. Enclosures with report	<p>Brochure, Notice, Geo-tag photos, Attendance of students/faculty/external participants, Bio Data of resource person (if applicable), Any other information.</p>


Signature: 

Name of coordinator *Dr. Poovand*

Designation: *Asst. Prof.*
IMBA-HTT, GDS,

Date: 23rd January 2025.

CD

Signature 

Dean/Director/Head

Seal of the School/Directorate/University



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Get Industry Ready Tourism & Hospitality Workshop

About GRNConnect

GRNConnect is a premier B2B hotel booking portal, providing access to over 500,000 hotels and 200,000 apartments worldwide. Backed by Aman Travels Ltd., a trusted name since 1993, GRNConnect also offers booking facilities for transfers and activity tours. With a network of 45,000 agents in 116 countries, we are a global leader in the hospitality and tourism industry.

Workshop Details

Complimentary, in-person workshop with a physical certificate awarded upon completion

Key Takeaways

- Develop a solid understanding of the global hospitality and tourism landscape.
- Learn customer-centric concepts for delivering excellent service in hospitality.
- Gain insights into the hospitality & tourism industry and its growing importance.
- Build practical skills in online booking systems used across the industry.
- Strengthen your ability to adapt to the dynamic demands of the travel and tourism sector.
- Equip yourself with knowledge of trade trends and challenges.
- Enhance employability with hands-on training tailored to industry needs along with a Certificate.
- Get a chance to secure Internship or Job opportunities with GRNConnect

Join our 2 day Free workshop to enhance your skills, build employability and a chance to stand out from the crowd!

Workshop Highlights

Hospitality and Tourism Essentials: Learn the fundamentals of the industry, including key concepts, current trends, and career pathways.

Insight into GRNConnect's Online Booking Portal: Master the features of our platform for booking hotels, transfers, and tours with ease.

Practical Relevance: Understand how GRNConnect's tools and expertise integrate into real-world industry scenarios.



Supported By
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Global Reservations Network



Delivered by
DTORR
EXPLORE | INNOVATE | SHARE

To organize this workshop at your campus, Email us: info@dtorr.in



CURRICULUM VITAE

PERSONAL INFORMATION

Name Vikas Tembhare **Date of Birth** 31 March, 1981
E-Mail vikas.tembhare@gmail.com **Telephone** +91 8435577769 (India)

PROFESSIONAL SYNOPSIS

A qualified postgraduate in Management (**Masters in Tourism Administration**) specialized in Tourism and Service Industry with qualitative experience over **19 years** in all aspects of Business Development, Market Intelligence, Consulting, Meetings, Incentives, Conference and Exhibition Industry (MICE), International Trade Promotion, Client Servicing, Destination Management and Tourism Education & Research.

An effective communicator with excellent relationship building & interpersonal skills. Possess a flexible & detail-oriented attitude. Travelled 38 countries from five continents for Bleisure Travel and have experienced industry closely.

Competency & Interest: Business Development, Key Account Management, Marketing, MICE, Destination Marketing, Market Entry Strategy, Market Intelligent, Business Matchmaking, International Trade, Investment Promotion & Development, Trade Show Consultancy, Client Servicing, Research and Development, Tourism products development, Destination development & Management, Sustainable Tourism, Innovation, Design Thinking & Mentoring Youth.

EDUCATION

2019	Oriental University, Indore (MP), India <i>Program Name:</i> Ph. D. (Social & Economic Impact of Meeting & Convention Industry in the case of India)	Ph. D. (Pursuing)
2011 – 2012	Forum of International Trade Training, Canada <i>Program Name</i> – PDC, International Trade Management	Professional Certificate
2003 – 2005	International Institute of professional Studies, DAVV, Indore, India <i>Program Name</i> – MTA- Master of Tourism Administration	Master Degree
2000 – 2003	Devi Ahilya Vishva Vidhyalaya (DAVV), Indore India <i>Program Name</i> – Bachelors of Computer Science (Hons.)	Bachelor's Degree

Month/Year: May – 2024

Vikas Tembhare

Contact: vikas.tembhare@gmail.com | + 971 567547769 | + 91 8435577769

PROFESSIONAL CERTIFICATION & MEMBERSHIP

2022 Onward	Proud Signatory – Global Tourism Plastic Initiative by United Nations – Environment Program	Active
2019 Onward	Union of International Associations https://www.uia.org	Active
2021 Onward	Catalyst 2030 https://catalyst2030.net/	Active
2016- 2020	Global Sustainable Tourism Council, USA www.gstccouncil.org	Active Member
31 Oct – 12 Dec' 2016	Tourism as a Path to International Cooperation & Sustainable Development by United Nations World Tourism Organization (UNWTO) & The George Washington University, USA	Online Certification
2019 Onward	Active Member– Professional Convention Management Association https://www.pcma.org/	Active Member
30 Oct – 03 Nov' 2016	"Leadership in Tourism" Executive training course in the United Arab Emirates by UNWTO	Executive Training Program

EXPERIENCE

June 2018- Till now	Founder & Managing Partner – DTORR (India & UAE) (www.dtorr.in) Consultant – India Market Engagement & Development
Jan 2022- Till Now	Program Lead – Certificate Program in Agri & Rural Tourism Management Supported By Directorate of Tourism, Ministry of Tourism (Govt. of Maharashtra, India)
Jan 2022- Jan 2023	External Collaborator – India for UNWTO Academy
April 2023- Till now	Certified Trainer – Skill India (Tourism & Hospitality Skill Council) Certified Trainer – International Trade Center (Community Based Tourism)
March 2013 - Till now	Co-Founder & Lead Consultant - IND Trade Consultancy Middles East FZE, Dubai, UAE
Aug 2009- Feb 2013	Marketing & Business Development Manager (International Trade Development) - Canada Export Center, Represented By GSA, Dubai, UAE
Dec. 2007- April 2009	Assistant Manager – Corporate Sales (Enterprise Account) Times Business Solution Ltd., the Times of India Group, Mumbai, India
June 2005- Dec 2007	Sr. Executive – Corporate Sales & Marketing - KUONI Travels (I) Pvt. Ltd. Division: SOTC Trade Fair Tours, Mumbai, India.

Month/Year: May – 2024

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RESEARCH & PUBLICATION EXPERIENCE

- Business Travelers' Orientation towards shopping: An Exploratory Study in Dubai – **INVTUR 2014, Department of Tourism - University of Aveiro, Portugal in May, 2014.**
- An Exploratory Study of Shopping Behavior of Business Travelers in Dubai during International Conference on Technology and Business Management at **American University in the Emirates, Dubai, UAE in March 2015.**
- Shopping Satisfaction of Business Traveller's: An Exploratory Study in Dubai in **Middle East Journal of Business- Volume 10, issue 4, Oct 2015.**
- Field Survey on the willingness to travel to Ras Al Khaimah from Dubai for Tourism – Survey Audience – Business Traveller's visiting Exhibitions in **Dubai, Feb, 2016.**
- Progress of MICE Industry Research: Case of India in **ATNA – Journal of Tourism Studies – Volume 17, issue 1, Jan 2022.**
- Analysis of Students' Satisfaction with the Tourism and Hospitality Programme: A Study on Indian Institutions– **Euro Asia Tourism Studies Journal, Dec - 2023**
- Empirical Analysis on the **standard operating procedure (SOP) of two Blue Flag Beaches in India** – Case of Kovalam beach and Rushikonda beach – **Study in Progress**
- Social Impact of G20 Meetings on the MICE Industry Stakeholders – **Study in Progress**

BUSINESS RESEARCH PARTICIPATION

- Market study to attract Gulf MICE travellers to Chile, South America – A study for Destination Promotion and branding for Touriso Milodon.
- Market research and feasibility to launch Digital Tourism Product in the United Arab Emirates to engage outbound travellers from the region.
- Market Research & Feasibility to launch Canadian Healthcare technology company to start business the GCC and India.
- Market Research and Feasibility Study to Promote Baltic Countries as a tourist destination in Indian Market.
- Visitor's Satisfaction Survey – Gorewada International Zoo (2023-2024)

Month/Year: May – 2024

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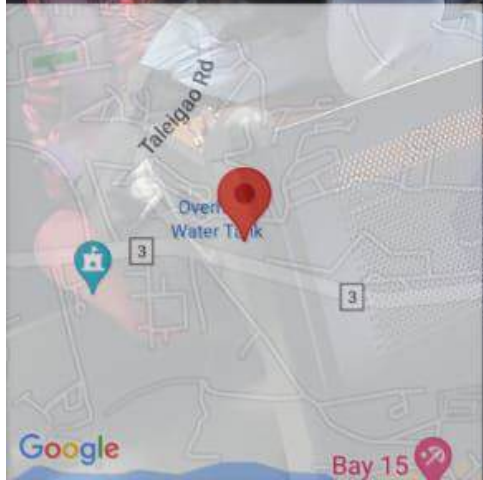
Worshop by DTORR & connect.com

Attendance sheet

Sr No	2024-29 Batch	20-01-2025	21-01-2025
1	Ajaykumar chinnaswami Devar	[Signature]	[Signature] AB
2	Ajit Kumar Pathak	AB	[Signature] AB
3	Anamika Manohar Veluskar	[Signature] Veluskar	[Signature] Veluskar
4	Awate Sharman Pravin	[Signature] Pravin	[Signature] Pravin
5	Daksh Digamber Dabholkar	[Signature] Dabholkar	[Signature] Dabholkar
6	Hailey Jane Diniz	[Signature] Diniz	[Signature] Diniz
7	kadam saee vikram	[Signature] saee	[Signature] saee
8	Lycia De Souza	[Signature] Souza	[Signature] Souza
9	Omsai Tulshidas Kuttikar	[Signature] Kuttikar	[Signature] Kuttikar
10	Pranjal Pradeep Usapkar	[Signature] Usapkar	[Signature] Usapkar
11	Prem Gurunath Nagvekar	[Signature] Nagvekar	[Signature] Nagvekar
12	Shea Thresa Sunil Jose Thengampallil	[Signature] Shea	[Signature] Shea
13	Sigmund Manuel Lazaro	[Signature] Lazaro	[Signature] Lazaro
14	Skyla Travasso	AB [Signature]	[Signature] Travasso
15	Steffie valanka Fernandes	[Signature] Fernandes	[Signature] Fernandes
16	Tejas Ravindra Gawas	AB [Signature]	[Signature] Gawas
17	Yuvraj Govindraaj Vaddavet	[Signature] Vaddavet	[Signature] Vaddavet
			(15)

	2023-28 Batch	20-01-25	21/01/25
1	Aashana Bhatti	AB	AB
2	Akash Dilip Jankar	AB	AB
3	Aryan Umesh Gaonkar	AB	AB
4	Avanish chandrashecar uscoicar	AB	AB
5	Ayaan Masood Shaikh	AB	AB
6	Aymee Maria Edwin	AB	AB
7	Ayra Husain	AB	AB
8	Ayush Ranjeet Singh	AB	AB
9	Ayush Suhas Korgaonkar	AB	AB
10	Bhoomi Ajit Veluskar	Bhoomi Veluskar	Bhoomi Veluskar
11	Caroline Lobo	Caroline Lobo	Caroline Lobo
12	Dalilah Helena Maria De Souza	HP	HP
13	Dhiraj Sonu Gaude	AB	AB
14	Kyran Fernandes	AB	AB
15	Leander Reggie Gregory D'souza	Leander	Leander
16	Manaswi Naresh Madkaiker	M.N. Madkaiker	M.N. Madkaiker
17	Mayur Bomoyo Ghadi	AB	AB
18	Rauf Shaikh	S	S
19	Ritesh Ravji Kaloji	AB	AB
20	Sagar Pujari	AB	AB
21	Sancheet Keshav Parab	AB	AB
22	Sanjeet Santosh Bhandari	AB	AB
23	Shanalle Glain Carvalho	AB	AB
24	Shruti Baburao Sawant	S Sawant	S Sawant
25	Shubhangi Vasu Gaonkar	Shubhangi	Shubhangi
26	Smyrna Phebe Paul	Smyrna	Smyrna
27	Suraj vinod yadav	AB	AB
28	Valen Antonio Fernandes	Valen	Valen
29	Valston Conrad santano luna	AB	AB
30	Varad Sandesh Patkar	Varad Patkar	Varad Patkar
31	Varshada Yeshwant Bhomkar	AB	AB
32	Vecelfa Consi Jesmit vaz	Vecelfa ✓ 13	Vecelfa 12
33	Ved Pandurang Naik	AB	AB
34	Ved Dipak Desai	Ved 14	AB

2022-27 Batch		20/11/25	21/11/25
1	Adithyan P	Adithyan	Adithyan
2	Aniket Meghanath Pissurlekar	Aniket	Aniket
3	Deepraj Dharmendra Kuncolikar	AB	AB
4	Devendra Thapa	Devendra	Devendra
5	Dhriti Dattaram Dhavle	AB	AB
6	Divya vijay javlges	Divya	AB
7	Don johny	Don	Don
8	Hemant Lamani	Hemant	Hemant
9	Ishwarya Jenu Naik	Ishwarya	AB
10	Nischay kanekar	AB	AB
11	Prasad Desai	AB	AB
12	Priya meghanath Morje	AB	AB
13	Rishi Gireesh	AB	AB
14	Riona Bernadette Coelho	AB	AB
15	Rudra Prabhu	AB	AB
16	Selvina Fernandes	Selvina	Selvina
17	Shanan Pereira	AB	AB
18	Sharon C	Sharon	Sharon
19	Shravika Santosh naik	Shravika	Shravika
20	Shruti Anil Kumar Jaiswar	AB	AB
21	Sifa Penny Fernandes	Sifa	Sifa
22	Tanish Tulsidas Naik	AB	AB
23	Yash Kamble	Yash	AB
24	Yogansh Shrikant dhumale	AB	AB
2021-26 Batch			
1	Aaron Gauncar	AB	Aaron
2	Adhvait Durgadas Shirodkar	Adhvait	Adhvait
3	Anisha Umesh Kudalkar	Anisha	AB
4	Arya Sudesh Naik	AB	AB
5	Ashilesh Mahesh Vengurlekar	Ashilesh	AB
6	Bharat Keshi	Bharat	Bharat
7	Dasha Joanita Colaco	Dasha	AB
8	Devyani Shrikant Naik	Devyani	AB
9	Digen Fernandes	Digen	Digen
10	Jasmine Bhati	Jasmine	Jasmine
11	Mcshea Sejarah Mendes	Mcshea	Mcshea
12	Minguel Xavier Anthony Rebello	Minguel	Minguel
13	Nevil Terence Noronha	AB	AB
14	Saniya Tukaram Bhanage	Saniya	Saniya
15	Sanket Shyam Bhandodkar	AB	AB
16	Shaunak Bhandiye	Shaunak	Shaunak
17	Sohan Nilesh Kamat	AB	Sohan
18	Sonali Dhara	Sonali	Sonali
19	Swagat Pal	AB	Swagat
20	Taniya Tukaram Bhanage	Taniya	Taniya
21	Vishnu Shalat	Vishnu	Vishnu

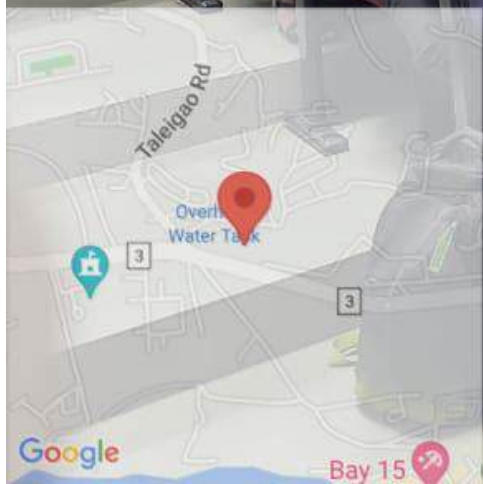


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