# تالجتماعات SAUDI MEETINGS INDUSTRY CONVENTION (SMIC)

**2 - 4 جمادى الآخرة 1439 هـ** قاعة الملك فيصل للمؤتمرات - فندق انتركونتيننتال الرياض

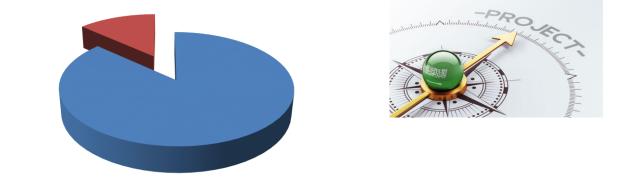
محمد بن عبدالله شرف

مدير إدار مبيعات مجموعة فنادق فيرمونت و رافلز و سويس أوتيل مكة



#### **Key Facts**





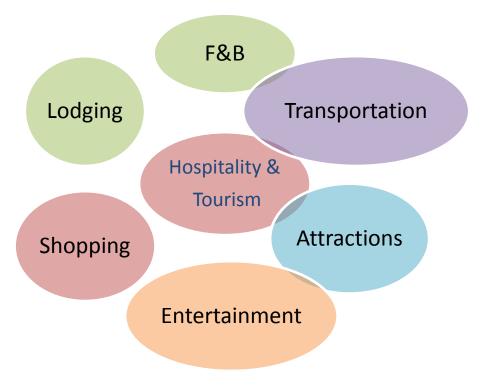
#### Leasure Spending 86.8 % Business Spending 13.2 %

SAUDI ARABIA	2016 USDbn <sup>1</sup>	2016 % of total	2017 Growth <sup>2</sup>	USDbn <sup>1</sup>	2027 % of total	Growth <sup>3</sup>
Business spending	3.6	0.4	4.0	4.9	0.4	2.7

# HOW MICE is related to Hospitality and Service Industry ?



- MICE is part of and encompasses many elements of the hospitality and tourism industry .
- MICE involved with all segments of Hospitality .



### Why its Important to KSA ?

- The Kingdom's vision 2030
- Islam and Arab Center
- Member of G20
- The growing of diversifying the economy
- A private sector with a promising future
- The growing of private sector in the industry
- High quality hotels in strategic locations
- Experience in managing mega events.
- Being the biggest oil producer in the world
- Strong communication and transportation infrastructure



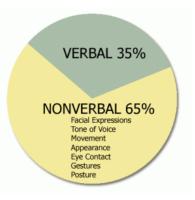
STRONGER WORKFORCE. EXCEPTIONAL QUALITY OF LIFE. THRIVING ECONOMY.



#### Why Have Meetings and Events?

- People prefer to meet face-to-face
- People meet with and learn from peers
- •Learn new products/services
- Build "Communities of Practice"

	2016	2016 of Total %	2017 Growth	2027	2027 of Total	Growth
KSA	3.6	0.4	4.0	4.9	0.4	2.7
Middle East	31.5	0.6	3.5	52.2	0.6	4.8
Worldwide	1.153	0.7	4.0	1.719	0.8	3.7







- Corporations
- Government
- Associations
- Exhibition Management Companies
- Meeting Management Companies





### Who Is Your Target ?

#### **Type Of Events**















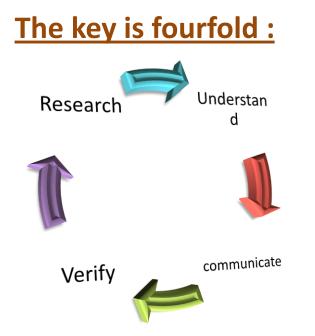
#### **Event Planning Cycle**





#### **Recommendations for dealing with venues**

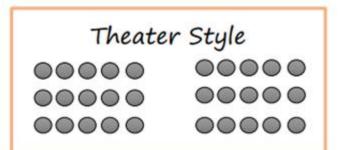
- Success of events depends on the interaction between the planner and all other parties .
- Accurate VS Detailed <u>ARE NOT SAME THING</u>



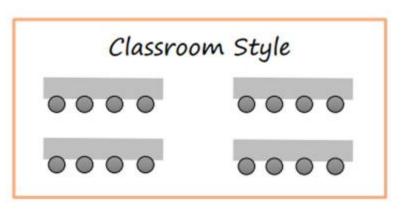
لصناعة الاحتماعات

MEETINGS INDUSTRY CONVENTION (SMIC



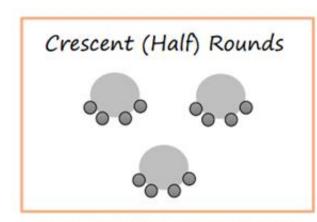


Theater: rows of chairs (no tables) arranged with all participants facing towards the front of the room



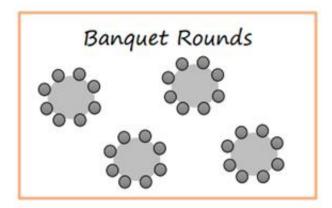
**Classroom:** rows of tables arranged with all participants facing towards the front of the room





Crescent (Half) Rounds: seating around half of the table so all participants are facing the front with no one's back to the presenter

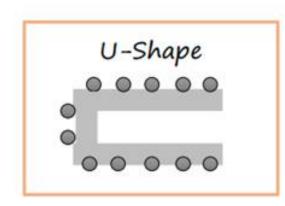
\*ideal for groups that include meal service in the same room



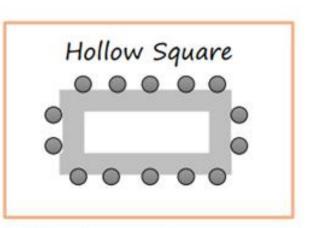
Banquet Rounds: round tables arranged throughout the room. Participants are seated around the entire perimeter of each table

\*ideal for groups that include meal service in the same room



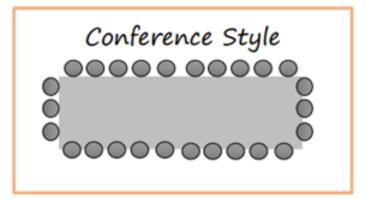


U-Shape: tables are arranged in a large U with open space in the middle. Participants are seated around the outside facing the center of the U

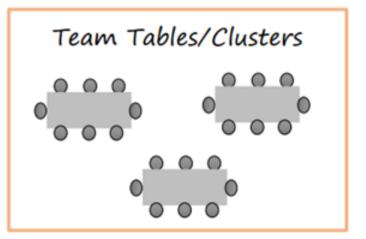


Hollow Square: tables are arranged in a square with chairs along the outside facing an empty center





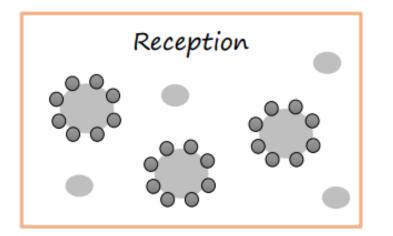
Conference: tables arranged together to create a single large table



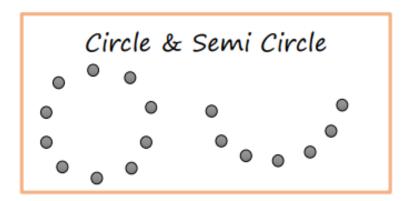
Team Tables / Clusters: several conference style set-ups scattered throughout the room

> \*appropriate for small work groups that need to meet in the same room at the same time





Reception: a combination of round tables and smaller cocktail tables neatly arranged throughout the room



#### Semi-Circle (or complete Circle): a variant of the U-Shape, but without tables

\*ideal for small to medium groups with a discussion or teaching format, where little or no writing is required and participation is encouraged



