

5 Basics of Hotel Revenue Management



1. Perceived value pricing

Revenue managers should understand value based pricing.



2. Right Distribution Channels

Determine the best distribution strategy and channels to drive revenue.



3. Direct Bookings & Website Focus

Main focus should be to drive direct bookings via your official website.



4. Forecasting

Forecasting for rate setting and budgeting to plan future pricing.



5. Right Decision Making

Make knowledge based decisions from accurate data.

Hotel Revenue Management Training Manual

Yicheng Fang



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