

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

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Hotel Revenue Management Training Manual:

Revenue Management for the Hospitality Industry David K. Hayes, Allisha Miller, 2010-11-09 Revenue Management for the Hospitality Industry is filled with practical examples and best practices on the topic of revenue management a critical aspect of the industry Through numerous revenue management examples from the hospitality industry and a running case example throughout the book students will discover how they can incorporate revenue management principles and best practices The core of revenue management of a hospitality organisation is to as the authors explain charge the right price to the right customer for the right product through the right channel at the right time The book is intended for students with prior knowledge and understanding of the hospitality industry and will explain what they need to know and how to be successful

Revenue Management for the Hospitality Industry David K. Hayes, Joshua D. Hayes, Peggy A. Hayes, 2021-11-09 REVENUE MANAGEMENT FOR THE HOSPITALITY INDUSTRY Explore intermediate and advanced topics in the field of revenue management with this up to date guide In the newly revised second edition of Revenue Management for the Hospitality Industry an accomplished team of industry professionals delivers a comprehensive and insightful review of hospitality pricing and revenue optimization strategies The book offers realistic industry examples from hotels restaurants and other hospitality industry segments that use differential pricing as a major revenue management tool The authors discuss concepts critical to the achievement of hospitality professionals revenue management goals and include new examinations of the growing importance of effective data collection and management A running case study helps students learn how to incorporate the revenue management principles and strategies included in the book s 14 chapters Written for students with some prior knowledge and understanding of the hospitality industry the new edition also includes A brand new chapter on data analysis and revenue management that addresses many of the most important data and technology related developments in the field including the management of big data data safety and data security In depth discussions of revenue management topics including Net Revenue Per Available Room Direct Revenue Ratio and other KPIs Major changes to the book s instructor support materials and an expansion of the instructor s test bank items and student exercises An indispensable resource for students taking courses in hospitality management or business administration Revenue Management for the Hospitality Industry Second Edition is also ideal for managers and executives in the hospitality industry

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how this has magnified the need and the urgency to use case based research and teaching COVID 19 has accelerated profound changes in the tourism industry that are demonstrated in transformed consumer profiles and behaviours industry structures business models and operations and tourism labour markets Subsequently tourism educators providers and researchers are required to study and address the abovementioned changes by undertaking transformational tourism research that can challenge and shift existing theories and knowledge frontiers help industry and academia alike to reset new industry standards and 2 develop tourism graduates that meet the new industry requirements are resilient flexible and adaptable they possess transferable knowledge and skills that can solve real industry problems The aim of this book to meets the market gap of books focusing on case study based research and teaching and further expands to address the COVID 19 repercussions and opportunities for tourism research and case studies

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