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Mike Jess



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Hospitality Revenue Management Peter Szende, 2020-11-23 This new textbook Hospitality Revenue Management Concepts and Practices provides a comprehensive in depth introduction to the basic concepts and best practices of hospitality revenue management With a real world hands on approach the book places students in the role of a revenue manager striving to succeed in an ever changing hospitality business environment The book takes a unique multi author collaborative approach with chapters from outstanding industry leaders who share their experience and provide the information necessary to arm students with the most up to date tools and methods they to be effective in the hospitality revenue management field The chapters cover the important topics in hospitality revenue management including hotel pricing hotel segmentation distribution channels competitive analysis hotel forecasting performance analysis market data supply and demand management and more

Research Handbook on Accounting and Information Systems Julia A. Smith, 2024-02-12 The role of the accountant is changing as developments in technology alter the ways in which information is prepared and analysed This Research Handbook addresses the use of both financial and non financial information for planning decision making and control in organisations Written by experts in the field the book uses comprehensive literature reviews empirical fieldwork and theoretical developments to provide an overview of research in this important area

The Cornell School of Hotel Administration Handbook of Applied Hospitality Strategy Cathy A. Enz, 2010-07-14 This state of the art handbook approaches the topics of hospitality strategy with an emphasis on immediate application of ideas to current practice Top hospitality scholars make original contributions with the inclusion of senior level executives input insights and current best practices By incorporating the latest research and thinking on various strategic topics with the commentary and insights of successful executives this handbook blends cutting edge ideas and comprehensive reviews of the subject with innovative illustrations and examples from practice The strength of the handbook is its combination of academic rigour and hospitality application The handbook will have a clear reference orientation and focus on key topical issues and problem of interest to practitioners and advanced students of hospitality strategy

The Indian Hospitality Industry Sandeep Munjal, Sudhanshu Bhushan, 2017-08-30 India has been in transition for the last two decades moving from a mixed economy toward a market economy model and the Indian hospitality industry is metamorphosing into a mature industry It is time that the story of the Indian hospitality industry is told The Indian Hospitality Industry Dynamics and Future Trends tells that story one defined by the industry s push for growth in revenues and the struggle to match the revenue growth with profitability The volume includes a selection of insightful chapters that offer research into the multiple dimensions of the Indian hospitality industry The book covers many segments of the hospitality sector including hotels events and catering businesses and restaurants and coffee shops both domestic and small mom and pop businesses as well as international chains The opening chapters set the tone for providing an overarching perspective on the status of the industry in terms of the

macroeconomic variables and how they may have impacted the health of hospitality businesses in India The book then goes on to explore a wide variety of issues The editors and chapter authors are either practitioners themselves or researchers looking at both domestic and international hospitality business in India and a wide variety of economic factors The information divulged here will be important for stakeholders which includes domestic and international hospitality professionals business leaders investors and those in governmental positions especially in the tourism ministry The volume informs on the issues and challenges that the hospitality industry in India is up against The book looks at the dilemma of a industry that responded to the demand growth promise by ramping up supply only to find that the investments made were received by an actual growth that was way shy of forecasts and left investors with unexpected losses on their profit loss statements and bloodied balance sheets

The Routledge Handbook of Hotel Chain Management Maya Ivanova,Stanislav Ivanov,Vincent P. Magnini,2016-05-05 Understanding the global hotel business is not possible without paying specific attention to hotel chain management and dynamics Chains are big business approximately 80 percent of hotels currently being constructed around the world are chain affiliated and in 2014 the five largest brands held over a one million rooms The high economic importance of the hotel chains and their global presence justifies the academic research in the field however despite this there is no uniform coverage in the current body of literature This Handbook aids in filling the gap by exploring and critically evaluates the debates issues and controversies of all aspects of hotel chains from their nature fundamentals of existence and operation expansion strategic and operational aspects of their activities and geographical presence It brings together leading specialists from range of disciplinary backgrounds and regions to provide state of the art theoretical reflection and empirical research on current issues and future debates Each of the five inter related section explores and evaluates issues that are of extreme importance to hotel chain management focusing on theoretical issues the expansion of hotel chains strategic and operational issues the view point of the individual affiliated hotel and finally the current and future debates in the theory and practice of hotel chain management arising from globalisation demographic trends sustainability and new technology development It provides an invaluable resource for all those with an interest in hotel management hospitality tourism and business encouraging dialogue across disciplinary boundaries and areas of study This is essential reading for students researchers and academics of Hospitality as well as those of Tourism Marketing Business and Events Management

REVENUE MANAGEMENT FOR RURAL HOTELS DAVID SANDUA,2023-12-30 This book is an indispensable guide for owners and managers of rural hotels seeking to maximize revenue and profitability Focusing on revenue management a crucial strategy in the hotel industry the author details how to apply effective pricing techniques inventory management and market analysis to attract diverse customer segments The book addresses everything from dynamic and competitive pricing to using technology and data to predict demand and adjust supply In addition it explores how collaborating with local businesses and adopting sustainable practices can enhance the guest experience and

increase profitability This handbook is a valuable resource for any rural hotel looking to stand out in a highly competitive market

Managing Convention Centers Prashant Raturi, 2025-02-20 Managing Convention Centers helps improve performance through data driven decision making We argue that many convention centers rely on intuition rather than data analysis Our book emphasizes the importance of Key Performance Indicators KPIs specific to the convention center industry beyond just financial metrics We offer practical advice for convention center staff at all levels from leadership to supervisors and also target students and hospitality professionals Our book explores various KPIs such as business traveler count sales and marketing metrics earned service revenue and operating expenses We provide formulas and explain how to interpret the data Beyond financials we explore KPIs related to security guest behavior employee safety and data privacy We offer best practices and highlight potential challenges Our book also covers facility condition capital spending human resources and sustainability all through the lens of KPIs and data analysis Finally we provide guidance on presenting KPIs effectively and implementing a KPI program within a convention center Managing Convention Centers is an essential resource for anyone looking to enhance the performance and efficiency of convention centers

Advanced Regression Models with SAS and R Olga Korosteleva, 2018-12-07 Advanced Regression Models with SAS and R exposes the reader to the modern world of regression analysis The material covered by this book consists of regression models that go beyond linear regression including models for right skewed categorical and hierarchical observations The book presents the theory as well as fully worked out numerical examples with complete SAS and R codes for each regression The emphasis is on model accuracy and the interpretation of results For each regression the fitted model is presented along with interpretation of estimated regression coefficients and prediction of response for given values of predictors Features Presents the theoretical framework for each regression Discusses data that are categorical count proportions right skewed longitudinal and hierarchical Uses examples based on real life consulting projects Provides complete SAS and R codes for each example Includes several exercises for every regression Advanced Regression Models with SAS and R is designed as a text for an upper division undergraduate or a graduate course in regression analysis Prior exposure to the two software packages is desired but not required The Author Olga Korosteleva is a Professor of Statistics at California State University Long Beach She teaches a large variety of statistical courses to undergraduate and master s students She has published three statistical textbooks For a number of years she has held the position of faculty director of the statistical consulting group Her research interests lie mostly in applications of statistical methodology through collaboration with her clients in health sciences nursing kinesiology and other fields

Proceedings of the XVIII International symposium Symorg 2022 (BOOK OF ABSTRACTS) Marko Mihić, Sandra Jednak, Gordana Savić, With 140 contributions by authors from 19 different countries XVIII International Symposium of Organizational Sciences SymOrg 2022 successfully sets the high level for future conferences The topic of SymOrg 2020 Sustainable Business Management and Digital Transformation Challenges and Opportunities in the Post

COVID Era attracted researchers from different institutions both in Serbia and abroad This year more than 300 scholars and practitioners authored and co authored scientific and research articles that had been accepted for publication in the Book of Abstracts All the contributions to the Book of Abstracts are classified into the following 13 key topics Blockchain Technology in Business and Information Systems Business Analytics Creativity Innovation and Sustainable Management Digital Operations and Logistics Management Digital Transformation of Financial Industry Digital Transformation of Public Administration E Business Ecosystems Evidence Based Public Policy Making in the Post COVID Environment LEAN Business Systems Structures Processes and Models Managing Digital Transformation Projects under Discontinuity Managing Human Resources in the Post COVID Era Rethinking Marketing and Communication in the Post COVID Era Quality Management and Standardization in Digital Transformation Era The participation of numerous domestic and international authors and the diversity of topics justify our efforts to organize the Symposium As SymOrg is traditionally at the intersection of academy and business we believe that this year s meeting will bring about many in depth discussions contribute to prospective partnerships and build stronger business and academic networks We also believe that meeting will contribute to the exchange of knowledge research results and experience among industry experts research institutions and faculties which all share a common interest in contemporary organizational sciences We are very grateful to our distinguished keynote and plenary speakers Ana Draskovic Aleksander Aristovnik Manuel Mazzara Basant Agarwa and Priyanka Harjule Also special thanks to moderators for organizing the panels and workshops in the fields of higher education business supply chain doctoral research studies and student engagement and sustainability The Faculty of Organizational Sciences would like to express its gratitude to the Ministry of Education Science and Technological Development and all the partners and individuals who have supported and contributed to the organization of the Symposium We are particularly grateful to the contributors and reviewers who made this issue possible But above all we are especially thankful to the authors and presenters for making SymOrg 2022 a success Belgrade June 6 2022 Marko Mihi Ph D Sandra Jednak Ph D Gordana Savi Ph D

Total Revenue Management (TRM) Marc Helmold, 2020-06-03 This book explores total revenue management TRM an emerging concept in revenue management that incorporates existing principles and tools of revenue management across all profit streams It is a professional s guide to using TRM in an optimal and innovative manner to gain competitive advantage Readers will gain comprehensive insights into the strategies tools and principles of TRM including existing and emerging revenue streams across the value chain The author offers a transparent and holistic explanation of pricing strategies segmentation methods and distribution principles which enable implementation of TRM in organizations

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