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Hotel Sales and Revenue Management Book 2.0 Carol Verret,2008 Hotel Sales and Revenue Management Book 2.0 reflects the changes that Web 2.0 has brought to the hotel industry Web 2.0 represents a seismic shift in how hotel sales marketers and revenue managers perform their jobs separating those that will be average and those that will be awesome. The travel and hospitality industry has had an intricate relationship with the internet since the advent of the Online Travel Agencies such as Expedia Travelocity etc Far more than most industries the impacting Web 2.0 has been swift and become embedded in the fabric of how the hotel industry conducts business Do the basics still matter. Yes but the basics have morphed into a new dynamic driven by changes in the buying habits of customers that increasingly use the internet and social media to make their choices. This shift applies to all segments from the leisure traveler to the sophisticated meeting planner professionals. Understanding this shift its evolution and applying the new basics this book provides a handbook for succeeding in a Web 2.0 world. It is an exciting way and creative approach to hotel sales and revenue management.

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