

# Essentials of Revenue Management



## WHO SHOULD ENROLL IN THIS COURSE:

Professionals with hotel experience and/or with studies related to tourism who would like to get a general idea of Revenue Management



A highly visual and interactive course with on-line exercises, business cases and online forum and tutorial.

Our platform allows students to connect at any moment at any given place. Our course tutors – specialists in the subject – are available to solve any questions students may have.

### Course outline:

- Introduction
- Key elements of Revenue Management
- Performance Indicators: RevPar, TrevPar, Goppar
- Tools, techniques and concepts
- Inventory Management vs. Rate Management
- How to define the correct price
- Forecasting
- Business cases

### MORE INFO:

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**249€**  
+ TAXES  
(IF APPLICABLE)

### PRICE INCLUDES:

course, diploma, course material, access to the online platform, tutorship, forums, full access to additional information such as glossary, articles, etc..

### STARTING DATE:

you may enroll at any time

### ENROLLMENT PROCESS:

to enroll in the course please fill in the online form or send us your personal data via e-mail.

### TUTOR:

Gabi Mueller

### FORM OF PAYMENT:

bank transfer or credit card