

Protea Hotels Revenue Management

Aurelio G. Mauri

Hotel Revenue Management: From Theory to Practice Stanislav Ivanov,2014-03-15 This research monograph aims at developing an integrative framework of hotel revenue management. It elaborates the fundamental theoretical concepts in the field of hotel revenue management like the revenue management system, process, metrics, analysis, forecasting, segmentation and profiling, and ethical issues. Special attention is paid on the pricing and non-pricing revenue management tools used by hoteliers to maximise their revenues and gross operating profit. The monograph investigates the revenue management practices of accommodation establishments in Bulgaria and provides recommendations for their improvement. The book is suitable for undergraduate and graduate students in tourism, hospitality, hotel management, services studies programmes, and researchers interested in revenue/yield management. The book may also be used by hotel general managers, marketing managers, revenue managers and other practitioners looking for ways to improve their knowledge in the field.

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.

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.

Introduction to Revenue Management for the Hospitality Industry, An: Principles and Practices for the Real World Kimberly A. Tranter,Trevor Stuart-Hill,Juston Parker,2013-10-03 For courses in Introduction to Revenue Management. The first of its kind, this book was written to address the emerging course in Hospitality focused on revenue management. Based on the authors' years of industry experience, this book includes a model for understanding the revenue management process and reveals four basic building blocks to revenue management success. With chapters dedicated to consumer behavior, economic principles, and strategic management, it outlines key processes and stages of revenue management planning. Four unique application chapters tailor concepts to specific segments of the industry and professional profiles help students learn about possibilities within the field. The full text downloaded to your computer With eBooks you can: search for key concepts, words and phrases make highlights and notes as you study share your notes with friends eBooks are downloaded to your computer and accessible either offline through the Bookshelf (available as a free download), available online and also via the iPad and Android apps. Upon purchase, you'll gain instant access to this eBook. Time limit The eBooks products do not have an expiry date. You will continue to access your digital ebook products whilst you have your Bookshelf installed.

Hotel Revenue Management Dave Roberts,2022-01-27 This book guides the reader from the building blocks of revenue management, to pricing science and merchandising, and to broader issues of setting objectives in support of a revenue strategy. The discipline is evolving, and that evolution has been accelerated by the COVID-19 pandemic. Leaders in hotel revenue management, and more broadly in sales & marketing, need to understand these changes, and lead and adapt accordingly. This will require a strong foundation in analytics-not just modeling, but also business analytics in support of a holistic strategy. As more of the tactics of revenue management are executed through automation, and powered by machine learning, revenue managers will become more focused on strategy and will need to think about revenue management in the context of marketing, loyalty, and distribution. As the strategy component of the discipline increases, so too must the breadth of knowledge of revenue managers.

Revenue Management for Hospitality and Tourism Alan Fyall,Patrick Legoh  rel,Elizabeth Poutier,2013-05-31 Written by leading academic and industry experts actively engaged in revenue management, research and teaching this is a new and original treatment of the whole field for students and professionals.

Revenue Superstar! Johan Hammer,2016-07-17 Being a revenue manager in the hotel industry requires mastering complex systems, keeping abreast of evolving technologies and adapting to continuous change. To be successful, the best revenue managers repeatedly ask difficult questions, seeking answers that will safeguard the financial health of their hotels and ensure their rooms are not only booked, but optimized. But what may surprise you is that answers to these questions are more than attainable-they also illuminate a set of simple rules that every revenue manager can follow. In this book, Johan Hammer invites you behind the hotel reception desk, where he'll explain the timeless principles he puts to practical use everyday in his position as a Revenue & Distribution Specialist. With over 10,000 hours of hospitality experience, he has not only asked the same questions you have countless times, but has answered them enough to write rules that prove successful and are so simple that even the newest revenue managers can follow them to become a Revenue Superstar.

Hotel Revenue Management Stanislav Ivanov,2014 This research monograph aims at developing an integrative framework of hotel revenue management. It elaborates the fundamental theoretical concepts in the field of hotel revenue management like the revenue management system, process, metrics, analysis, forecasting, segmentation and profiling, and ethical issues. Special attention is paid on the pricing and non-pricing revenue management tools used by hoteliers to maximise their revenues and gross operating profit. The monograph investigates the revenue management practices of accommodation establishments in Bulgaria and provides recommendations for their improvement. The book is suitable for undergraduate and graduate students in tourism, hospitality, hotel management, services studies programmes, and researchers interested in revenue/yield management. The book may also be used by hotel general managers, marketing managers, revenue managers and other practitioners looking for ways to improve their knowledge in the field.--Preface.

REVENUE MANAGEMENT MADE EASY, for Midscale and Limited-Service Hotels Ira Vouk, Everything you need to know about Revenue Management practice in under 100 pages, in simple language, with clear and easy-to-understand examples. From the originator of the ARP  R performance index (#ARP  R). This books brings a fresh view on Revenue Management and describes the tools that are relevant and effective today. After you start applying these strategies - you'll start noticing the difference in less than a month, guaranteed. It contains both theoretical knowledge (using simple and clear explanations) and practical advice (including specific steps and examples) on how to Revenue Manage your hotel and significantly grow your RevPAR and your bottom line. You'll get insider tips, such as: how to properly implement dynamic pricing, how to look at your STR report to make sure your occupancy rates are balanced with your ADR, and the proper way to use overbooking to grow your revenue during periods of peak demand. Do this right and you'll be able to achieve great results in no time. So whether you are a professional certified Revenue

Manager, a GM looking to improve your hotel's RevPAR or a student searching for additional knowledge on this discipline - this book will help you become more knowledgeable and more successful.

Hotel Revenue Management Stanislav Hristov Ivanov, 2014 This research monograph aims at developing an integrative framework of hotel revenue management. It elaborates the fundamental theoretical concepts in the field of hotel revenue management like the revenue management system, process, metrics, analysis, forecasting, segmentation and profiling, and ethical issues. Special attention is paid on the pricing and non-pricing revenue management tools used by hoteliers to maximise their revenues and gross operating profit. The monograph investigates the revenue management practices of accommodation establishments in Bulgaria and provides recommendations for their improvement. The book is suitable for undergraduate and graduate students in tourism, hospitality, hotel management, services studies programmes, and researchers interested in revenue/yield management. The book may also be used by hotel general managers, marketing managers, revenue managers and other practitioners looking for ways to improve their knowledge in the field.

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!

Revenue Management (AHLEI) Gabor Forgacs, American Hotel & Lodging Association, 2013-05-06 This is the eBook of the printed book and may not include any media, website access codes, or print supplements that may come packaged with the bound book. This short course provides students with an overview of this important discipline and is an ideal supplement to a marketing, front office, or general operations class. A solid understanding of revenue management's key concepts and the selective application of its most effective strategies and tactics have become mission critical for most hospitality operations. This NEW book explores the applicability of revenue maximization strategies and their operational aspects. Readers will learn the difference between strategic and tactical revenue management and why that distinction is critical, the tools that are available to revenue managers and when to use them, the broad range of information needed to effectively maximize revenue, vital issues to consider before implementing revenue management tactics, how revenue management is often misunderstood and applied inappropriately, the significant potential consequences of using revenue management poorly, as well as the benefits it can provide when done well.

Revenue Management Integration Malte Rücker, 2012-01-23 Diploma Thesis from the year 2010 in the subject Tourism, grade: 1,8, International University of Applied Sciences Bad Honnef - Bonn (Internationale Hochschule Bad Honnef-Bonn (IUBH)), course: International Tourism and Hospitality Management, language: English, abstract: The diploma thesis assesses the opportunity to implement an integrated approach to revenue management in order to meet the challenges of the competitive tourism environment, which are particularly stemming from the increasing importance of the internet. It is proposed that effective and efficient coordination of the disciplines of revenue management, marketing, sales and e-commerce leads to Revenue Management Integration (RMI), which has a positive effect on financial performance and competitiveness. The thesis aims at identifying key linkages among the disciplines and creates a guideline of how the integration may be achieved. Using multivariate regression, it is tested with 30 hotels, affiliated to eight of the largest hotel chains in Germany, whether Revenue Management Integration is positively related to financial performance. The study showed that integrated revenue management is positively related to RevPAR performance in hotel properties, while the relationship to other profitability measures, such as Return on Equity (ROE) and Operating Profit Margin (OPM) did not yield clear results.

This is Revenue Management Johan Hammer, 2019-10-18 Learn the timeless principles behind successful hotel revenue management and how to effectively apply these principles to your hotel. These are proven techniques used by the best revenue managers to create massive value for their hotels. The revenue management and distribution scenes evolve at a rapid pace and the goal of this book is to make sure the lessons contained within will be just as relevant in 10 years as in 2019 when it was written. You will learn about revenue management basics, forecasting, booking windows, pace, value pricing, direct bookings, pricing, displacements analysis, group pricing, hotel management and much more. Your role as a revenue manager is to be a hungry, data-driven general who combines your own experience with data. Once you have some experience to lean back on, this is an unbeatable formula for success. This book is written for beginners as well as experienced hospitality professionals & hotel managers. The text provides you with a step-by-step framework to practice successful revenue management and can be used as your playbook to refer back to whenever you may need guidance.

Hotel Revenue Management, 2014

Revenue Management Robert Cross, 1997

Hotel Revenue Management Aurelio G. Mauri, 2012

Introduction to Revenue Management for the Hospitality Industry: Pearson New International Edition Kimberly A. Tranter, Trevor Stuart-Hill, Juston Parker, 2013-09-01 For courses in Introduction to Revenue Management. The first of its kind, this book was written to address the emerging course in Hospitality focused on revenue management. Based on the authors' years of industry experience, this book includes a model for understanding the revenue management process and reveals four basic building blocks to revenue management success. With chapters dedicated to consumer behavior, economic principles, and strategic management, it outlines key processes and stages of revenue management planning. Four unique application chapters tailor concepts to specific segments of the industry and professional profiles help students learn about possibilities within the field.

Revenue Management I. Yeoman, U. McMahon-Beattie, 2010-12-08 Pricing is about deciding your market position whereas revenue management is the strategic and tactical decisions firms take in order to optimize revenues and profits. This book offers insights into research, theories, applications and innovations and how to make these work in different industries.

Introduction to Revenue Management for Hotels Gemma Hereter, 2017-01-17 Revenue Management is a sales technique based on the analysis of the different variables that affect the purchasing decision of a consumer. With effective management of revenue using Yield and Revenue Management you can maximize the sales of a hotel's rooms and its different services and you can make them as profitable as possible using the most adequate sales channel. This book is about the basis of Revenue Management, the best tools that need to be applied, it covers the importance of good online marketing and about how to manage your online reputation. It includes some practical cases and examples. If you want to understand Revenue Management in a concise way through real examples, this is the book for you!

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Protea Hotels Revenue Management Introduction

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