



Finance for Revenue Managers In Hospitality

As a Revenue Manager, it is essential to have a good understanding of the business revenues and costs and the impact of revenue management strategies on the overall profitability of the organisation.

During our online seminar you will learn more about the business Profit & Loss account and the nature of business costs. This will include the opportunity to calculate and interpret a range of hospitality business profitability measures and better understand the relationship between cost and price.

All examples are based on the recommendations of the Uniform System of Accounts for the Lodging Industry



Finance For Revenue Managers In Hospitality

Who is the course for?

This course is suitable for newly appointed Revenue Managers in hotels and other hospitality businesses seeking to improve their understanding of the business Profit and Loss account and the impact of revenue management strategies on profitability. Participants should be working in roles associated with revenue management. No prior knowledge of finance and accounting is required.

What is the course about?

The course provides the opportunity to learn more about hotel finance and the impact of pricing decisions on the bottom line. The learning outcomes for delegates from this course include:

- Understand the hospitality P & L account
- Improve understanding of the nature of business costs
- Calculation and interpretation of a range of hospitality business profitability measures
- Understand the relationship between cost and price.

Course Outline:

- Introduction
- Departmental and unit profit and loss accounts (based on the Uniform System of Accounts)
- Revenue strategies for accommodation, food and beverage etc.
- Cost structures including fixed and variable costs and breakeven point
- Pricing strategies and drivers of profitability
- KPI's for the hospitality industry

How is the course delivered?

'Finance for Revenue Managers' is delivered over four 90 minute online seminars by an experienced facilitator from arena4finance. Taking a practical approach, the course is highly interactive with polls and quizzes and consists of a series of worked examples, case studies and discussions.

On completion delegates will have the opportunity to complete an online assessment to earn a Certificate of Achievement.

Other course titles available

Finance for Non-Financial Managers

Budgeting & Forecasting

Cost & Control for Food & Beverage Operations

For more information

To find out more about the workshops and seminars available and to discuss how we can help your organisation contact:

arena4finance

Suite 6, Merley House Business Centre

Merley House Lane, Wimborne, Dorset BH21 3AA

T: 01202 849691 E: hello@arena4finance.co.uk

www.arena4finance.co.uk