Garnet
Garnet Global Training Center

GGT-HT-102

Hospitality, Tourism & Events

Hospitality Revenue Management

إدارة الإيرادات في الضيافة

Duration	Language	Formats	Hours	Level
5 or 10 days	**English or Arabic**	**Classroom, online, in-house**	**35 / 70**	**Intermediate (management)**

Overview

Hospitality Revenue Management helps participants move from doing the work to managing it, with planning tools, control methods and reporting that management trusts. Service, revenue and operations programs for hotels, tourism and event organisers. Choose 5 or 10 days, classroom or live online, English or Arabic; organisations can also run it in-house and adapt the examples to their own work.

What you will be able to do

- Set up and run Hospitality Revenue Management as a managed process with clear roles.
- Control risk, quality and compliance in this area.
- Lead improvement projects and measure their benefit.
- Report clearly to senior management and stakeholders.
- Manage contractors, suppliers and internal customers.

Who should attend

Hotel and restaurant managers, tourism professionals and event planners. It suits supervisors, section heads and specialists who manage, or are about to manage, this area.

Key topics

- Guest experience standards
- Revenue and pricing
- Operations and cost control
- Food safety and hygiene
- Digital distribution
- Event planning

Formats and fees

5-day classroom	**USD 4,750**
5-day online	**USD 2,950**
10-day classroom	**USD 8,950**
10-day online	**USD 5,450**
In-house	**Quotation per group**

Fees per participant, excluding VAT.

Register or ask

WhatsApp: +971 56 674 7382

Email: info@garnettrainings.com

Training: training@garnettrainings.com

Web: garnettrainings.com

Sharjah Publishing City Free Zone, Sharjah, UAE

Certificate

Participants who attend at least 90% of sessions and complete the final assessment receive a certificate of completion stating 35 contact hours (5-day) or 70 contact hours (10-day).

5-day outline

Day 1 Hospitality Revenue Management: the management framework

- Digital distribution
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Event planning
- Guest experience standards

Day 3 Performance measurement and control

- Revenue and pricing
- Measurement and reporting

Day 4 Risk, compliance and improvement

- Operations and cost control
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Food safety and hygiene
- Common mistakes and how to avoid them

10-day outline

Day 1 Hospitality Revenue Management: the management framework

- Digital distribution
- Group discussion and peer review

Day 2 Planning, resources and budgets

- Event planning
- Guest experience standards

Day 3 Performance measurement and control

- Revenue and pricing
- Measurement and reporting

Day 4 Risk, compliance and improvement

- Operations and cost control
- Hands-on workshop on a workplace challenge

Day 5 Management case study and action plan

- Food safety and hygiene
- Common mistakes and how to avoid them

Day 6 Advanced techniques and specialist practice

- Complex cases in depth
- Regional and international case studies

Day 7 Digital tools, data and automation

- Analysis tools and software
- Using AI in this field

Day 8 Benchmarking against international practice

- Global performance benchmarks
- Checklists and templates to take away

Day 9 Capstone project

- Analyse a real challenge from your organisation
- Build the solution and implementation plan

Day 10 Presentations, final assessment and certificates

- Project presentations and review
- Final exam and certificate award

Schedule 2027–2030

Dates	Format	City	Language	Fee (USD)
11–15 Jan 2027	5-day online	Live online	Arabic	2,950
17–28 May 2027	10-day classroom	Amsterdam	English	8,950
15–19 Aug 2027	5-day classroom	Cairo	Arabic	4,750
13–17 Sep 2027	5-day classroom	Dubai	English	4,750
19–23 Jun 2028	5-day classroom	Istanbul	English	4,750
21 Aug – 1 Sep 2028	10-day online	Live online	Arabic	5,450
11–15 Sep 2028	5-day classroom	Geneva	English	4,750
2–13 Oct 2028	10-day classroom	Amsterdam	English	8,950
5–9 Mar 2029	5-day online	Live online	English	2,950

Dates	Format	City	Language	Fee (USD)
1–12 Apr 2029	10-day classroom	Jeddah	English	8,950
21–25 May 2029	5-day classroom	Vienna	English	4,750
18–22 Jun 2029	5-day classroom	Kuala Lumpur	English	4,750
1–12 Jul 2030	10-day online	Live online	Arabic	5,450
5–16 Aug 2030	10-day classroom	Kuala Lumpur	English	8,950
2–6 Sep 2030	5-day classroom	Dubai	English	4,750
21–25 Oct 2030	5-day classroom	Geneva	English	4,750

Customised and in-house versions of this course are available on request. garnettrainings.com/en/customise/