



arena4|finance

Finance for Non-Financial Managers

Finance for Revenue Managers

As a Revenue Manager, it is important to understand the business Profit and Loss account and the impact of revenue management strategies on profitability.

On our one day course you will learn to understand the hospitality P & L account and the nature of business costs, learn to calculate and interpret a range of hospitality business profitability measures and better understand the relationship between cost and price.





Who is the course for?

This course is suitable for newly appointed Revenue Managers in hotels 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 the course of one day by an experienced facilitator from arena4|finance.

The day is complete with course notes and refreshments and is supported by 14-days access to our online classroom.

Taking a practical approach, the course is highly interactive and consists of a series of worked examples, case studies and discussions.

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:

arena4|finance

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