

# Hotel, Hospitality & Finance Management Mastery Course

Special Workshops  
Geneva (Switzerland)  
14 - 18 Jul 2025

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## Hotel, Hospitality & Finance Management Mastery Course

**Ref:** 321674\_143510 **Date:** 14 - 18 Jul 2025 **Location:** Geneva (Switzerland) **Fees:** 4700 Euro

### Course Description

This intensive 5-day course provides a comprehensive overview of financial management in the hospitality industry. Participants will gain practical skills in budgeting, revenue optimization, financial analysis, and strategic decision-making. The course combines theoretical concepts with real-world applications, preparing professionals for financial leadership roles in hotels and hospitality businesses.

### Learning Objectives

- Understand key financial concepts and metrics specific to the hospitality industry
- Develop skills in creating and analyzing financial projections and budgets
- Learn effective cost management and revenue optimization strategies
- Gain proficiency in financial statement analysis and performance evaluation
- Understand investment appraisal techniques for hospitality projects
- Develop strategic financial management skills for hospitality businesses

### Course Modules

#### Day 1: Fundamentals of Hospitality Finance

- Introduction to hospitality financial management
- Key financial statements in the hospitality industry
- Uniform System of Accounts for the Lodging Industry USALI
- Hospitality accounting principles and practices

#### Day 2: Budgeting and Forecasting

- Budgeting process and techniques for hotels
- Revenue forecasting methods
- Cost structure analysis and management
- Capital budgeting for hospitality projects

#### Day 3: Revenue Management and Optimization

- Principles of revenue management in hospitality
- Pricing strategies and yield management
- Channel management and distribution costs
- Upselling and ancillary revenue optimization

A graphic of a chessboard with several chess pieces (king, queen, rook, knight, and pawns) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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## Day 4: Financial Analysis and Performance Evaluation

- Ratio analysis for hospitality businesses
- Benchmarking and competitive set analysis
- Profitability analysis by department
- Valuation methods for hospitality assets

## Day 5: Strategic Financial Management

- Investment appraisal techniques
- Risk management in hospitality finance
- Working capital management
- Financial strategies for growth and expansion

## Practical Wins for Participants

- Ability to create and analyze comprehensive hotel budgets
- Skills to implement effective revenue management strategies
- Proficiency in evaluating hotel financial performance
- Capability to make data-driven financial decisions in hospitality contexts

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