

# Comprehensive Hospitality and Hotel Management Training

Hospital Management  
Lisbon (Portugal)  
14 - 18 Jul 2025

UK Traininig

# PARTNER



## Comprehensive Hospitality and Hotel Management Training

**Ref:** 321683\_143781 **Date:** 14 - 18 Jul 2025 **Location:** Lisbon (Portugal) **Fees:** 4400 **Euro**

### Course Description

This intensive 5-day course provides a comprehensive overview of hospitality and hotel management. Participants will gain practical knowledge and skills in key areas including hotel operations, customer service excellence, marketing strategies, financial management, and leadership in the hospitality industry. Through a blend of theoretical concepts and real-world applications, this course prepares professionals to excel in the dynamic and competitive field of hotel management.

### Learning Objectives

- Understand the core principles of hotel operations and management
- Develop strategies for delivering exceptional customer service
- Learn effective marketing techniques for the hospitality industry
- Gain proficiency in financial management and revenue optimization
- Enhance leadership and team management skills in a hotel setting

### Course Modules

#### Day 1: Introduction to Hospitality and Hotel Operations

- Overview of the hospitality industry
- Hotel organizational structure
- Front office operations
- Housekeeping management

#### Day 2: Customer Service Excellence and Guest Experience

- Understanding guest expectations
- Effective communication skills
- Handling complaints and service recovery
- Creating memorable guest experiences

#### Day 3: Marketing and Sales in Hospitality

- Digital marketing strategies for hotels
- Social media management
- Revenue management principles
- Developing effective sales techniques

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 Management and Revenue Optimization**

- Budgeting and forecasting
- Key performance indicators in hospitality
- Cost control strategies
- Yield management techniques

## **Day 5: Leadership and Human Resource Management**

- Effective leadership in hospitality
- Team building and motivation
- Talent acquisition and retention
- Managing diversity in the workplace

## **Practical Wins for Participants**

- Develop a comprehensive hotel management strategy
- Create a customer service improvement plan
- Design a targeted marketing campaign for a hotel
- Construct a revenue optimization model for a hospitality business

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[www.blackbird-training.com](http://www.blackbird-training.com)



[training@blackbird-training.com](mailto:training@blackbird-training.com)



+44 7480 775526 / +44 7401 177335