

# Hotel, Hospitality & Finance Management Mastery Course

17 – 21 May 2027  
Rome (Italy)

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## Hotel, Hospitality & Finance Management Mastery Course

**Ref:** 321674\_167366 **Date:** 17 – 21 May 2027 **Location:** Rome (Italy) **Fees:** 5200 GBP

### Why This Course

Effective financial management is critical for success in the hospitality industry, where profitability depends on strategic budgeting, revenue optimization, and informed decision-making. This intensive 5-day program equips hospitality professionals with the practical skills and frameworks needed to manage finances, analyze performance, and make strategic financial decisions. Participants will gain hands-on experience with budgeting, revenue management, financial analysis, and investment appraisal, preparing them for leadership roles in hotels and hospitality businesses.

### What You'll Learn and Practice

By attending this program, you will be able to:

- Apply key financial concepts and metrics specific to hospitality operations.
- Develop and analyze budgets and financial projections for hotels and resorts.
- Implement cost management and revenue optimization strategies effectively.
- Conduct comprehensive financial statement analysis and performance evaluation.
- Evaluate investment opportunities and make informed strategic decisions.
- Align financial management practices with organizational growth objectives.

### The Program Flow

#### Day 1: Fundamentals of Hospitality Finance

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

#### Day 2: Budgeting and Forecasting

- Budgeting processes and methodologies for hotels
- Revenue forecasting techniques
- Cost structure analysis and expense management
- Capital budgeting and investment planning for hospitality projects

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A graphic of a chessboard with several chess pieces. A gold king piece is prominent in the foreground, with a silver pawn and a silver knight behind it. The board is white and grey, and the background is a soft, out-of-focus grey.

### **Day 3: Revenue Management and Optimization**

- Principles of revenue management in hospitality
- Pricing strategies and yield management
- Channel management and distribution cost control
- Upselling techniques and ancillary revenue maximization

### **Day 4: Financial Analysis and Performance Evaluation**

- Ratio analysis and performance metrics for hospitality businesses
- Benchmarking and competitive set evaluation
- Department-level profitability analysis
- Asset valuation methods in the hospitality sector

### **Day 5: Strategic Financial Management**

- Investment appraisal and risk assessment techniques
- Working capital management and liquidity strategies
- Financial planning for growth and expansion
- Strategic decision-making based on financial insights

## **Individual Impact**

Participants will leave the program with:

- Enhanced ability to create and analyze comprehensive budgets for hotels and hospitality operations.
- Improved skills in revenue management and profitability optimization.
- Stronger competence in financial performance evaluation and decision-making.
- Practical tools for investment appraisal and strategic financial planning.

## **Organizational Impact**

Hospitality organizations will benefit from:

- More accurate and actionable financial planning and reporting.
- Improved revenue performance through effective pricing and channel strategies.
- Enhanced decision-making capability across management levels.
- Strengthened alignment of financial management with overall business strategy.

A graphic of a chessboard with several pawns and a king piece. The text 'UK Training' is above 'PARTNER' which is in large, bold, black letters.

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## Training Methodology

- Interactive lectures and practical workshops
- Hands-on exercises in budgeting, forecasting, and financial analysis
- Case studies from real hospitality businesses
- Group discussions and peer learning
- Action planning for immediate implementation in the workplace

## Beyond the Course

By the end of this 5-day program, participants will be ready to:

- Manage hotel and hospitality finances with confidence.
- Optimize revenue and control costs using strategic financial techniques.
- Conduct detailed financial analyses to support business decisions.
- Implement financial strategies that drive profitability and organizational growth.

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