


Hotels by the Numbers!



Competencies for *Planning and Evaluating Operations*



1. Explain how managers establish room rates and identify special room rate categories.
2. Calculate basic hotel operations metrics
3. Apply the ratios and formulas managers use to manage rooms.

Room Rate Categories



- Rack Rate
- Corporate/commercial
- Group
- Promotional
- Incentive
- Family
- Package plan
- Internet/distressed-inventory
- Complimentary