Crunching Numbers Notes

Complete each section with the correct answer.

Types of budgets

Annual
• ______________ spending for ______________, often divided by ______________

Long-range
• Scheduling ______________ ______________

Monthly
• Used to ______________ the business daily. Especially important for ______________ ______________

Revenue Manager
Devises and ______________ pricing strategies

Approves:
• ______________ to a variety of groups (AAA or AARP)
• ______________ ______________ to select guests
• ______________ ______________ rates

Meets ______________ goals

Brings ______________ to guests

Forecasts ______________ sales
Factors of Influence on Revenue Management

Room revenue forecasting should include: