



**SABIT GROUP PROGRAM
HOTEL MANAGEMENT FOR EURASIA
JANUARY 26 – FEBRUARY 23, 2008**

PROGRAM TOPICS

Financial Management

Accounting principles and systems
Revenue management and enhancement
Cash flow analysis and forecasting
Pricing policy and considerations
Taxation
Financial forecasting and capital budgeting
Sources of finance

Business Development

Marketing and branding
Market research and analysis
Advertising and promotion
Sales
Franchising/property acquisition

Human Resources

Staffing needs and analysis
Recruitment
Training and retention
Staff benefits, health and safety
Staff and management relations

New Concepts and Technologies

eBusiness strategies and IT applications
In-Room entertainment
Recodable entry systems
Revenue maximization strategies

Operations

Food and beverage
Kitchen management
Food handling and preparation
Service management
Cost control systems

Physical Structure

Engineering
Maintenance
Housekeeping
Security

Conference and Convention Services

Event planning and management
Catering
Audio/video equipment services
Service management
Guest services
Front desk
Room service
Business centers
Tourism and transport services

FOR MORE INFORMATION

For more details on specific interests, or to learn how you can participate, please contact:

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