

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

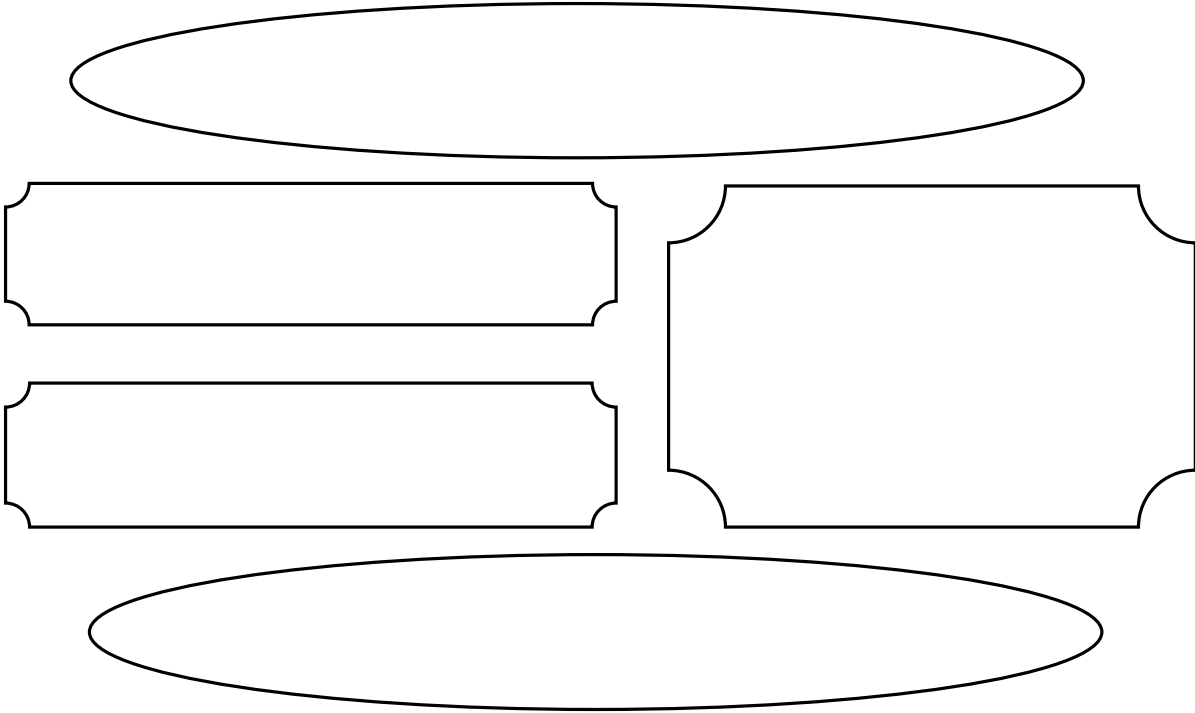
_____ rates

Meets _____ goals

Brings _____ to guests

Forecasts _____ sales

Factors of Influence on Revenue Management



Room revenue forecasting should include:

