

REVENUE

HARD-CORE TACTICS FOR PROFIT-MAKING

MANAGEMENT

AND MARKET DOMINATION



ROBERT CROSS

Revenue Management Hard Core Tactics

Ronald Huefner



Revenue Management Hard Core Tactics:

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Revenue Management Robert G. Cross, 1997 The RM driven company has one overriding goal to sell the right product to the right customer at the right time for the right price Cross clearly explains the concepts at the heart of Revenue Management exploding a number of existing myths about contemporary business strategy *Practical Guide to Business Forecasting* Chaman L. Jain & Jack Malehorn, 2005

Revenue Management Ronald J. Huefner, 2011 This book describes the emerging field of revenue management and its applications across a broad spectrum of business activity It recounts the history and development of revenue management and addresses the analytical tools needed to integrate revenue management into management generally and financial and accounting practice in particular The book discusses and assesses various pricing practices and other revenue management techniques It gives particular attention to the role of capacity analysis and the connection of revenue management to the theory of constraints While revenue management originated in the service industries it is now practiced across a broad spectrum of business and not for profit organizations This book will be a useful guide to managers at all levels who wish to give greater consideration to the importance of revenue management in their organizations

Revenue Management Robert G. Cross, 2011-04-27 From the man the Wall Street Journal hailed as the guru of Revenue Management comes revolutionary ways to recover from the after effects of downsizing and refocus your business on growth Whatever happened to growth In Revenue Management Robert G Cross answers this question with his ground breaking approach to revitalizing businesses focusing on the revenue side of the ledger instead of the cost side The antithesis of slash and burn methods that left companies with empty profits and dissatisfied stockholders Revenue Management overturns conventional thinking on marketing strategies and offers the key to initiating and sustaining growth Using case studies from a variety of industries small businesses and nonprofit organizations Cross describes no tech low tech and high tech methods that managers can use to increase revenue without increasing products or promotions predict consumer

behavior tap into new markets and deliver products and services to customers effectively and efficiently His proven tactics will help any business dramatically improve its bottom line by meeting the challenge of matching supply with demand

Revenue Management I. Yeoman,U. McMahon-Beattie,2010-12-08 Pricing is about deciding your market position whereas revenue management is the strategic and tactical decisions firms take in order to optimize revenues and profits This book offers insights into research theories applications and innovations and how to makes these work in different industries

Revenue Management Ronald Huefner,2011-05-20 This book will present the topic of revenue management from a managerial accounting and financial management perspective Its audience includes finance and accounting executives and managers CPAs and consultants and MBA and EMBA students and faculty interested in managerial accounting and financial management It adds a field of parallel interest to the well established field of cost management The topic is important as individuals in the above mentioned audience need to analyze revenue management decisions from an accounting finance perspective Thus an accounting finance dimension is added to the existing marketing modeling and industry specific literatures Only a handful of references exist in the accounting finance literatures at this time The reader will benefit from a comprehensive understanding of the field of revenue management its history and applications and its extensions to a variety of business types as reflected in the various literatures of this field These will be then integrated with managerial accounting and finance concepts so that the reader has a framework for the analysis of revenue management decisions

Revenue Management Theory And Practice: Theoretical And Empirical Research Hiroshi Obata,Fumiko Hiki,2025-07-02 This book provides a broad overview of revenue management and examines this topic from different perspectives It is divided into three major parts The first part deals with issues related to business model changes the second part deals with customer market and marketing issues and the third part examines revenue management and related issues from various other perspectives The book is dedicated to the theory and practice of revenue management Although cost management tends to focus on expenditure it is important to pay attention to revenue as well If a company is unable to generate sufficient revenues it will not be able to generate a profit no matter how hard it tries to reduce the costs thereby threatening its long term existence For this reason revenue management along with cost management is essential In addition to costs research on cost drivers has made progress in recent years However systematic research on revenue is still incomplete There is thus a need for theoretical and empirical research on various issues related to revenue management and to systematize them

Revenue Management and Survival Analysis in the Automobile Industry André Jerenz,2008-08-01 Andr Jerenz develops a price based revenue management framework to support retailers in establishing better and more profitable pricing strategies including assigning an initial asking price and the adjustment of price over time

Hotel Revenue Management: From Theory to Practice Stanislav Ivanov,2014-03-15 This research monograph aims at developing an integrative framework of hotel revenue management It elaborates the fundamental theoretical concepts in the field of hotel revenue management like

the revenue management system process metrics analysis forecasting segmentation and profiling and ethical issues Special attention is paid on the pricing and non pricing revenue management tools used by hoteliers to maximise their revenues and gross operating profit The monograph investigates the revenue management practices of accommodation establishments in Bulgaria and provides recommendations for their improvement The book is suitable for undergraduate and graduate students in tourism hospitality hotel management services studies programmes and researchers interested in revenue yield management The book may also be used by hotel general managers marketing managers revenue managers and other practitioners looking for ways to improve their knowledge in the field

The Theory and Practice of Revenue

Management Kalyan T. Talluri, Garrett J. van Ryzin, 2005-03-10 Revenue management RM has emerged as one of the most important new business practices in recent times This book is the first comprehensive reference book to be published in the field of RM It unifies the field drawing from industry sources as well as relevant research from disparate disciplines as well as documenting industry practices and implementation details Successful hardcover version published in April 2004

Revenue Management for Manufacturing Companies Florian Defregger, 2019-01-10 Revenue Management has proven successful in a number of service industries Starting out in the airlines industry in the 1970s Revenue Management spread to tourism sectors such as hotels and cruise ships but also to TV advertising and other industries Revenue Management for the manufacturing sector is a relatively new concept which is explored in this book In order to test if there is a potential for Revenue Management in the manufacturing sector a survey was conducted and sent to a large number of manufacturing companies in the paper steel and aluminium industries The results show that Revenue Management is already partly implemented in these industries but has further greater potential for bottom line improvement in these industries The book continues with a number of mathematical decision models and heuristics for several application scenarios The numerical results of the models indicate that manufacturing companies should seriously consider thinking about implementing a Revenue Management system in order to enhance profits significantly

Revenue Management for the Hospitality Industry David K. Hayes, Joshua D. Hayes, Peggy A. Hayes, 2021-11-09 REVENUE MANAGEMENT FOR THE HOSPITALITY INDUSTRY Explore intermediate and advanced topics in the field of revenue management with this up to date guide In the newly revised second edition of Revenue Management for the Hospitality Industry an accomplished team of industry professionals delivers a comprehensive and insightful review of hospitality pricing and revenue optimization strategies The book offers realistic industry examples from hotels restaurants and other hospitality industry segments that use differential pricing as a major revenue management tool The authors discuss concepts critical to the achievement of hospitality professionals revenue management goals and include new examinations of the growing importance of effective data collection and management A running case study helps students learn how to incorporate the revenue management principles and strategies included in the book s 14 chapters Written for students with some prior knowledge and understanding of the hospitality industry the new

edition also includes A brand new chapter on data analysis and revenue management that addresses many of the most important data and technology related developments in the field including the management of big data data safety and data security In depth discussions of revenue management topics including Net Revenue Per Available Room Direct Revenue Ratio and other KPIs Major changes to the book s instructor support materials and an expansion of the instructor s test bank items and student exercises An indispensable resource for students taking courses in hospitality management or business administration Revenue Management for the Hospitality Industry Second Edition is also ideal for managers and executives in the hospitality industry

Hotel Revenue Management Dave Roberts,2022-01-27 This book guides the reader from the building blocks of revenue management to pricing science and merchandising and to broader issues of setting objectives in support of a revenue strategy The discipline is evolving and that evolution has been accelerated by the COVID 19 pandemic Leaders in hotel revenue management and more broadly in sales marketing need to understand these changes and lead and adapt accordingly This will require a strong foundation in analytics not just modeling but also business analytics in support of a holistic strategy As more of the tactics of revenue management are executed through automation and powered by machine learning revenue managers will become more focused on strategy and will need to think about revenue management in the context of marketing loyalty and distribution As the strategy component of the discipline increases so too must the breadth of knowledge of revenue managers

Revenue Management for Hospitality and Tourism Alan Fyall,Patrick Legohérel,Elizabeth Poutier,2013-05-31 Written by leading academic and industry experts actively engaged in revenue management research and teaching this is a new and original treatment of the whole field for students and professionals

Pricing and Revenue Optimization Robert Phillips,2005-08-05 This is the first comprehensive introduction to the concepts theories and applications of pricing and revenue optimization From the initial success of yield management in the commercial airline industry down to more recent successes of markdown management and dynamic pricing the application of mathematical analysis to optimize pricing has become increasingly important across many different industries But since pricing and revenue optimization has involved the use of sophisticated mathematical techniques the topic has remained largely inaccessible to students and the typical manager With methods proven in the MBA courses taught by the author at Columbia and Stanford Business Schools this book presents the basic concepts of pricing and revenue optimization in a form accessible to MBA students MS students and advanced undergraduates In addition managers will find the practical approach to the issue of pricing and revenue optimization invaluable Solutions to the end of chapter exercises are available to instructors who are using this book in their courses For access to the solutions manual please contact marketing [www sup org](http://www.sup.org)

Hospitality Revenue Management Peter Szende,2020-11-23 This new textbook Hospitality Revenue Management Concepts and Practices provides a comprehensive in depth introduction to the basic concepts and best practices of hospitality revenue management With a real world hands on approach the book places students in the role of a revenue

manager striving to succeed in an ever changing hospitality business environment The book takes a unique multi author collaborative approach with chapters from outstanding industry leaders who share their experience and provide the information necessary to arm students with the most up to date tools and methods they to be effective in the hospitality revenue management field The chapters cover the important topics in hospitality revenue management including hotel pricing hotel segmentation distribution channels competitive analysis hotel forecasting performance analysis market data supply and demand management and more

The Cornell School of Hotel Administration Handbook of Applied Hospitality Strategy Cathy A. Enz, 2010-07-14 This state of the art handbook approaches the topics of hospitality strategy with an emphasis on immediate application of ideas to current practice Top hospitality scholars make original contributions with the inclusion of senior level executives input insights and current best practices By incorporating the latest research and thinking on various strategic topics with the commentary and insights of successful executives this handbook blends cutting edge ideas and comprehensive reviews of the subject with innovative illustrations and examples from practice The strength of the handbook is its combination of academic rigour and hospitality application The handbook will have a clear reference orientation and focus on key topical issues and problem of interest to practitioners and advanced students of hospitality strategy

Revenue Management in the Age of Artificial Intelligence Sourou Meatchi, 2025-08-20 Today Revenue Management is a key practice in the air transport tourism and hotel industries Originally known as Yield Management Revenue Management has gradually evolved into an integral revenue optimization strategy for businesses characterized by capacity constraints and fluctuating demand Revenue Management in the Age of Artificial Intelligence explores through numerous case studies and concrete examples the principles models and applications of Revenue Management while addressing the ethical challenges and prospects offered by digital technology and artificial intelligence This book is aimed at professionals students researchers and anyone wishing to understand the dynamics of price management in a constantly changing economic environment It highlights the importance of transparency and fairness in maintaining consumer confidence while demonstrating that Revenue Management is much more than a simple pricing technique it is an essential strategic tool for many service companies

Revenue Management with Flexible Products Michael Müller-Bungart, 2007-09-18 Remarkable features of revenue management RM problems in the cargo manufacturing and broadcasting industries are so called flexible products Flexibility means that the actual mode of production is not defined at the time of purchase but can be chosen later on by the service provider This book is among the first to analyze RM problems with flexible products and RM in broadcasting companies The implications of flexibility are explicitly taken into account in the models and methods presented As an aside the book contains descriptions of algorithms to generate stochastic demand data streams for general RM problems An implementation as a Microsoft Windows executable file is available which can directly be used both by theoreticians and practitioners in their own simulation studies This book will be of great value for

researchers managers and students interested in RM with flexible products in general and broadcasting companies in particular

Revenue Management Hard Core Tactics Book Review: Unveiling the Magic of Language

In an electronic era where connections and knowledge reign supreme, the enchanting power of language has become much more apparent than ever. Its power to stir emotions, provoke thought, and instigate transformation is really remarkable. This extraordinary book, aptly titled "**Revenue Management Hard Core Tactics**," written by a highly acclaimed author, immerses readers in a captivating exploration of the significance of language and its profound impact on our existence. Throughout this critique, we shall delve to the book's central themes, evaluate its unique writing style, and assess its overall influence on its readership.

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