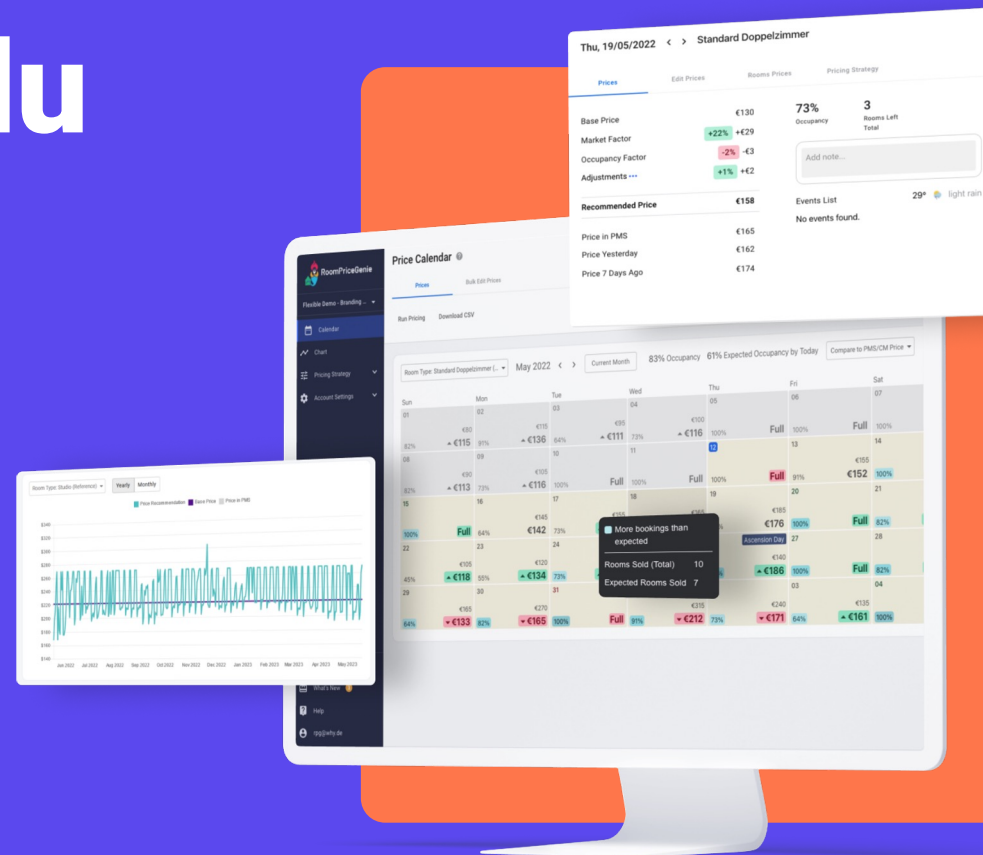


# Schätzt du noch oder Forecastest du schon?



Zug, Switzerland & Mannheim, Germany | 2025



Image by Rodrigo Salomón Cañas



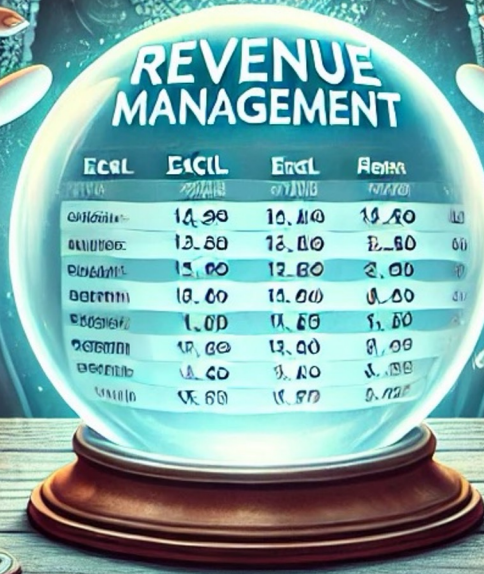


# HOTEL REVENUE MANAGEMENT



## REVENUE MANAGEMENT

የጽሑፍ	የጽሑፍ	የጽሑፍ	የጽሑፍ
ጽሑፍ	14.99	10.110	10.90
ጽሑፍ	13.80	12.110	12.80
ጽሑፍ	15.00	12.80	2.00
ጽሑፍ	10.00	14.00	0.00
ጽሑፍ	1.00	14.65	1.00
ጽሑፍ	14.00	12.00	0.00
ጽሑፍ	14.00	9.10	1.00
ጽሑፍ	14.00	14.00	0.00



A modern living room with a large green leaf patterned wall, a grey sofa, a yellow coffee table, and a television. The room is decorated with a large potted plant, a striped rug, and a yellow vase on the coffee table. The text is overlaid on the wall area.

**“The best way to predict the future, is  
to create it!”  
- Peter Drucker**



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# Was habe ich in Der Vergangenheit erreicht?

Revenue

ADR

RevPAR

Profit



# Was verändert sich In der Zukunft?

Nachfrage

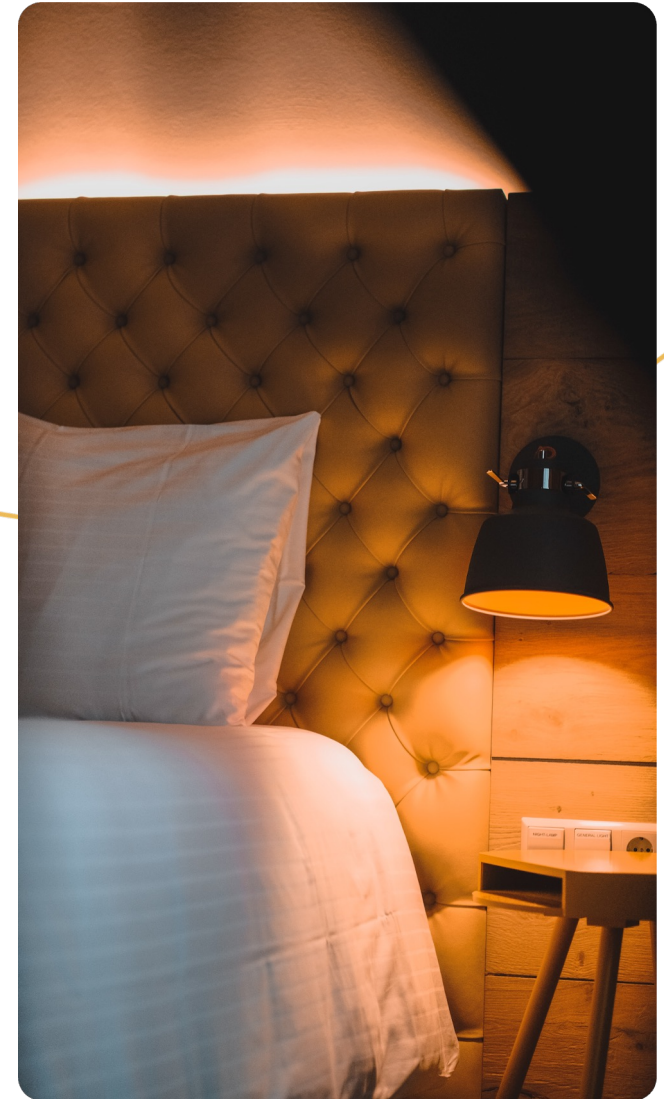
Wetter


Events

Ferienzeiten

Konkurrenz

Angebote





**“If you have to  
forecast, forecast  
often.”**

**- *Edgar R. Fiedler***

The image features a solid teal background. Two thin, yellow, curved lines are drawn across the scene. One line starts from the left edge, curves upwards and then downwards towards the right. The second line starts from the bottom right, curves upwards and then downwards towards the left, crossing the first line. In the center of the teal area, the letters 'KI' are written in a bold, yellow, sans-serif font.

**KI**

# How to make Profit





# F&B Forecasting?



**Thank you**