

INTERNATIONAL  
HOTEL SCHOOL

# (CHRM) Certified Hospitality Revenue Manager Managerial Designation

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## Who should apply?

Revenue manager, reservation manager, and director of revenue management. Fifty percent or more of job responsibilities involve forecasting, and analyzing, inventories, rates and occupancy.

## Prerequisites

Candidates must currently be employed in the hospitality industry. Candidates who are in a qualifying position may apply for certification in one of three ways (see application for additional details):

### PLAN A – Education Emphasis

Minimum two-year degree from an accredited institution and six months of full-time experience in the qualifying position.

### PLAN B – Experience Emphasis

One year of full-time experience in the qualifying position.

### PLAN C – Early Entry

Current full-time employment in the qualifying position and meet the experience requirement in order to earn the Professional Certification designation.

## Program Details

**Fee includes:** Study Materials, along with practice questions, and Exam. Certificate and lapel pin upon successful completion of the exam.

**Exam:** Consists of 125 multiple-choice questions that must be answered within a three-hour time period. All exams are available paper-based or online. It must be successfully completed within one year from date of enrollment into the certification program. If you fail the exam on the first attempt, two retakes are allowed within this one year time frame. Retake fees apply.

**Proctor:** A proctor may be a CHA, a hospitality educator, an AH&LA member association/federation executive, your immediate supervisor, or a member of the clergy.

**Recertification:** Every five years. Recertification fees apply.

# (CHRM) Certified Hospitality Revenue Manager

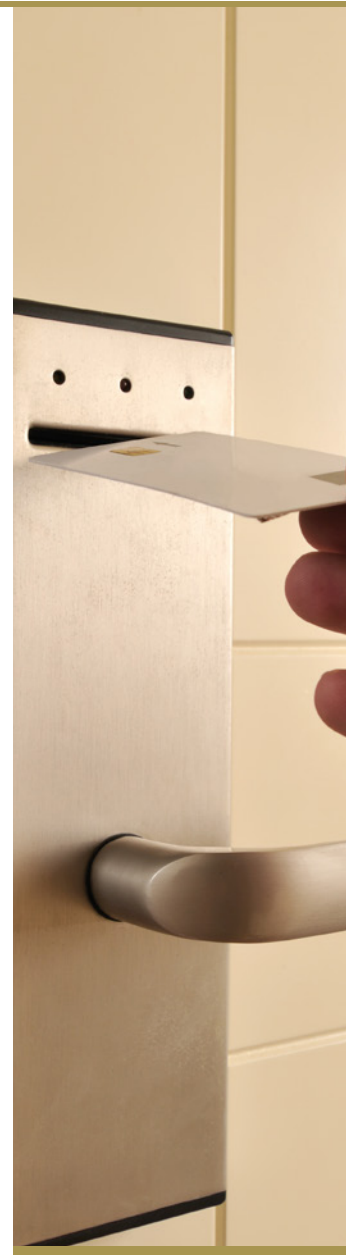
## Department Head Designation



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\*1 YEAR SELF-STUDY \*ONLINE EXAM

Section	Title
<b>1</b>	<b>Managing Front Office Operations, Revenue Management and Hospitality Sales and Marketing</b>
1.1	The Lodging Industry
1.2	Hotel Organization
1.3	Reservations
1.4	Planning and Evaluating Operations
1.5	Revenue Management Overview
1.6	Measurement
1.7	Tactical Revenue Management
1.8	Strategic Revenue Management
1.9	Introduction to Hospitality Marketing and Sales
1.10	The Marketing Plan
1.11	Managing Organizational Change
<b>2</b>	<b>Hotel Technology 101: Revenue Management</b>
2.1	Revenue Management
<b>3</b>	<b>E-Commerce</b>
3.1	Overview
<b>4</b>	<b>Forecasting for Revenue Managers</b>
4.1	Forecasting for Revenue Managers
<b>5</b>	<b>Optimal Channel Mix</b>
5.1	Optimal Channel Mix



\* Review and Assessment Tool is only available for specific certification programmes.



## CONTACT DETAILS

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