



# دوره تدريبيه في إدارة الإيرادات ووضع أساسيات استراتيجية التسعير



**AGILE LEADERS**  
Training Center

18 - 22 May 2027  
أهستردار



## دوره تدريبيه في إدارة الإيرادات ووضع أساسيات استراتيجية التسعير

الرجوع: 36272\_20481 التاريخ: 18 - 22 May 2027 الموقع: أوستردام الرسوم: Euro 5700

### Course Overview:

This course offers a complete and engaging approach to mastering revenue management principles and pricing strategy development. Participants will delve into advanced revenue management processes, exploring strategic pricing methods, value-based pricing strategies, and business pricing strategies. This course will enhance participants' abilities to apply effective revenue management techniques, understand the fundamentals of revenue management, and utilize key pricing KPIs. Through demand forecasting techniques, forecasting methods for business, and the importance of forecasting in revenue management, participants will gain the tools necessary for accurate predictions and improved decision-making. Inventory allocation strategies and capacity control techniques will also be covered to optimize resources and maximize profitability.

### Target Audience:

- Marketing and sales department heads and managers B2B and B2C
- Business professionals seeking to enhance their revenue management skills
- Business owners and entrepreneurs starting a business

### Targeted Organizational Departments:

- Marketing
- Sales
- Finance
- Business Development
- Operations

### Targeted Industries:

- Retail
- Hospitality
- Airlines
- E-commerce
- Manufacturing

## Course Offerings:

By the end of this course, participants will be able to:

- Understand and apply revenue management principles
- Develop and implement effective revenue management strategies
- Utilize key pricing KPIs to guide pricing decisions
- Apply demand forecasting techniques to predict future demand
- Develop strategic pricing methods tailored to various business models
- Optimize inventory allocation and implement capacity control techniques

## Training Methodology:

This course employs a variety of interactive training methodologies designed to enhance learning and practical application. Participants will engage in case studies, group work, and interactive sessions, allowing them to apply revenue management principles and pricing strategy development in real-world scenarios. Feedback sessions will provide participants with personalized insights and improvements. The course also includes hands-on activities to reinforce learning and ensure participants can effectively utilize the techniques covered.

## Course Toolbox:

- complete workbooks
- Industry-specific case studies
- Online resources and reading materials
- Checklists and templates for practical application

## Course Agenda:

### Day 1: Introduction to Revenue Management

- Definition and a Brief History of Revenue Management Topic 1:
- Objectives, Principles, and Elements of Revenue Management Topic 2:
- Necessary Conditions for Revenue Management Topic 3:
- Revenue Management vs. Yield Management Topic 4:
- The Importance of Revenue Management Topic 5:
- Revenue Management Terms and Performance Indicators Topic 6:
- Overview of Key Concepts and Principles Reflection & Review:



## Day 2: Strategic Pricing Methods

- Introduction to Pricing Strategies Topic 1: •
- Business Foundations for Successful Pricing Strategies Topic 2: •
- Pricing - Perspectives from Different Industries Topic 3: •
- Value-Based Pricing Techniques Topic 4: •
- Types of Pricing Strategies Topic 5: •
- Key KPIs Behind Pricing Strategies Topic 6: •
- Applying Pricing Strategies in Different Industries Reflection & Review: •

## Day 3: Demand Forecasting Techniques

- The Economics of Revenue Management Topic 1: •
- Demand Management: Unconstrained vs. Constrained Demand Topic 2: •
- All About Forecasting: Importance and Methods Topic 3: •
- Booking Curve and Pickup Forecasting Topic 4: •
- Error Measurement in Forecasting Topic 5: •
- Useful Forecasting Tips Topic 6: •
- Evaluating Forecasting Methods and Their Applications Reflection & Review: •

## Day 4: Inventory Allocation and Capacity Control

- Basics of Inventory Allocation Topic 1: •
- Expected Marginal Revenue Topic 2: •
- Implementing a Nested Reservation System Topic 3: •
- Protected Level vs. Booking Limit Topic 4: •
- Group Management in Inventory Allocation Topic 5: •
- Policies Concerning Overbooking Topic 6: •
- Practical Applications of Inventory Management Reflection & Review: •

## Day 5: Advanced Revenue Management Strategies

- Integrating Data Sources for Revenue Management Topic 1: •
- Advanced Analytical Techniques in Revenue Management Topic 2: •
- Implementing a Revenue Management System Topic 3: •
- Features of an Effective Revenue Management System Topic 4: •
- Revenue Management Data Sources, Analytics, and Visualization Topic 5: •
- Key Trends in Revenue Management for Different Businesses Topic 6: •
- Synthesizing Learning and Planning for Implementation Reflection & Review: •

## How This Course is Different from Other Revenue Management Courses:

The course stands out by offering a holistic approach to revenue management and pricing strategy. Unlike other courses, it integrates advanced forecasting methods with practical inventory management techniques. The course provides hands-on experience with real-world case studies, ensuring participants can apply what they learn directly to their businesses. Additionally, it covers a wide range of industries, making it versatile and applicable to various business models. The complete toolbox provided equips participants with all the necessary resources to succeed in implementing effective revenue management and pricing strategies.



## فئات الدورات التدريبية



HR TRAINING & DEVELOPMENT

دورات إدارة و تطوير الموارد البشرية



دورات إدارة و تحليل البيانات ودورات علم البيانات



دورات إدارة الجودة وتطوير العمليات



الدورات التدريبية في مجال البيئة والاستدامة



دورات التسويق وإدارة علاقات العملاء وإدارة المبيعات



دورات التدريب القانوني والمشتريات والتعاقدات



دورات الاتصال الجماهيري و السياسات والعلاقات العامة



دورات النظم السبراني ودورات تقنية المعلومات



دورات الصيانة ودورات المجالات الهندسية المتنوعة



دورات الصحة والسلامة والأمن المهني



دورات السكرتارية و إدارة المكاتب



دورات الحوكمة وإدارة المخاطر والامتثال



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## فئات الدورات التدريبية



دورات معتمدة من قبل هيئات دولية



دورات في مجالات القيادة والإدارة



دورات المهارات الشخصية وتطوير الذات



دورات المحاسبة و التمويل و دورات الإدارة  
المالية



دورات مكتب إدارة المشاريع وإدارة المشاريع  
الرشيقية

## مدن التدريب



اسطنبول - تركيا



أمستردام - هولندا



أنقرة - تركيا



أثينا - اليونان



الرياض - المملكة العربية السعودية



الدوحة - قطر



الدار البيضاء - المغرب



الجبيل - المملكة العربية السعودية



باريس - فرنسا



المنامة - مملكة البحرين



الكويت - الكويت



القاهرة - مصر



براغ - جمهورية التشيك



بانكوك - تايلاند



بالي - جمهورية إندونيسيا



باكو - أذربيجان

## مدن التدريب



جاكرتا - جمهورية اندونيسيا



تيليسي - جورجيا



بوكيت - تايلاند



برشلونة - اسبانيا



روما - ايطاليا



دبي - الامارات العربية المتحدة



جوهانسبرغ - جنوب افريقيا



جنيف - سويسرا



شرم الشيخ - مصر



سيول - كوريا الجنوبية



سان دييغو - الولايات المتحدة  
الامريكية



زنجار - تنزانيا



طوكيو - اليابان



طشقند - اوزبكستان



طرابزون - تركيا



شيكاغو - الولايات المتحدة  
الامريكية

## مدن التدريب



كوالالمبور - ماليزيا



فيينا - النمسا



عن بعد - منصة زووم



عمان - المملكة الأردنية الهاشمية



ماربيا - اسبانيا



لندن - المملكة المتحدة



لانكاوي - ماليزيا



كيب تاون - جنوب إفريقيا



ميلان - إيطاليا



مونترنو - سويسرا



مسقط - سلطنة عمان



مدريد - إسبانيا



نيس - فرنسا



نيروبي - كينيا



ميونخ - ألمانيا

# WHO WE ARE

Agile Leaders is a renowned training center with a team of experienced experts in vocational training and development. With 20 years of industry experience, we are committed to helping executives and managers replace traditional practices with more effective and agile approaches.

## OUR VISION

We aspire to be the top choice training provider for organizations seeking to embrace agile business practices. As we progress towards our vision, our focus becomes increasingly customer-centric and agile.

## OUR MISSION

We are dedicated to developing value-adding, customer-centric agile training courses that deliver a clear return on investment. Guided by our core agile values, we ensure our training is actionable and impactful.

## WHAT DO WE OFFER

At Agile Leaders, we offer agile, bite-sized training courses that provide a real-life return on investment. Our courses focus on enhancing knowledge, improving skills, and changing attitudes. We achieve this through engaging and interactive training techniques, including Q&As, live discussions, games, and puzzles.



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