Advanced Hospitality Financial Modelling Training Course

7 – 11 June 2027
Addis Ababa

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Training Center

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Ref: 1562_224724 **Date:** 7 – 11 June 2027 **Location:** Addis Ababa **Fees:** 4500 Euro

Overview

Advanced Hospitality Financial Modelling Training Course is a one-week course for hotel finance managers, asset managers, revenue leaders, controllers, analysts, and general managers who leave with an Integrated Hospitality Financial Model. Participants connect hotel operating drivers, departmental schedules, cash flow, capital expenditure, scenarios, valuation, returns, and model controls. The course turns operating assumptions into traceable management and investment decisions. Agile Leaders Training Center presents hospitality financial modelling through applied hotel-model artifacts.

Who Should Attend

- Teams responsible for hotel budgets, forecasts, management accounts, and financial controls
- Leaders responsible for rooms revenue, food and beverage performance, and commercial assumptions
- Asset-management teams responsible for operator review, capital plans, and owner returns
- Investment teams responsible for feasibility, valuation, financing, and transaction analysis
- Property leaders responsible for challenging forecasts and approving corrective actions

The course assumes participants already use hotel operating or financial data at work, and it leaves out introductory bookkeeping and general spreadsheet basics.

Departments and Industries

The course supports departments and industries that build, challenge, or use hospitality financial models.

- Hotel finance, accounting, and business control
- Revenue management and commercial strategy
- Hospitality asset management and investment
- Hotel operations and food and beverage
- Tourism development and real estate advisory
- Lending, valuation, and transaction support

Learning Objectives

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

- Build a driver-based hotel operating forecast
- Apply departmental revenue and cost schedules
- Analyze cash flow, capital expenditure, and reserves
- Use scenario and sensitivity controls
- Evaluate valuation and investment-return outputs
- Diagnose model errors and communicate decisions

Course Agenda

Day 1: Model Architecture and Assumptions

- Hospitality Model Architecture and Calculation Flow
- Assumptions Register and Source-Control Log
- USALI-Aligned Operating Statement Mapping
- Model Timeline and Scenario-Control Panel
- Formula Integrity and Error-Check Framework

Day 2: Revenue and Departmental Schedules

- Occupancy, ADR, and RevPAR Revenue Build
- Rooms Available and Room-Night Forecast Schedule
- Food and Beverage Volume and Spend Model
- Other Operated Department Revenue Schedule
- Departmental Cost and Contribution Matrix

Day 3: Cash Flow and Capital Planning

- Undistributed Operating Expense Driver Model
- Fixed Charges and Management Fee Schedule
- Working Capital and Operating Cash Flow Bridge
- Capital Expenditure and FF&E Reserve Schedule
- Break-Even and Flow-Through Analysis

Day 4: Scenarios, Valuation, and Returns

- Demand, Rate, Cost, and Margin Scenario Table
- Sensitivity Analysis and Assumption Stress Test
- Discounted Cash Flow Valuation Model
- Investment Return and Exit Assumption Schedule
- Management Decision and Performance Dashboard

Day 5: Hospitality Model Review Practice

- Suggested Exercise: Assumption Traceability Review
- Suggested Exercise: Departmental Forecast Challenge
- Suggested Exercise: Cash Flow and Capex Reconciliation
- Suggested Exercise: Scenario and Valuation Decision Review
- Capstone Exercise: Integrated Hospitality Financial Model

Practical Exercises

The course uses suggested activities to convert hotel operating evidence into controlled financial decisions.

- Suggested activity: build rooms and food and beverage schedules from occupancy, rate, volume, and cost assumptions.
- Suggested activity: reconcile departmental profit, undistributed expenses, fixed charges, cash flow, and capital requirements.
- Suggested activity: stress-test demand, pricing, payroll, capex, and exit assumptions using scenario and sensitivity controls.
- Suggested activity: present an Integrated Hospitality Financial Model with checks, valuation outputs, and management actions.

FAQs

Who does advanced hospitality financial modelling training suit, and what does it assume?

Advanced hospitality financial modelling training suits finance, revenue, operations, asset-management, and investment professionals who already work with hotel operating or financial data and need to build or challenge integrated models.

How does hospitality financial modelling differ from general financial modelling?

Hospitality financial modelling uses property-specific drivers such as occupancy, ADR, RevPAR, room nights, departmental schedules, food and beverage activity, undistributed expenses, management fees, and FF&E reserves rather than relying only on corporate financial statements.

How are hotel revenue assumptions built in a hospitality financial model?

Hotel revenue assumptions are built by linking room availability, occupancy, ADR, segment or channel mix, food and beverage volumes, guest spending, and other operated departments to traceable operating schedules.

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How does scenario analysis improve a hospitality financial model?

Scenario analysis improves a hospitality financial model by separating changeable assumptions, testing combinations of demand, rate, cost, margin, capital, and exit conditions, and showing their effects on cash flow, value, and returns.

How should a hospitality financial model be reviewed?

A hospitality financial model should be reviewed through source checks, formula tests, balance and cash-flow reconciliations, reasonableness comparisons, sensitivity behavior, version control, and clear links between outputs and management decisions.

Conclusion

Participants take back an Integrated Hospitality Financial Model linking hotel operating drivers, departmental results, cash flow, capital expenditure, scenarios, valuation, and returns. The model gives finance and operating teams one traceable basis for forecast challenge and decision review. Its controls and dashboard help users identify assumption changes, explain performance effects, and record management actions.