

28. Sales techniques and methods in the Hotel Industry

Unit A/A	ANALYSIS OF THE CONTENT OF SECTIONS	DURATION (HOURS)
1	<b>Maximize productivity</b> <ul style="list-style-type: none"><li>• Education</li><li>• Clientele</li><li>• Targeted approach</li><li>• Reward</li></ul>	1,5
2	<b>Update local events to promote</b> <ul style="list-style-type: none"><li>• Promotion</li><li>• Up-selling</li><li>• Story-telling</li></ul>	1,5
<b>TOTAL</b>		<b>3</b>