

Hotel

FACTSHEET


Running a hotel in a popular resort can't be that difficult - can it? Face-to-Face or Online Team-Based Delivery.

 **3-4 hours + debrief**

 **6-24** (up to 4 groups of 3-6 per group)

 **For staff at any level**

 **Includes computer program** (internet access required)

 **995** (hard + digital + online) or **945** (digital + online) ex VAT



Learning objectives

- to know the factors that affect business performance
- to understand the importance of knowing your market
- to analyse basic financial statements (P&L)
- to make rational, information-based, business decisions
- to make the most of business opportunities (and be prepared for a degree of risk)
- to keep costs under control

About the activity

Four hotels in a Thai resort are up for lease, and teams bid at auction to secure the one they'll run. In one sense all hotels are in the same boat - all currently running at a loss. But how much money are teams prepared to spend to secure their chosen hotel? What if they are outbid? Do they have contingency plans?

Once a hotel has been secured they can get to grips with the state of the business. They have the accounts for the last six months and lots of other business information but basically it's a total re-brand - starting with the hotel name, mission statement and slogan - all of which affect business performance.

The key is to understand the market and adopt a strategy to match market needs. Over six 'half-year' periods teams make rounds of business decisions that will affect the bottom line. To help with their decisions, teams receive advice on pricing, advertising spend, staffing and other issues, but will they listen? A series of potential opportunities come their way - so how will teams evaluate them? Each period, their decisions are fed into the program for analysis. It's all very straightforward.

Crisis situations: Each quarter a series of crises occur at the hotels that require urgent attention. They all affect the bottom line and handling a crisis badly can make the difference between success or failure! The winning team is the one with the highest cumulative profit at the end.

Five-year repeat use licence

This Northgate training activity comes with a five-year licence for repeat use with up to 24 participants. A licence is required for each site (or remote hub). To use with larger groups or for multiple site licences please contact us for a quote.

Pack contents

- Trainer's Notes
- PowerPoint Presentation
- Computer Program (internet access required)
- Sets of Crisis Cards
- Team Folders containing inserts: Hotel Introduction, Auction, Target Market, The Hotels, Map, Finance, Fixed Costs, Advertising, Staffing, Business Advice
- Also included: fully online version where teams study data and input their decisions on screen & the facilitator monitors all teams from a central hub dashboard.

This activity is for face-to-face & virtual training. It is supplied as a hard copy pack and digital files are supplied via the Northgate Trainerhub (or you can purchase digital files only).

Ideally suited to

Courses on business finance for non finance people, but Trainers also choose 'Hotel' for both Leadership and Teamwork courses when looking for an engaging challenge.

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Customer reviews



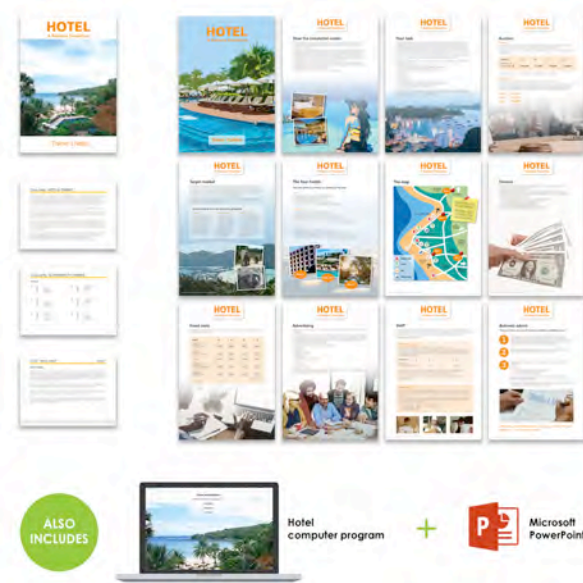
A *stimulating* and demanding game. Hotel generates team and leadership behaviours that make for *excellent* learning at the de-brief.
Guy Gumbrell, Client Director, Henley Business School



Hotel went down really well with everyone involved. It achieved exactly what we were hoping for, everyone had a great time taking part and it was *great value for money!* We've ordered from you a number of times over the last few years and have always been very happy with the products and services - thank you Northgate!
Kevin McLeod, People Development Manager, Education Development Trust



Hotel went down a storm with the delegates! They really enjoyed it! Thanks for a *quality* product and *outstanding* post sale support.
Stuart Warner, Training Consultant, Financial Fluency



Trainer's role (full guidance supplied in Trainer's Notes)

- Your role differs depending on whether you are running the fully online version or the paper-based version. First introduce the activity and issue Team Folders (or set up online delegate access if using the online version).
- Allow teams to study the details of the hotels and to bid for their chosen site.
- Conduct the auction (program-aided).
- Issue teams with their hotel's previous financial data and allow time for analysis.
- With the info supplied and their financial analysis, teams decide on the best way forward for their hotel by completing a Decisions Form (online or on paper).
- Enter decisions for program analysis - or teams do this themselves if using the online program (and issue Crisis Card No.1 for teams to address).
- Produce the results - a Profit & Loss statement plus details of any upcoming opportunities and threats facing their business.
- Repeat for up to six 'rounds', each representing 'three months of business'.
- Lead a Debrief to discuss the learning outcomes and key lessons.

Northgate says...

Many business simulations are unnecessarily complex and there's too much number crunching. There are of course financial elements to 'Hotel', but nothing that savvy Sixth-Formers couldn't handle. Northgate's business simulations are as much about good teamwork and sound decision-making.

Ordering is easy!

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- ✉ sales@northgatetraining.co.uk

Fast delivery

Digital files are accessed via our online Trainerhub and hard copy packs are sent via courier:
£15 UK (next working day)
£29 Europe (1-3 working days)
£39 International (1-5 working days)

Our guarantee

If you are not 100% happy we offer a 30-day no-quibble returns service on unused goods.



Northgate customers

