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- Define Owner's Objectives and Criteria
- Perform a Hotel Market Study and Financial Projections
- Brand Determination and Selection Process
- First or Second Tier Hotel Management Company
- Develop a List of Potential Management Companies
- Create an Offering/Marketing/Information Request (RFP)
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Negotiating the Contract

- Preparation for the Negotiations
 - Assess Both Party's Bargaining Power
 - Define the Bargaining Objectives
 - Determine the BATNA for Each Contract Provision
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 - Determine the Opening Offer
 - Establish Fall-Back Positions
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Hotel Management Contract vs. Property Lease

- Ownership and Control
- Risk Allocation
- Financial Structure
- Tax Considerations
- Rent Structures
- Advantages and Disadvantages to Property Owner

Library- Articles and Books on Hotel Management Contracts

- Overview of Hotel Management Contract Terms and Provisions
- Important Hotel Management Contract Books and Articles

Let's See What You Have Learned

- Introduction to the Learning Summary
- Learning Summary

Thanks for Taking My Course

Please Give Me Your Feedback