

## Skills Framework for Hotel and Accommodation Services

Programmes that broaden or deepen specific skills and knowledge for the various job roles in the sector

### Revenue & Distribution

Job Role:  
Revenue Manager/Assistant Revenue Manager

Full Qualification Programmes	Providers
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Technical Skills and Competencies (TSC)			Modular Programmes	Providers
Category	Title	Proficiency Level		
Business Management	Budgeting	3	Financial Analysis and Business Decisions for Non-Finance Managers	NUS School of Continuing and Lifelong Education (SCALE)
Business Development	Business Presentation Delivery	5	Managing Disruption with Future-Proof Workplace Communication Skills	NUS School of Continuing and Lifelong Education (SCALE)
Infocomm Technology and Data	Data Analytics	4	Customer Insight Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data Analytics Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data Visualisation Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data Visualisation in Python	NUS School of Continuing and Lifelong Education (SCALE)
			Data-driven Customer Experience	NUS School of Continuing and Lifelong Education (SCALE)
			Marketing Analytics	NUS School of Continuing and Lifelong Education (SCALE)
			Understanding Big Data & Data Analytics for Hospitality Professionals	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
General Management	Dispute Resolution	4	Participate in Dispute Resolution	SeraphCorp Institute Pte. Ltd.
			Participate In Dispute Resolution: Strategic Conflict Management for Professionals Module 1	Singapore Mediation Centre
Revenue and Distribution Management	Room Distribution Channel Management	4	Data Analytics Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data Visualisation Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
Productivity and Innovation	Innovation Management	4	Design Thinking for Building Innovation	NUS School of Continuing and Lifelong Education (SCALE)
			From Ideas to Assets: Industry 4.0 and Innovation Management in the Digital Economy	NUS School of Continuing and Lifelong Education (SCALE)
Risk and Compliance Management	Legal Compliance Management	4	Comply with Legal Requirements in a Lodging Property	Ascott International Management (2001) Pte Ltd
Sales and Marketing	Market Trend Analysis	4	Customer Insight Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data-driven Customer Experience	NUS School of Continuing and Lifelong Education (SCALE)
			Marketing Analytics	NUS School of Continuing and Lifelong Education (SCALE)

People Management	People and Performance Management	4	Performance Management and Appraisal	Capelle Academy Pte. Ltd.
			Monitor and Reward Performance Across Teams to Manage Achievement of Results	MDIS Corporation Pte. Ltd.
			WSQ Monitor and Reward Performance Across Teams to Manage Achievement of Results powered by John Maxwell	NTUC Learninghub Pte. Ltd.
			Monitor and Reward Performance Across Teams to Manage Achievement of Results	Raffles Skills Lab International Training Centre Pte. Ltd.
			LPM Manage Achievement of Results	SeraphCorp Institute Pte. Ltd.
			Adopt Design Thinking Approach to Achievement of Business Results	SSTC Institute Pte. Ltd.
			Monitor and Reward Performance Across Teams to Manage Achievement of Results	Training Masters Workforce Institute Pte Ltd
			Manage Achievements of Results (Blended)	Training Vision Institute Pte. Ltd.
			Business Agility	NUS School of Continuing and Lifelong Education (SCALE)
People Management	People Development	4	Develop Team Leaders Through Capability Development and Coaching	Aaarya Business College Pte. Ltd.
			Coaching for Performance and Capability Development	BP Coach Training Pte. Ltd.
			Develop Team Leaders through Capability Development and Coaching	Force 21 Equipment Pte Ltd
			Develop Team Leaders through Capability Development and Coaching	Mendaki Social Enterprise Network Singapore Pte. Ltd.
			Develop Team Leaders through Capability Development and Coaching.	NATC Institute Pte. Ltd.
			WSQ Develop Team Leaders through Capability Development and Coaching powered by John Maxwell	NTUC Learninghub Pte. Ltd.
			Develop Team Leaders through Capability Development and Coaching (Develop Team)	Raffles Skills Lab International Training Centre Pte. Ltd.
			LPM Enable People.	SeraphCorp Institute Pte. Ltd.
			Develop Design Thinking Skills Coaches	SSTC Institute Pte. Ltd.
			Enable People	Training Vision Institute Pte. Ltd.
			Workplace Coaching Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
Productivity and Innovation	Productivity Improvement	4	Lean Six Sigma Advanced (Green Belt)	NUS School of Continuing and Lifelong Education (SCALE)
Revenue and Distribution Management	Room Revenue Management	4	Revenue Management and Distribution for Practitioners	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
Revenue and Distribution Management	Room Revenue Management	5	Revenue Management and Distribution for Practitioners	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
Revenue and Distribution Management	Revenue Optimisation	4	Optimising Restaurant Performance with Revenue Management	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
			Revenue Management and Distribution for Practitioners	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
Revenue and Distribution Management	Revenue Optimisation	5	Data Analytics Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data Visualisation Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
			Data-driven Customer Experience	NUS School of Continuing and Lifelong Education (SCALE)

			Marketing Analytics	NUS School of Continuing and Lifelong Education (SCALE)
			Optimising Restaurant Performance with Revenue Management	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
			Revenue Management and Distribution for Practitioners	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
			Understanding Big Data & Data Analytics for Hospitality Professionals	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
Infocomm Technology and Data	Technology Adoption and Innovation	4	From Ideas to Assets: Industry 4.0 and Innovation Management in the Digital Economy	NUS School of Continuing and Lifelong Education (SCALE)

For Generic Skills and Competencies (GSCs) programme listing, please refer to Section (v) (c) - View the *Training Programmes for Generic Skills and Competencies (GSCs)* section, or click on this [link](#) to view the GSCs Programme Listing.