

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 Specialist/Revenue Analyst

Full Qualification Programmes	Providers
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Technical Skills and Competencies (TSC)			Modular Programmes	Providers
Category	Title	Proficiency Level		
General Management	Business Negotiation	3	Apply Basic Negotiation skills and techniques	Auston Institute of Management Pte. Ltd.
			Essential Skills for Negotiation	Capelle Academy Pte. Ltd.
			Apply Basic Negotiation Skills and Techniques	Institute of Singapore Chartered Accountants
			Winning Ways in Successful Negotiations	Malvern International Academy Pte. Ltd.
			WSQ Apply Basic Negotiation Skills and Techniques	SFIC Institute Pte. Ltd.
			Apply Basic Negotiation Skills And Techniques	Singapore Chinese Chamber Institute of Business
			Developing Self Effectiveness for Business Performance.	Singapore Institute of Management (SIM)
			BM WSQ: Apply Basic Negotiation Skills and Techniques	Singapore National Employers Federation
			Apply Basic Negotiation Skills and Techniques	Singapore Training & Development Association (STADA)
Getting to Yes, The Art of Successful Negotiation	The Leadership Institute Pte. Ltd.			
Infocomm Technology and Data	Data Analytics	3	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)
Revenue and Distribution Management	Room Distribution Channel Management	3	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)
			Revenue Management and Distribution for Practitioners	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
			Design Thinking: ADEPT at Delivering the Future	Capelle Academy Pte. Ltd.

Productivity and Innovation	Innovation Management	3	Innovation: Turning Ideas into Gold (Project)	Everest Innovation Pte. Ltd.
			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	3	Facilitate compliance with legislative and regulatory requirements	Lloyd McGill Pte Ltd
Sales and Marketing	Market Trend Analysis	2	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-driven Customer Experience	NUS School of Continuing and Lifelong Education (SCALE)
			Marketing Analytics	NUS School of Continuing and Lifelong Education (SCALE)
Sales and Marketing	Market Trend Analysis	3	Customer Insight Begins with Me	NUS School of Continuing and Lifelong Education (SCALE)
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			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)
			Using Digital Marketing to Optimising Revenues and acquiring Customers	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
Productivity and Innovation	Productivity Improvement	3	Lean Six Sigma Advanced (Green Belt)	NUS School of Continuing and Lifelong Education (SCALE)
Revenue and Distribution Management	Room Revenue Management	3	Apply Principles of Revenue Management	Shatec Institutes Pte. Ltd.
			Revenue Management and Distribution for Practitioners	SITLEARN Professional Development, Singapore Institute of Technology (SIT)
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	Revenue Optimisation	3	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	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)
Infocomm Technology and Data	Technology Adoption and Innovation	3	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.