

**SKILLS FRAMEWORK FOR HOTEL AND ACCOMMODATION SERVICES  
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

<b>TSC Category</b>	Business Development					
<b>TSC</b>	Hotel Asset Valuation and Acquisition					
<b>TSC Description</b>	Adopt hotel valuation approaches and business acquisition models for business growth opportunities					
<b>TSC Proficiency Description</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>	<b>Level 4</b>	<b>Level 5</b>	<b>Level 6</b>
						<b>HAS-FIN-6029-1.1</b>
						Deploy appropriate asset valuation methods, techniques and processes to implement property valuation projects and communicate project details to stakeholders
<b>Knowledge</b>						<ul style="list-style-type: none"> <li>• Market trends in hotel properties sales</li> <li>• Market approach analysis methods that provide value-based appraisals of hotel properties</li> <li>• Guidelines for asset valuation processes</li> <li>• Data gathering, collation and analysis approaches</li> <li>• Forecasting methods</li> <li>• Capital budgeting and analysis methods</li> <li>• Principles of property appraisal</li> </ul>
<b>Abilities</b>						<ul style="list-style-type: none"> <li>• Compare various information sources on hotel properties available for sale, in accordance with organisation's asset acquisition needs and requirements</li> <li>• Determine importance of well-defined asset valuation processes</li> <li>• Determine benefits of asset valuation, in accordance with</li> </ul>

						<p>organisation needs and requirements</p> <ul style="list-style-type: none"> <li>• Select appropriate methods of asset valuation, with consideration of factors affecting valuation process</li> <li>• Determine operational standards and techniques to be used in asset valuation process</li> <li>• Implement property valuation projects, in accordance with organisation needs and requirements</li> <li>• Facilitate communication of asset valuation projects' details to stakeholders, in accordance with organisation guidelines and procedures</li> <li>• Evaluate best practices from international hotel asset valuation and acquisition business models, and identify applicable models for internal adoption</li> </ul>
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