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Hotel Room Rates

They are many factors determined who a hotel room is they included the type of room location in the hotel, season etc. Rates are based on the so called "Rack Rate" which is the so called rack rate which is a full standard non-discounted rate. All the other rates are basic rate different level of discount from the rack rate.

Rack Structure

Corporate Rate

Rates typically offer to business travellers, ranging from 20 to 30% of Rack rate. Some hotel will offer corporate rate to any business traveller by other negotiate with companies. Further own unique rates. Company based volume rates are based

high Volume with a ^{guaranteed} minimum number of room night per year. This rates are then reduced from the general co-operate

→ Consortium Rate

Negotiate Rate basic on Volume. Both individual properties and co-operate offices of hotel changed offered this special rate to small agencies that band together in form of a Consortium of buying power even if the consumer is willing to spend / A traveller agent should look of or poss all possible option to provide the customer with a good discount and consortium can offer this

→ Govt. Rate

Rates specially negotiated b/w specific govt. agencies and the hotel and qualified govt employee only with proper

Identification.

Industry trade.

For employees within the travel industries including those of airlines, hotel, travel agencies, tour operators and other hotel sales, this state is applicable.

Resort Rates

These rates are based on individual on property agreement and can be significantly higher or lower in comparison with the city hotel.

Military Rates

This rates are offer to military personnel and may be negotiated to promote business in the area close to the military base.

Package Rate

This rates are negotiated with the whole ~~hol~~ sales book large volume business they include air, hotel, music and holiday packages

Promot Promotion Rates

These rates are generally offer when the hotel is not full to generate extra revenue business property may experience low occupancy during and the reverse may be true of resort or this rates may include food and beverage and be Balie only during specific seasons, holiday and days. dates.

Some examples of the states responsive in the GDS are :-

COR : Corporate

RAC : Rock state

GRP : Group state

PRO : Promotional Rates

Factor effecting the pricing of the hotel

Many factor effect how hotel room rates are set by the management. Some of these factor are :

- ① Location of the hotel.
- ② Location of the hotel room.
- ③ Room and bedding type.
- ④ seasons
- ⑤ Occupancy of the hotel.



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Additional (est) occur for a room

1. Last check out
2. Ready check in.
3. main bar.