Datastat Research
Building Capacity in Training and Research

DATASTAT TRAINING IN

OFFICIAL COURSE PROSPECTUS

Center for Advanced Research & Professional Development

Nairobi Training Center • Global Virtual Academy • Corporate On-Site

TOURISM AND HOSPITALITY

Training course on CRM (Customer Relationship Management) in Hospitality

Comprehensive Course Syllabus, Practical Modules & Upcoming Schedules

PROGRAM SPECIFICATIONS & HIGHLIGHTS

DURATION
10 Days Practical Hands-on

DELIVERY MODES
In-Person Class & Live Virtual

CERTIFICATION
Accredited Certificate of Completion

INTAKES / DATES
Multiple Cohort Schedules Included

PREPARED FOR:

Valued Participant

Email: training@datastatresearch.org | Issued: November 25, 2026

Academic & Professional Training Year: 2026

DATASTAT TRAINING INSTITUTE

P.O. Box 102802-00101, Nairobi, Kenya

Training Centers: Nairobi • Mombasa • Kigali • Dubai • Live Virtual Academy

Tel: +254 724 527 104 | +254 734 969 612

Email: training@datastatresearch.org

www.datastatresearch.org

Training course on CRM (Customer Relationship Management) in Hospitality

Tourism and hospitality • 10 Days Intensive • Accredited Certification

Course Overview

Training Course on CRM (Customer Relationship Management) in Hospitality is meticulously designed to equip aspiring and current hospitality professionals, marketing managers, front office staff, sales teams, and general managers with the advanced theoretical insights and intensive practical tools necessary to excel in CRM (Customer Relationship Management) in Hospitality.

Key Skills & Software Tools Covered

CRM • Customer Relationship Management • Hospitality • Guest Experience • Digital Tools

Upcoming Training Schedules

Confirmed cohort intakes and venues. Both physical in-person classroom and live virtual online seats are available.

TRAINING DATES	LOCATION / VENUE	FORMAT / DURATION	INVESTMENT (FEE)
7 Dec 2026 – 18 Dec 2026	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
7 Dec 2026 – 18 Dec 2026	Kigali	Classroom / 10d	**$6,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Dubai	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Cape Town	Classroom / 10d	**$9,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Singapore	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Istanbul	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Bangkok	Classroom / 10d	**$10,000 USD / KES 110,000**
7 Dec 2026 – 18 Dec 2026	Accra	Classroom / 10d	**$8,000 USD / KES 110,000**
4 Jan 2027 – 15 Jan 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
4 Jan 2027 – 15 Jan 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**

18 Jan 2027 – 29 Jan 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
18 Jan 2027 – 29 Jan 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Feb 2027 – 12 Feb 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Feb 2027 – 26 Feb 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
1 Mar 2027 – 12 Mar 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**

15 Mar 2027 – 26 Mar 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
15 Mar 2027 – 26 Mar 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
29 Mar 2027 – 9 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
12 Apr 2027 – 23 Apr 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**

26 Apr 2027 – 7 May 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
26 Apr 2027 – 7 May 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
10 May 2027 – 21 May 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
24 May 2027 – 4 Jun 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
7 Jun 2027 – 18 Jun 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**

21 Jun 2027 – 2 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
21 Jun 2027 – 2 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
5 Jul 2027 – 16 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
19 Jul 2027 – 30 Jul 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**

2 Aug 2027 – 13 Aug 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
2 Aug 2027 – 13 Aug 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
16 Aug 2027 – 27 Aug 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
30 Aug 2027 – 10 Sep 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
13 Sep 2027 – 24 Sep 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**

27 Sep 2027 – 8 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
27 Sep 2027 – 8 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
11 Oct 2027 – 22 Oct 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
25 Oct 2027 – 5 Nov 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**

8 Nov 2027 – 19 Nov 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
8 Nov 2027 – 19 Nov 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
22 Nov 2027 – 3 Dec 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Nairobi	Classroom / 10d	**$3,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Kigali	Classroom / 10d	**$6,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Dubai	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Cape Town	Classroom / 10d	**$9,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Addis Ababa	Classroom / 10d	**$6,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Singapore	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Istanbul	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Bangkok	Classroom / 10d	**$10,000 USD / KES 220,000**
6 Dec 2027 – 17 Dec 2027	Accra	Classroom / 10d	**$8,000 USD / KES 220,000**

* Corporate discounts and customized cohort scheduling are available for teams of 3 or more participants.

Course Curriculum & Modules

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Training Course on CRM (Customer Relationship Management) in Hospitality

Introduction

In the highly personalized and service-driven world of hospitality, CRM (Customer Relationship Management) is far more than just software; it's a strategic philosophy and a set of practices designed to cultivate deep, lasting relationships with guests, turning first-time visitors into loyal advocates. By systematically collecting, organizing, and analyzing customer data, CRM enables hotels, resorts, restaurants, and other hospitality businesses to understand individual preferences, anticipate needs, personalize experiences, and deliver targeted communications across every touchpoint. Mastering this discipline is paramount for enhancing guest satisfaction, driving repeat business, maximizing customer lifetime value, and gaining a significant competitive advantage in an industry built on personal connection. Failure to implement effective CRM can lead to fragmented guest data, impersonal service, missed opportunities for upselling/cross-selling, and a struggle to build genuine guest loyalty.

Training Course on CRM (Customer Relationship Management) in Hospitality is meticulously designed to equip aspiring and current hospitality professionals, marketing managers, front office staff, sales teams, and general managers with the advanced theoretical insights and intensive practical tools necessary to excel in CRM (Customer Relationship Management) in Hospitality. We will delve into sophisticated methodologies for customer data collection and segmentation, master the intricacies of personalizing guest experiences across the entire journey, and explore cutting-edge approaches to automating communication, managing loyalty programs, and leveraging CRM analytics. A significant focus will be placed on understanding the interplay of various guest touchpoints, integrating CRM systems with other hotel technologies (PMS, POS), and ensuring robust data privacy and security. Furthermore, the course will cover essential aspects of building a customer-centric culture, managing guest feedback, and adapting to emerging CRM trends. By integrating industry best practices, analyzing real-world successful CRM implementations, and engaging in hands-on system utilization exercises, attendees will develop the strategic acumen to foster unparalleled guest loyalty, drive repeat business, and secure their position as indispensable assets in the forefront of hospitality excellence.

Course Objectives

Upon completion of this course, participants will be able to:

- Analyze the fundamental principles and strategic importance of CRM (Customer Relationship Management) in Hospitality.
- Master methodologies for collecting, organizing, and segmenting customer data effectively.
- Develop expertise in personalizing guest experiences across the entire customer journey.
- Implement robust strategies for automating guest communication (pre-arrival, in-stay, post-stay).
- Formulate comprehensive guest loyalty program development and management strategies.
- Leverage CRM software and integrations with other hospitality systems (PMS, POS).
- Apply principles of data analytics to extract actionable insights from CRM data.
- Understand and manage online guest feedback and reputation through CRM integration.
- Comprehend data privacy regulations (GDPR, CCPA) and ethical data handling in CRM.
- Develop strategies for upselling, cross-selling, and maximizing Customer Lifetime Value (CLV).
- Explore emerging trends and innovations in hospitality CRM (AI, predictive analytics).

- Design a comprehensive CRM Strategy and Implementation Plan for a hospitality business.
- Position themselves as strategic leaders in building lasting guest relationships and driving repeat business.

Target Audience

This course is designed for professionals and aspiring individuals seeking to master CRM in hospitality:

- Hotel General Managers: Overseeing guest satisfaction and loyalty.
- Sales & Marketing Managers in Hospitality: Responsible for guest acquisition and retention.
- Front Office Managers/Supervisors: Managing guest interactions and data.
- Revenue Managers: Using CRM data for personalized pricing.
- Guest Relations Managers: Enhancing guest experience and loyalty.
- IT/Systems Managers in Hospitality: Implementing and integrating CRM solutions.
- Hospitality Property Owners: Seeking to maximize guest lifetime value.
- Hospitality & Tourism Students: Focused on guest experience and technology.

Course Duration: 10 Days

Course Modules

Module 1: Foundations of CRM in Hospitality

- Defining CRM: Beyond Software to a Customer-Centric Philosophy.
- The Importance of Guest Relationships in a Competitive Market.
- Understanding Customer Lifetime Value (CLV) in Hospitality.
- Key Components of a Comprehensive CRM Strategy.
- The Evolution of CRM in the Digital Age.

Module 2: Customer Data Collection and Management

- Identifying Key Guest Touchpoints for Data Collection (Booking, Check-in, F&B, Spa, Wifi).
- Methods for Collecting First-Party Guest Data (Surveys, Preferences, Purchase History).
- Centralizing Guest Data in a CRM System.
- Data Hygiene and Quality Control.
- Guest Segmentation for Targeted Marketing and Service.

Module 3: Personalizing the Guest Experience

- Leveraging CRM Data for Pre-Arrival Personalization (Welcome Messages, Room Preferences).
- In-Stay Personalization: Anticipating Needs, Special Touches, Proactive Service.
- Post-Stay Personalization: Follow-ups, Personalized Offers, Loyalty Recognition.
- Tailoring Communication and Service Based on Guest Segments.
- The Role of Human Touch in Personalized Service.

Module 4: Automated Guest Communication Strategies

- Designing Pre-Arrival Emails and SMS Messages (Confirmations, Upsells).
- In-Stay Communications: Welcome Messages, Service Reminders, Special Offers.
- Post-Stay Follow-Up: Thank You Notes, Feedback Requests, Rebooking Promos.
- Marketing Automation Workflows Triggered by Guest Behavior.
- Crafting Engaging and On-Brand Communication.

Module 5: Guest Loyalty Program Development and Management

- Types of Loyalty Programs in Hospitality (Points-Based, Tiered, Experiential).
- Designing Program Structure, Benefits, and Tiers.
- Managing Enrollment, Redemption, and Member Communication.
- Measuring Loyalty Program Effectiveness (Enrollment, Retention, Spend).
- Strategies for Engaging High-Value Guests.

Module 6: CRM Software and Integrations

- Overview of Leading Hospitality CRM Systems.
- Integrating CRM with Property Management Systems (PMS).

- Connecting CRM with Point-of-Sale (POS) Systems, Booking Engines, and Spa Software.
- Data Flow and System Interoperability.
- Selecting the Right CRM Solution for Your Business.

Module 7: Data Analytics and Reporting for CRM

- Key CRM Metrics: CLV, Repeat Guest Rate, Spend per Visit, Loyalty Enrollment.
- Utilizing CRM Dashboards and Reporting Features.
- Analyzing Guest Behavior Patterns and Preferences.
- Identifying Opportunities for Upselling, Cross-Selling, and Service Recovery.
- Translating CRM Data into Actionable Business Insights.

Module 8: Online Guest Feedback and Reputation Management

- Integrating Online Review Platforms (TripAdvisor, Google, Yelp) with CRM.
- Centralizing Guest Feedback from Surveys, Social Media, and Review Sites.
- Using CRM to Track and Respond to Guest Reviews.
- Proactive Strategies for Generating Positive Reviews.
- Turning Service Recovery into Reputation Enhancement.

Module 9: Data Privacy and Security in CRM

- Understanding Data Privacy Regulations (GDPR, CCPA, PII).
- Implementing Secure Data Storage and Access Controls.
- Ensuring Compliance in Data Collection, Usage, and Sharing.
- Consent Management and Opt-Out Procedures.
- Best Practices for Cybersecurity in CRM.

Module 10: Upselling, Cross-Selling, and Maximizing CLV

- Strategies for Upselling Room Categories, Packages, and Amenities.
- Cross-Selling Ancillary Services (F&B, Spa, Activities).
- Using CRM Data to Identify Personalized Upsell Opportunities.
- Measuring the Impact of Upselling/Cross-Selling on Revenue.
- Developing Long-Term Strategies for Maximizing Guest Lifetime Value.

Module 11: Building a Customer-Centric Culture

- Empowering Frontline Staff with CRM Data for Personalized Service.
- Training Employees on CRM System Usage and Guest Interaction Protocols.
- Fostering a Culture of Anticipating Guest Needs and Exceeding Expectations.
- Internal Communication and Collaboration for Enhanced Guest Experience.
- Leadership's Role in Championing CRM.

Module 12: Future Trends and Innovations in Hospitality CRM

- The Impact of Artificial Intelligence (AI) and Machine Learning on CRM.
- Predictive Analytics for Anticipating Guest Needs and Churn.
- Voice Technology and Conversational AI in Guest Interactions.
- Blockchain for Loyalty Programs and Secure Data Sharing.
- The Metaverse and its Potential for Immersive Guest Experiences.

Training Methodology

- Interactive Workshops: Facilitated discussions, group exercises, and problem-solving activities.
- Case Studies: Real-world examples to illustrate successful community-based surveillance practices.
- Role-Playing and Simulations: Practice engaging communities in surveillance activities.
- Expert Presentations: Insights from experienced public health professionals and community leaders.
- Group Projects: Collaborative development of community surveillance plans.
- Action Planning: Development of personalized action plans for implementing community-based surveillance.
- Digital Tools and Resources: Utilization of online platforms for collaboration and learning.

- Peer-to-Peer Learning: Sharing experiences and insights on community engagement.
- Post-Training Support: Access to online forums, mentorship, and continued learning resources.

Register as a group from 3 participants for a Discount

Send us an email: info@datastatresearch.org or call +254724527104

Certification

Upon successful completion of this training, participants will be issued with a globally recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

- Participants must be conversant in English.
- Upon completion of training, participants will receive an Authorized Training Certificate.
- The course duration is flexible and can be modified to fit any number of days.
- Course fee includes facilitation, training materials, 2 coffee breaks, buffet lunch, and a Certificate upon successful completion.
- One-year post-training support, consultation, and coaching provided after the course.
- Payment should be made at least a week before the training commencement to DATASTAT CONSULTANCY LTD account, as indicated in the invoice, to enable better preparation.

Certification & Learning Methodology

- Hands-on practical delivery with real-world datasets, case studies, and lab exercises.
- Post-training mentorship, access to class resources, and customized follow-up support.
- Participants who successfully complete the course receive an accredited Datastat Certificate of Completion.

How to Enroll & Reserve Your Seat

1. Online Registration: Visit https://datastatresearch.org/courses/training-course-on-crm-customer-relationship-management-in-hospitality to register online.
2. Email Booking: Send participant details to training@datastatresearch.org for official invoice & reservation.
3. Support & Assistance: Inquire via phone +254 724 527 104 | +254 734 969 612.