

Graduate Certificate of Revenue Management

1. About the Graduate Certificate of Revenue Management

The Graduate Certificate of Revenue Management (GCRM) is designed to equip students, and therefore graduates, with advanced Revenue Management skills that will prove invaluable in the workplace and assist them to forge a promising career post-graduation with experience and in-depth knowledge of Revenue Management in an accommodation context.

The structure of the award is predicated on providing students with a systematic, coherent and comprehensive knowledge of revenue management contextualised within accommodation management throughout the course. This structure provides graduates with a well-rounded understanding of what is required to establish a revenue management career within the accommodation sector, as well as being able to function effectively as a senior hotel executive.

Graduate employment opportunities

The GCRM is designed for and aimed at mid-career professionals, who have a cognate undergraduate degree and who are looking to gain a greater understanding of revenue management. Through the GCRM, graduates will be better equipped to contribute to the accommodation and related sectors as a professional, manager or senior leader. The scope of roles that graduates may qualify for include:

- Director of Revenue Management
- Revenue Management Strategy Analyst
- Revenue Manager
- Revenue Analyst
- Director of Sales and Marketing
- Director of Sales
- Sales Executive
- Sales and Account Manager

Course Overview

Course Title	Graduate Certificate of Revenue Management		
Study Options – Domestic Australian students	Full-time Part-time	Study Options – International students	N/A
Start Dates	February, June, September For specific dates visit the website .	Course Length	Full-time: 2 trimesters Part-time: 4 trimesters
Payment Options - Domestic Australian students	<p>Upfront payment This means tuition fees will be invoiced each semester and payment is required on or before the due date.</p> <p>FEE-HELP FEE-HELP is Australian Government’s loan scheme for higher education degree courses. It can assist you in paying for all, or part of, your course fees. Repayments commence via the tax system once your income rises above a minimum threshold. Just like with any other debt, a FEE-HELP debt is a real debt that impacts your credit rating.</p>	Payment Options – International students	N/A
Course study requirements	Each subject involves 10 hours of study per week, comprising 3 hours of facilitated study and 7 hours self-directed study.	Assessment	Methods of assessment may include individual assignments based on live briefs, group assignments, project reports, presentations, research reports, work application folios, scenarios and case studies and reflexive logs.
Locations	Brisbane, Sydney, Melbourne Online	Delivered by	Torrens University Australia
Provider	Torrens University Australia Ltd is registered as a self-accrediting Australian university by the Tertiary Education Quality and Standards Agency (TEQSA).	CRICOS Course Code	N/A
Provider obligations	Torrens University is responsible for all aspects of the student experience, including the quality of course delivery, in compliance with the Higher Education Standards 2015	Accrediting body	Torrens University Australia Limited ABN 99 154 937 005, CRICOS Provider Code: 03389E. RTO No. 41343
Course Fees	For details, refer to the website .	Any other fees	For details, refer to the website .

2. Essential requirements for admission

The general admission criteria that apply to Torrens University Australia courses can be located by visiting the Torrens University Australia website - <https://www.torrens.edu.au/general-admission-information-for-torrens-university-australia-ltd>.

3. Admission Criteria

Title of course of study	Graduate Certificate of Revenue Management
Applicants with higher education study	Completion of a recognised Bachelor Degree in a similar field of study.
Applicants with vocational education and training (VET) study	N/A
Applicants with work and life experience	Students without formal qualifications are eligible to apply for entry to the Graduate Certificate of Revenue Management if they have three years of professional, administrative or managerial work experience in a tourism/associated field. Applications will be assessed on a case-by-case basis.
English Language Proficiency (applicable to international students, and in addition to academic or special entry requirements noted above)	IELTS 6.5 with no band less than 6.0. This is relevant to international offshore students wishing to study this course fully online.
Applicants with recent secondary education (within the past two years) with ATAR or equivalent* (for applicants who will be selected wholly or partly on the basis of ATAR)	N/A

3. How to apply

Via direct application to the institution

- o <https://apply.torrens.edu.au/>

4. Advanced standing/academic credit/recognition of prior learning (RPL)

You may be entitled to credit for prior learning, whether formal or informal. Formal learning can include previous study in higher education, vocational education, or adult and community education. Informal learning can include on the job learning or various kinds of work and life experience. Credit can reduce the amount of study needed to complete a degree.

This course is accredited by Torrens University Australia ABN 99 154 937 005, RTO 41343, CRICOS 03389E and co-delivered in partnership with Australian Revenue Management Association Pty Ltd

Information provided in this document is current at the time of publishing (Feb 2021).

Applicants admitted based on prior higher education study may be eligible for Advanced Standing in the form of credit and/or recognition of prior learning (RPL) under the Torrens University Australia [Credit Policy - \(https://www.torrens.edu.au/policies-and-forms\)](https://www.torrens.edu.au/policies-and-forms).

- Students with completed subjects may be eligible for specified credit and/or elective exemptions
- Students who have completed a qualification at AQF level 5 (diploma) or above may be eligible for block credit (where a block credit agreement exists)
- Students with a mix of formal study and informal and/or non-formal learning may be eligible for recognition of prior learning in addition to any credit approved.

Credit will not be applied automatically. Applicants must apply for credit and/or RPL as early as possible prior to each study period, with applications not accepted after week 2.

For further information about credit and recognition of prior learning please see <http://www.torrens.edu.au/apply-online/course-credits>.

5. Where to get further information

- Torrens University Australia (TUA) Website
 - <https://www.torrens.edu.au/>
- Universities Admissions Centre (UAC) Website
 - <http://www.uac.edu.au/>
- Quality Indicators for Learning and Teaching (QILT) Website
 - <https://www.qilt.edu.au/>

6. Additional Information

Course Structure

The Graduate Certificate of Revenue Management course structure comprises 4 subjects (40 credit points). The course of study is made up of:

- 3 Core subjects
- 1 Elective subject

Course Rules

To qualify for the award of Graduate Certificate of Revenue Management, the candidate must complete a course of study that is comprised of three core subjects (30 credit points) and one elective subject (10 credit points). A total of 40 credit points is required.

Additionally, with prior approval, subjects from other Torrens University Australia postgraduate courses may be included in the elective component of the qualification.

Subjects

SUBJECT DETAILS
SUBJECT TITLE, DESCRIPTOR
<p>RMA500 Revenue and Yield Management Analysis</p> <p>In this subject, students will be introduced to the principles of revenue management and its role in managing perishable inventory that has fixed capacity, and time-variable demand. This subject introduces students to the principles of revenue management within an accommodation context. Students will learn to use key performance indicator calculations and apply a deep understanding of how to set prices, develop rate fences, overbooking, evaluation of groups in order to determine rates, and use multiple distribution channels to manage price more effectively. Through this knowledge of key performance indicators and an understanding of various revenue management principles, students will be able to apply relevant data to a variety of simulated situations and test the various approaches a revenue manager can take.</p>
<p>RMS500 Revenue and Yield Management Strategy</p> <p>In this subject, students will explore the principles involved in developing an effective revenue strategy whilst building on the foundations of the analysis analytical work previously undertaken. Whilst exploring strategy through both a macro and micro lens, the subject will incorporate simulated industry scenarios that will allow students to form strategic, tactical, and operational approaches via a virtual simulated environment, test their strategies effectiveness via the simulated digital environment. Furthermore, students will be able to adjust these approaches to further inform the implementation of future strategy pertaining to their simulated environment.</p>
<p>MGT609 Managing Information Systems</p> <p>Managing information systems is critical in business decision-making. Using a systems perspective, in this subject you will explore the role of information systems in the business administration context, the impact of technological innovation on the management of information, and the risks associated with poor information management.</p>
<p>Elective 1</p>

Locations

The Graduate Certificate of Revenue Management can be studied fully online or at the below Torrens University Campuses:

- Queensland (Brisbane)
- New South Wales (Sydney)
- Victoria (Melbourne)

Campus Facilities and Services

All campuses are designed to provide students with professional spaces in which to learn and work. They have been planned with student study needs in mind with well-equipped accessible learning spaces as well as student breakout areas for group work and spending time with friends.

A positive student experience

Torrens University Australia values the importance of a positive student experience, and therefore has robust processes to resolve student complaints. The Student Complaints Policy, and associated procedures, can be accessed from the [website](https://www.torrens.edu.au/policies-and-forms) (<https://www.torrens.edu.au/policies-and-forms>).

Paying for your qualification

We offer two payment options for this course:

- **Upfront payment**
If you want to complete your qualification debt-free you can choose to pay as you go. This means tuition fees will be invoiced each semester and payment is required on or before the due date using EFTPOS, credit card or direct transfer.
- **FEE-HELP (Domestic students only)**
FEE-HELP is Australian Government's loan scheme for higher education degree courses. It can assist you in paying for all, or part of, your course fees. Repayments commence via the tax system once your income rises above a minimum threshold (\$45, 881 in 2019-20). Just like with any other debt, a FEE-HELP debt is a real debt that impacts your credit rating.

Further information about FEE-HELP, including eligibility, is available at:

- FEE-HELP website:
<http://studyassist.gov.au/sites/studyassist/help-payingmyfees/fee-help/pages/fee-help->
- FEE-HELP booklets:
<http://studyassist.gov.au/sites/studyassist/helpfulresources/pages/publications>

Austudy and Abstudy

Students enrolled in this course may be eligible for government assistance, such as [Austudy](#) or [Abstudy](#).