

**THE OPPORTUNITY FOR THE INTRODUCTION OF PREDICTION
MODELS IN HOTEL MANAGEMENT
CASE STUDY HOTEL DEVA ***, DEVA, ROMANIA**

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***Abstract:** In modern hotel management, the need for prediction is acute. Hotel managers must make managerial performance projections for at least one year, based on the results of the previous year.*

Based on the performance indicators of hotel management, we have sought to create a prediction model that will guide management decisions for the period following the completed cycle.

***Keywords:** hotel management, revenue management, performance indicators, predictive models in hotel management*

***JEL Classification:** L21, L83*

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