

OTA Control & Maximizing Sales Results

Revenue Management In A Digital World (NEW)

Harnessing the Power of Revenue Management (NEW)

Re-aligning Sales Strategy

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PERSATUAN HOTEL MALAYSIA — LEARNING & DEVELOPMENT LEARNING & DEVELOPMENT		IKAIN	ING C	ALENL	AR ZU	20				PAINING P	ROTOF	AMAN DONO SORIE SA	THE STATE OF
EXECUTIVE DIPLOMA IN HOSPITALITY MANAGEMENT (IN COLLABORATION WITH UITM)	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DE
1 Certificate In Hospitality Supervision	2		9-10										
2 Certificate in Housekeeping Operations & Management	2			30-31									
Certificate in Human Resources Management	2				14-15								
4 Certificate in Event Management	2					19-20							
5 Certificate in Hotel Financial Management	2						29-30						
6 Certificate in Front Office Operations	2							28-29					
7 Certificate in Tourism Management & Hospitality Services	2								12 - 13				
8 Certificate in Hospitality Sales and Marketing	2									23-24			
9 Certificate in Food and Beverage Management	2										20-21		
1													
Management & Leadership	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DE
1 Emotional Intelligence in Leadership	2					21-22					5-6		
2 Essential Leadership Core Comptencies	2				6-7								
3 Leadership Skills for Executive	2											26-27	
4 Strategic Planning & Management for Department Head	2		25-26							1-2	<u> </u>		
5 Supervisory Management Development	2						18-19				<u> </u>		14-
6 Upskilling Managers on Leadership Development & Employee Engagement	2							23-24					
7 Managing Gap Generation (NEW)	2			5-6					6-7				
8 Service Success Program (NEW)	2	21-22							10-11			2-3	
9 Ai in Action- Practical Applications for hotel (NEW)	2		24-25			4-5							
0 Al-Driven Leadership Edge in Hospitality (NEW)	2									10-11			
1 Effective Time Management (NEW)	1	21			15								
2 Paradigm Leader_Team Synergy (NEW)	2						29-30						1-
C Rooms Division	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DE
1 Understanding Housekeeping Operations	2	7-8											
2 Laundry and Linen Room Operations and Management	2		2-3						13-14				
3 Professional Room Attendant	2			30-31						7-8			15-
4 Housekeeping Leadership Supervisory Skills	2				1-2							5-6	
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Food and Beverage	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DE
· · · · · · · · · · · · · · · · · · ·	DAYS 2	JAN	FEB	MAR	APR	MAY	JUN	JUL 6-7	AUG	SEP	ост	NOV	DE
		JAN	FEB	MAR	APR	MAY	JUN		AUG	SEP	OCT 28-29	NOV	DE
1 Elevated Fine-Dining Service Technique	2	JAN 12-13	FEB	MAR	APR	MAY	JUN		AUG	SEP		NOV	DE
Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism	2		FEB	MAR 5-6	APR	MAY 19-20	JUN			SEP		NOV	DE
Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting	2 2 2		FEB		APR		JUN 11-12			1-2		NOV	DE
Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting Food & Beverage Service Excellence	2 2 2		FEB 9-10		APR							NOV	DE
Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting Food & Beverage Service Excellence Food Handling and Hygiene Practices In Hospitality	2 2 2 2 2				APR			6-7				NOV	
Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting Food & Beverage Service Excellence Food Handling and Hygiene Practices In Hospitality Millennial Concept of Food & Beverage Management	2 2 2 2 2 2				APR	19-20		6-7				NOV 2-3	
Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting Food & Beverage Service Excellence Food Handling and Hygiene Practices In Hospitality Millennial Concept of Food & Beverage Management The Amazing Protocol & Delight Service	2 2 2 2 2 2 2 2				APR	19-20		6-7					
1 Elevated Fine-Dining Service Technique 2 Elite Butler Service - Precision, Poise & Professionalism 3 Food & Beverage Recipe Costing And Selling Price (SP) Setting 4 Food & Beverage Service Excellence 5 Food Handling and Hygiene Practices In Hospitality 6 Millennial Concept of Food & Beverage Management 7 The Amazing Protocol & Delight Service 8 VIP & Protocol Service Skill	2 2 2 2 2 2 2 2 2 2					19-20		6-7				2-3	
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Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting Food & Beverage Service Excellence Food Handling and Hygiene Practices In Hospitality Millennial Concept of Food & Beverage Management The Amazing Protocol & Delight Service VIP & Protocol Service Skill Fundamental Mixologi & Bartender (NEW) Human Resources Managing Misconduct, Discipline and Domestic Inquiry Personal Mastery for Effective Leadership & Execution Train Hospitality Trainer	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	12-13 JAN	9-10 FEB	5-6	13-14 APR	19-20	11-12	6-7 26-27 JUL	10-11	1-2 SEP	28-29 OCT	2-3	2-
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Elevated Fine-Dining Service Technique Elite Butler Service - Precision, Poise & Professionalism Food & Beverage Recipe Costing And Selling Price (SP) Setting Food & Beverage Service Excellence Food Handling and Hygiene Practices In Hospitality Millennial Concept of Food & Beverage Management The Amazing Protocol & Delight Service VIP & Protocol Service Skill Fundamental Mixologi & Bartender (NEW) Human Resources Managing Misconduct, Discipline and Domestic Inquiry Personal Mastery for Effective Leadership & Execution Train Hospitality Trainer Executive Certificate for Training Manager (NEW)	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2	12-13 JAN 19-20	9-10 FEB	5-6	13-14 APR 15-16	19-20 11-12 MAY	JUN 11-12	26-27 JUL 8-9	10-11 AUG	1-2 SEP 21-22	28-29 OCT 26-27	2-3 10-11 NOV	2-3 DE DE

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G	Communication	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC
1	Effective Communication for Hoteliers	2		25-26									5-6	
2	English for Hospitality Communication	2					4-5					1-2		
3	Unlocking The Dialogue The Art Of Interactive Communication	2							1-2					
4	Image Empowerment Workshop Crafting Your Professional Identity	2			16-17									

Н	Finance & Audit	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC
1	Finance for Non-Finance Executive	2				14-15					24-25			
2	Finance for Non-Finance Managers	2						9-10				22-23		
3	Income Audit	2		25-26								8-9		
4	Understanding P&L For Non-Finance	2	7-8						13-14					
5	SMART Budgetting	2			2-3					10-11				2-3

1	Front Office & Customer Service	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC
1	Changing Mind Set for Service Excellence	2										8-9		
2	Customer Service Excellence for Front of the House	2			12-13				9-10					
3	Executive Certificate for Duty Manager	2				23-24				3-4				7-8
4	Hotel Service Excellence	2	5-6				11-12				17-18			
5	The Excellent Hospitality Services	2	7-8						13-14					
6	Professional Grooming And Office Etiquette	2			12-13									
7	To be a Great Host	2				6-7					7-8			7-8
8	Turning Complaints to Compliments	2							1-2				23-24	

J	Safety and Security	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ост	NOV	DEC
1	Engineering & Preventive Maintenance	2	21-22							17-18				1-2
2	Occupational Safety & Health Management for Hospitality (OSHA)	2		2-3			7-8							
3	Hospitality Security Management	2			30-31						14-15			
4	Cybersecurity for Hotel Operation (NEW)	2	27-28					8-9						
5	PDPA Compliance for Hotels (NEW)	2					19-20					12-13		
6	Effective Customer Service for Security Officers (NEW)	2						3-4					10-11	
7	Security Risk Management Fundamental (NEW)	2		9-10					16-17					
8	Command & Control - Effective Supervision & Supervisory Skills (NEW)	2				1-2								21-22

K	Facility Management & Sustainable	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC
1	Sustainable Hotel Facility Management	2		24-25					1-2			5-6		

L	Online Program	DAYS	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	ОСТ	NOV	DEC
1	Understanding P&L For Non-Finance	1		12							17			
2	Cybersecurity For Hotel Operation	1			5				30					
3	Revenue Management in a Digital World	1			12									17
4	Al Driven Leadership	1				16							19	
5	Managing Gap Generation	1								13				
6	Digital Marketing for Hotel Industry	1										15		
7	Al for Hoteliers (NEW)	2						18						

Date stated are subject to confirmation or as published via future email notices. All brochures are available at the MAHTEC Website at https://mahtec.com.my/ All programmes can be conducted in-house and customised to your organisation's need.

All courses are HRDC claimable.

Venue: MAH Training Centre @ Wisma MAH (unless stated otherwise)

	IN-HOUSE EXCLUSIVE PROGRAM	DAYS
1	VM2026 Malaysian Hospitality @ MAH	2
2	UNDP - MAH Sustainability Hospitality	2
3	Power Of WE - Teambuilding	1
4	KPI Setting In Relation To Job Specification	3
5	E-Invoice Concept and Action Plan for Hoteliers	1
6	SMART Hospitality With AI & Data Readiness Series Programs	2

	Professional Certificate	DAYS
1	Certified Hotel Administrator (CHA)	5
2	Certified Hotel Revenue Management (CHRM)	3
3	Certified Hospitality Trainer (CHT)	3

