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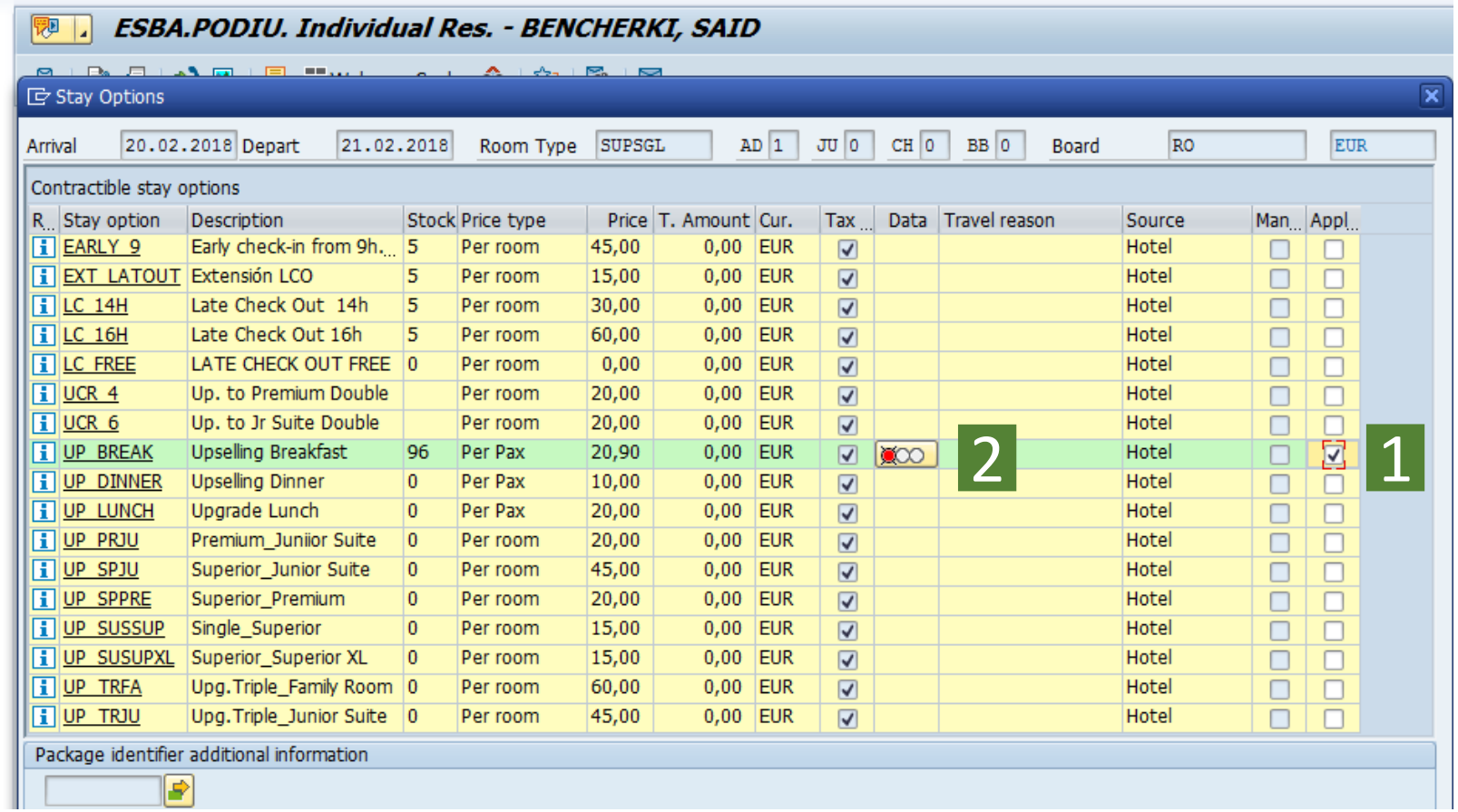
STAY OPTIONS PRICE SELECTION

COMMERCIAL STRATEGY & PRICING
UPSELLING

Upselling Stay options price selection: Breakfast

BREAKFAST

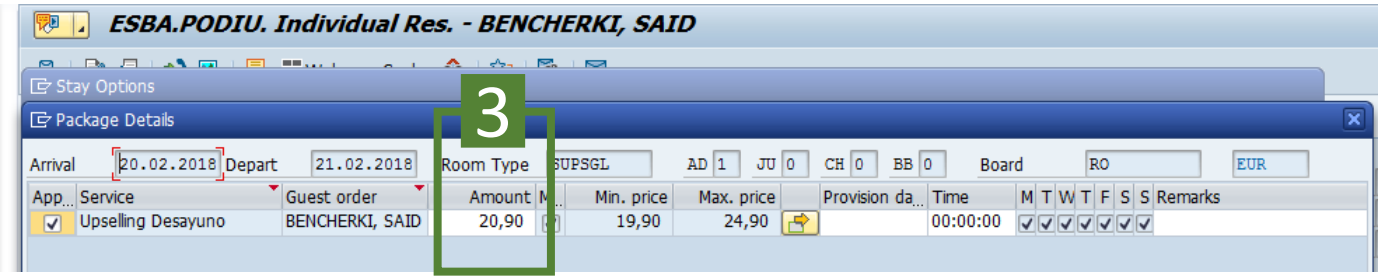
1) Select the stay option.
2) Click on the red button.



R...	Stay option	Description	Stock	Price type	Price	T. Amount	Cur.	Tax ...	Data	Travel reason	Source	Man...	Appl...
	EARLY_9	Early check-in from 9h...	5	Per room	45,00	0,00	EUR	✓			Hotel		
	EXT_LATOUT	Extensión LCO	5	Per room	15,00	0,00	EUR	✓			Hotel		
	LC_14H	Late Check Out 14h	5	Per room	30,00	0,00	EUR	✓			Hotel		
	LC_16H	Late Check Out 16h	5	Per room	60,00	0,00	EUR	✓			Hotel		
	LC_FREE	LATE CHECK OUT FREE	0	Per room	0,00	0,00	EUR	✓			Hotel		
	UCR_4	Up. to Premium Double		Per room	20,00	0,00	EUR	✓			Hotel		
	UCR_6	Up. to Jr Suite Double		Per room	20,00	0,00	EUR	✓			Hotel		
	UP_BREAK	Upselling Breakfast	96	Per Pax	20,90	0,00	EUR	✓			Hotel		✓
	UP_DINNER	Upselling Dinner	0	Per Pax	10,00	0,00	EUR	✓			Hotel		
	UP_LUNCH	Upgrade Lunch	0	Per Pax	20,00	0,00	EUR	✓			Hotel		
	UP_PRJU	Premium_Juniior Suite	0	Per room	20,00	0,00	EUR	✓			Hotel		
	UP_SPJU	Superior_Junior Suite	0	Per room	45,00	0,00	EUR	✓			Hotel		
	UP_SPPRE	Superior_Premium	0	Per room	20,00	0,00	EUR	✓			Hotel		
	UP_SUSSUP	Single_Superior	0	Per room	15,00	0,00	EUR	✓			Hotel		
	UP_SUSUPXL	Superior_Superior XL	0	Per room	15,00	0,00	EUR	✓			Hotel		
	UP_TRFA	Upg.Triple_Family Room	0	Per room	60,00	0,00	EUR	✓			Hotel		
	UP_TRJU	Upg.Triple_Junior Suite	0	Per room	45,00	0,00	EUR	✓			Hotel		

BREAKFAST

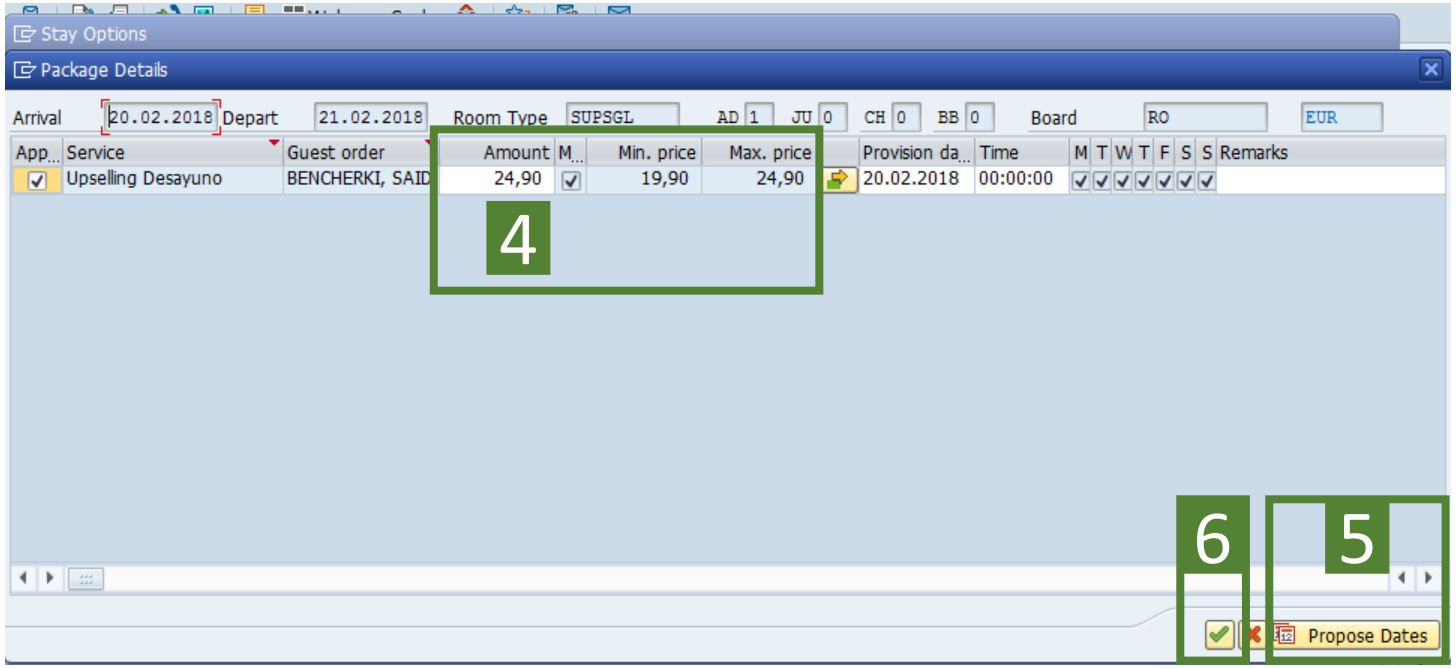
3) By default the price that appears is the price called “amount” (medium).



4) Keep the “Medium” price or overwrite it with the minimum or maximum price.

5) Click on **“Propose Dates”**.

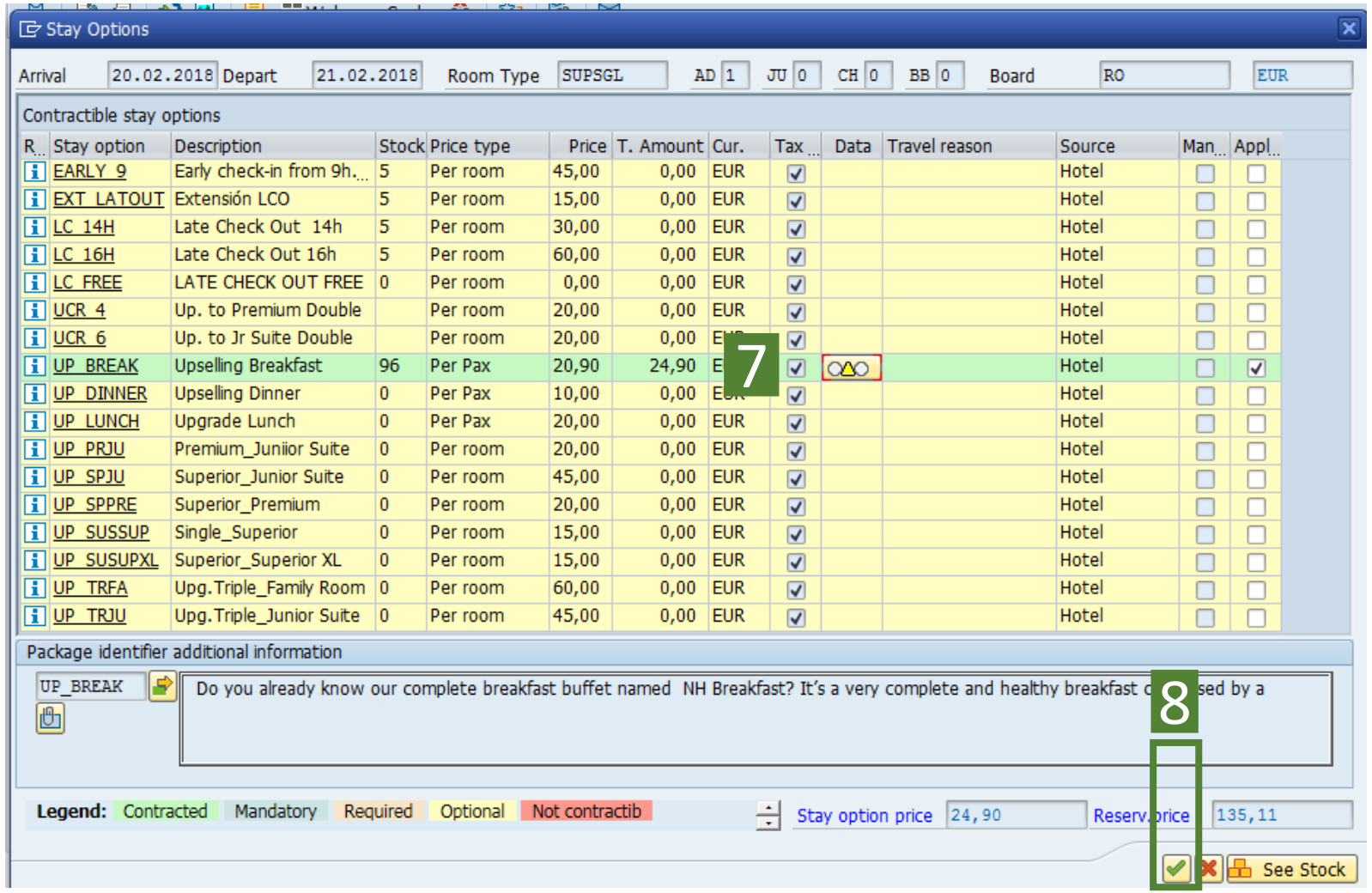
6) Click ✔



BREAKFAST

7) The price is updated.

8) Click ✓



Upselling Stay options price selection: Room

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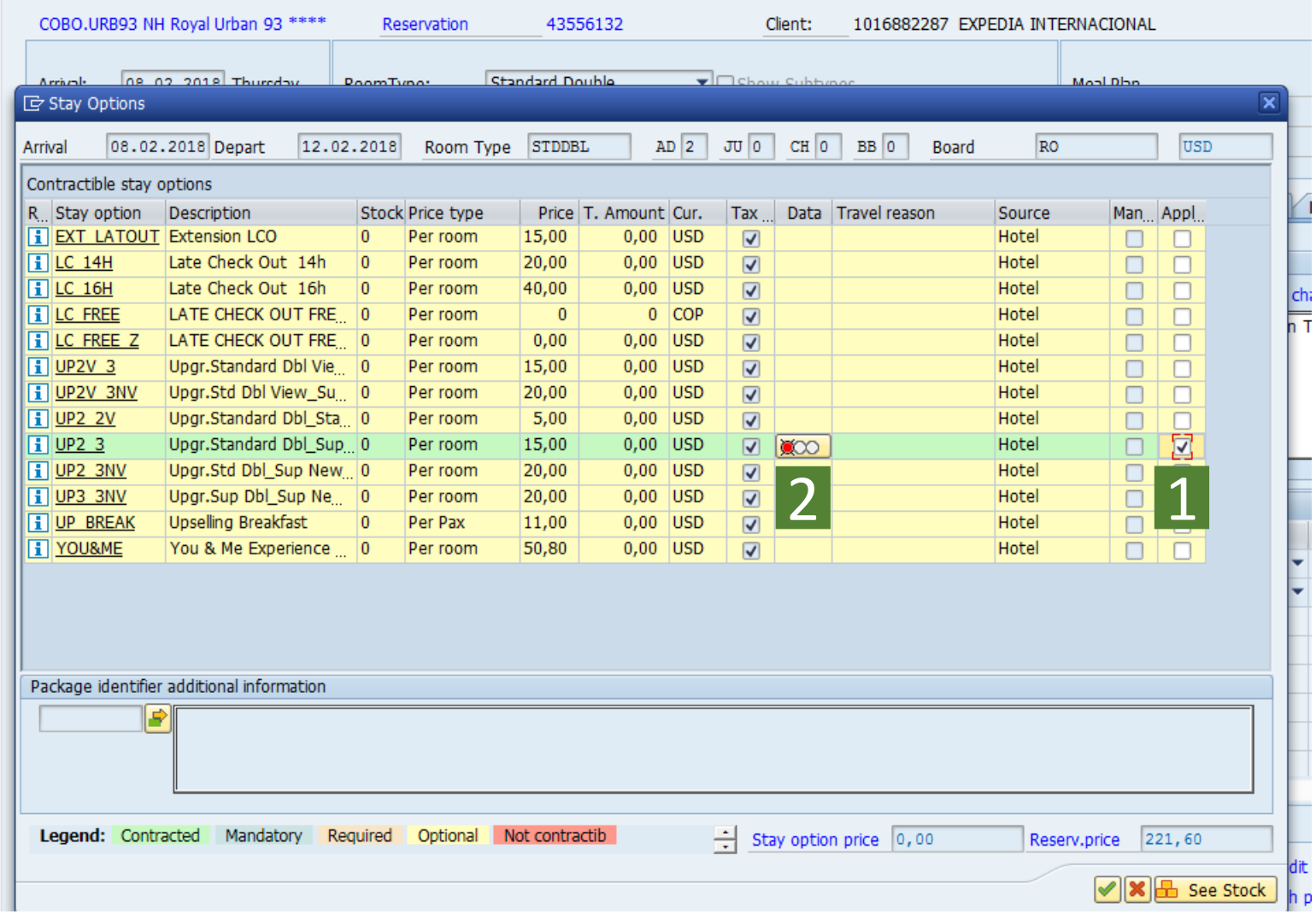
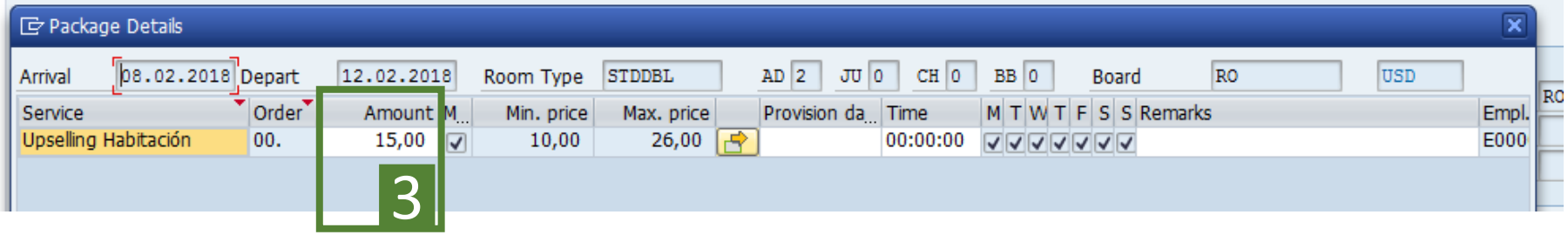
ROOM

1) Select the stay option.
2) Click on the red button.



ROOM

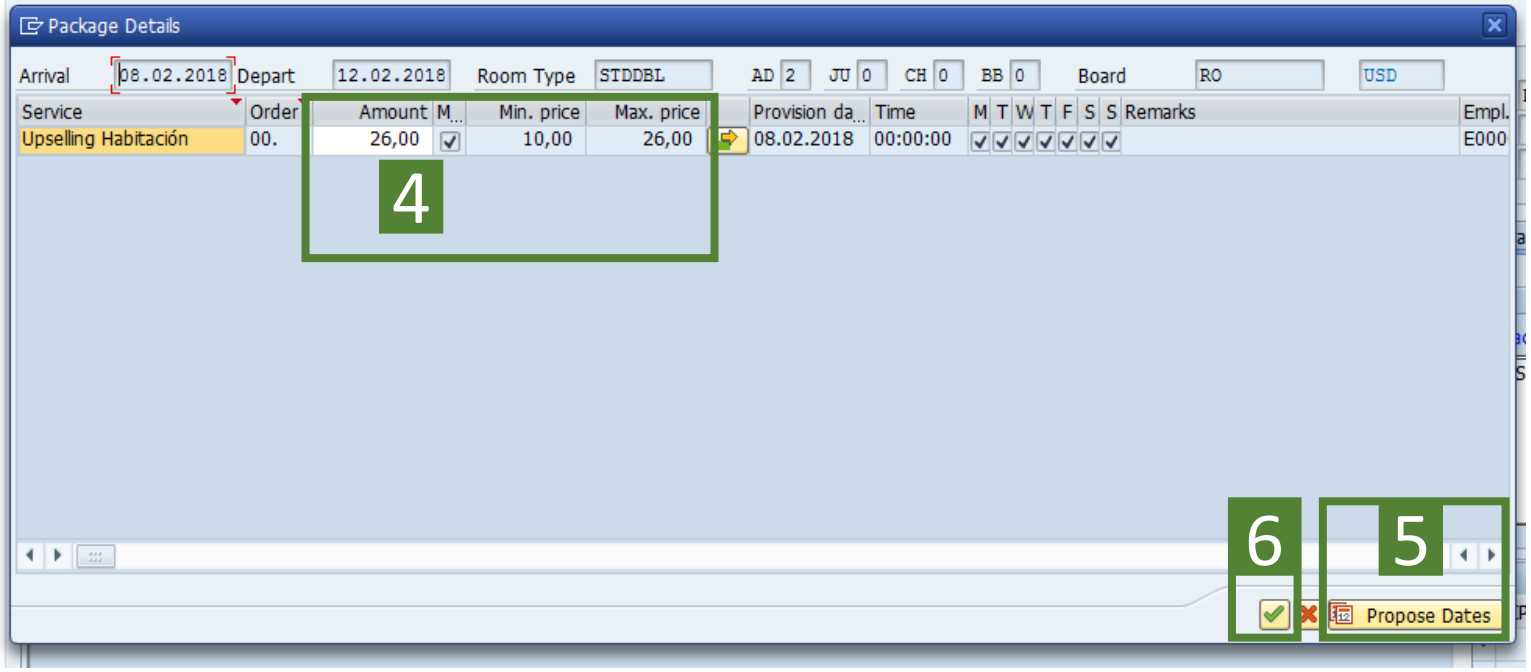
3) By default the price that appears is the price called “amount” (medium).



4) Keep the “Medium” price or overwrite it with the minimum or maximum price.

5) Click on **“Propose Dates”**.

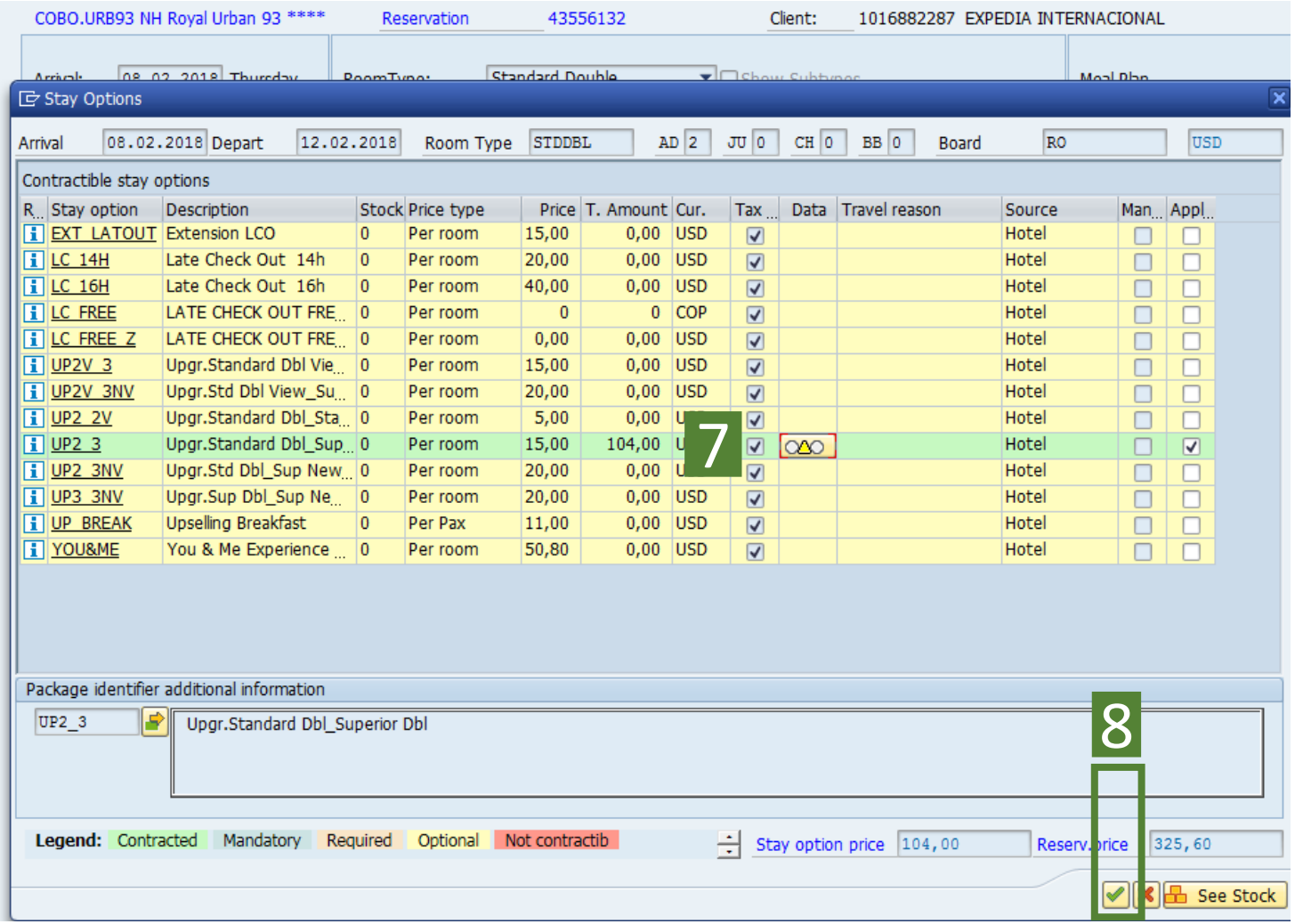
6) Click ✓



ROOM

7) The price is updated.

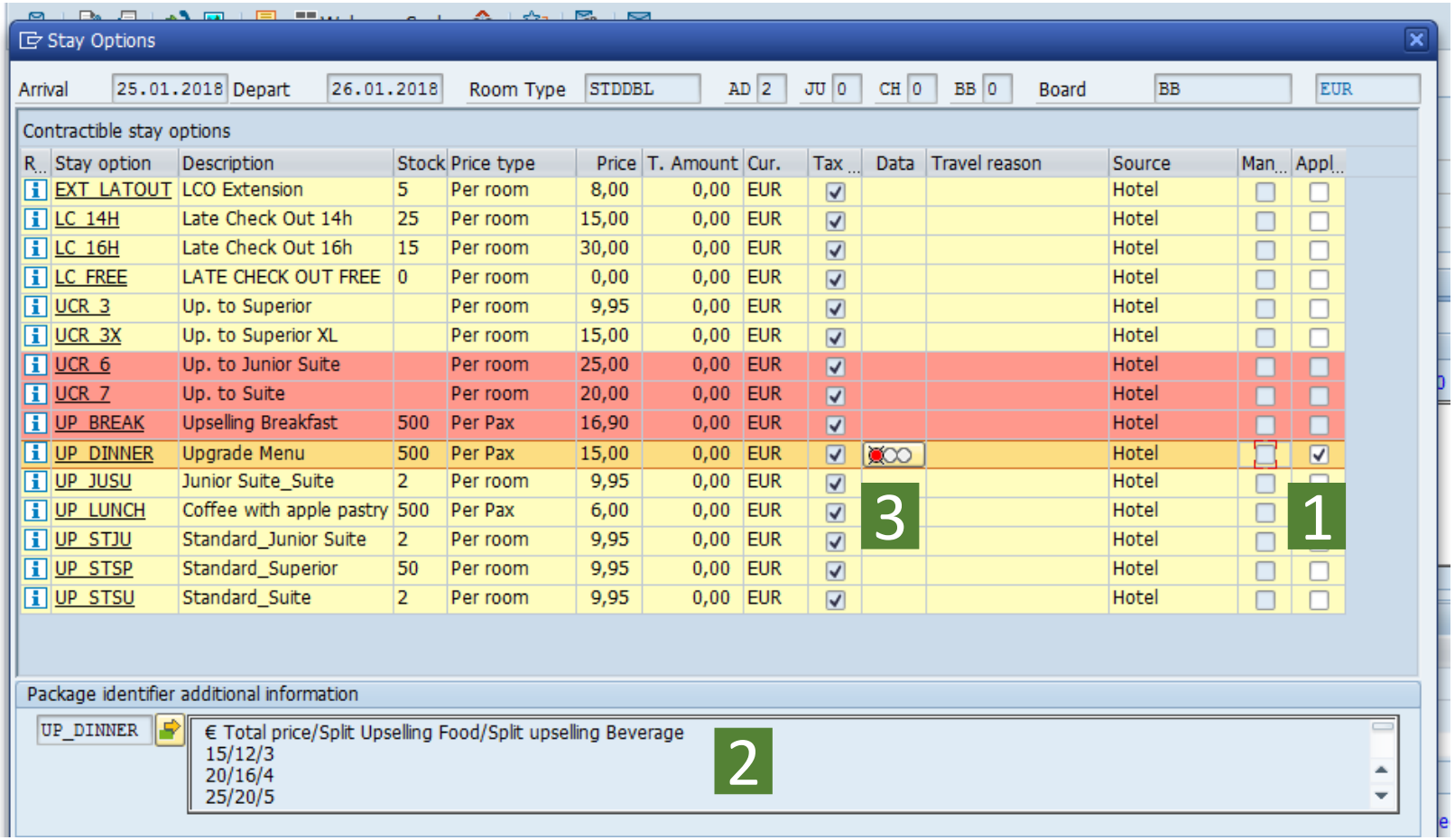
8) Click ✓



Upselling Stay options price selection: Lunch / Dinner

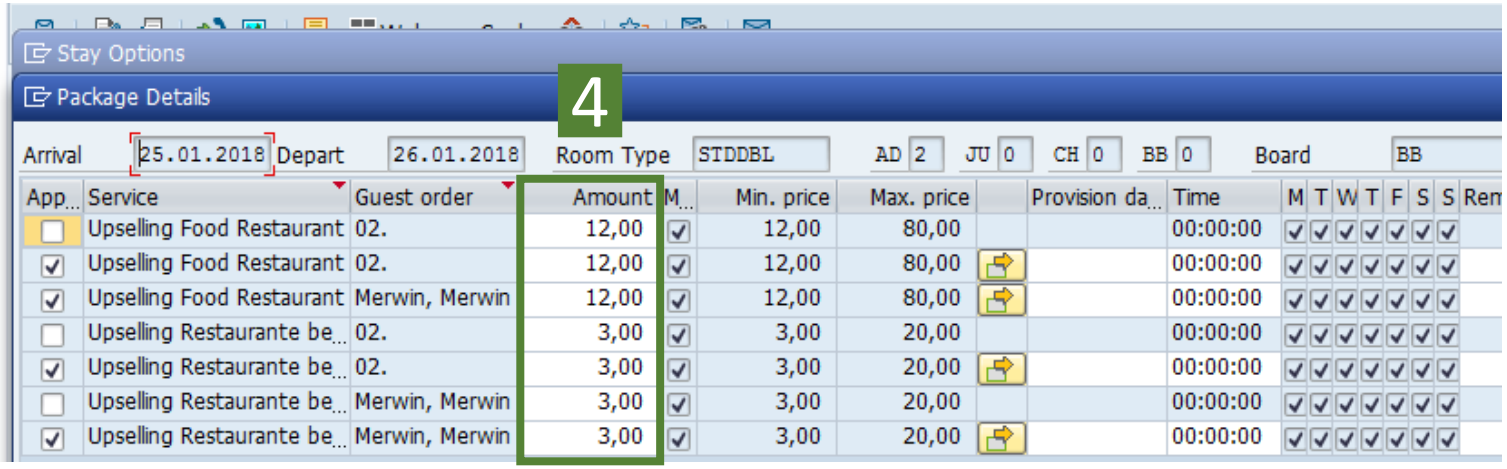
LUNCH / DINNER

1) Select the stay option.
2) Check the price you will apply (for food and for beverage).
3) Click on the red button.



LUNCH / DINNER

4. By default the price that appears is the price called “amount” (medium).



4) Keep the “Medium” price or overwrite it with a price between minimum or maximum price for each guest and date.

5) Click ✓

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