

**TRANSPORTATION RESEARCH THESAURUS (TRT)  
TERM REVIEW FORM v2.0**

Date 6-9-10

Term **Revenue Management** (revenue sharing)

Proposed by

Citation(s)

**Definition** Revenue management has been in the hospitality spotlight since the mid 1980's; a gift from American Airlines. American successfully created, what was then called yield management, in order to compete with the deeply discounted fares of People Express airlines. The problem was fairly simple; how can we offer lower rates, to be more competitive, without reducing our total revenue 'yield'?

([http://www.htrends.com/trends-detail-sid-45863-t-](http://www.htrends.com/trends-detail-sid-45863-t-Next_Generation_Hotel_Revenue_Management_____Profit_Management_____By_Neil_Salerno.html)

[Next\\_Generation\\_Hotel\\_Revenue\\_Management\\_\\_\\_\\_\\_Profit\\_Management\\_\\_\\_\\_\\_By\\_Neil\\_Salerno.html](http://www.htrends.com/trends-detail-sid-45863-t-Next_Generation_Hotel_Revenue_Management_____Profit_Management_____By_Neil_Salerno.html))

Scope note (if needed)

Notational code

Broader term

Narrower term

Associative relationships

Related terms:

Cross-references:

USE/UF terms Yield management (Cfady)

Variant forms

Homographs

Usage/Warrant/Statistics (# of hits/search results for term in quotes, e.g., "automobile factories")

- Search term, variants, and/or synonyms identified if necessary
- Use a minimum of five sources
- Note currency of term usage

CATALOGS	TI	KW	SU	AB
<a href="#">NTL Digital Repository</a>	0(0)	40(137)	0(5)	2(0)
<a href="#">VDOT OneSearch</a>				
<a href="#">DOT HQ</a>				
<a href="#">FHWA</a>				
<a href="#">NUCAT (NUTL)</a>				
<a href="#">TranWeb (NUTL)</a>	12	77(9)	n/a	n/a
<a href="#">NTIS</a>				
<a href="#">TRIS Online</a>	34(3)	63(27)	12(6)	n/a
<a href="#">UMTRI</a>				
<a href="#">RiP</a>				
<a href="#">VDOT</a>		0(143)		

<a href="#">WorldCat</a>				
<a href="#">Google StateDOT</a>		21(220)		
<a href="#">Google Scholar</a>				
Other thesauri, taxonomies, or schemes <a href="#">LCSH</a> <a href="#">Taxonomy Warehouse</a>				

Other/Comments

**Action**     Add             Update     Decline     Remove     Park

**Type**         Preferred term     Non-preferred term