



Certified Destination Management Executive (CDME)

08 - 12 Dec 2024
Amman (Jordan)



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Ref.: 15392_306384 **Date:** 08 - 12 Dec 2024 **Location:** Amman (Jordan) **Fees:** 2900 **Euro**

Introduction:

The Certified Destination Management Executive CDME program is designed for experienced tourism professionals who want to advance their career in the industry. This program teaches you the fundamental concepts of destination management, strategic planning, stakeholder management, marketing, and leadership.

Targeted Groups:

- Tourism Professionals
- Destination Managers
- Marketing Professionals
- Business Owners

Course Objectives:

At the end of this course, participants will be able to:

- Understand the role of destination management in the tourism industry
- Develop a strategic plan for a destination
- Manage stakeholder relationships effectively
- Develop and implement a destination marketing plan
- Lead a team and manage change
- Identify and manage risks in destination management
- Understand the importance of sustainability in destination management

Targeted Competencies:

- Destination management
- Tourism industry
- Strategic planning
- Marketing
- Leadership
- Sustainability

Course Content:

Unit 1: Introduction to Destination Management

- Overview of the tourism industry
- The role of destination management
- The components of destination management
- Destination management organizations
- Destination management trends and challenges

Unit 2: Strategic Planning for Destinations

- The importance of strategic planning in destination management
- Developing a strategic plan for a destination
- Engaging stakeholders in the strategic planning process
- Implementation and evaluation of the strategic plan

Unit 3: Stakeholder Management

- Understanding stakeholder management in destination management
- Identifying and analyzing stakeholders
- Engaging stakeholders in destination management
- Effective communication and relationship building with stakeholders

Unit 4: Destination Marketing

- Developing a destination marketing plan
- The role of research in destination marketing
- Target market identification and segmentation
- The 4 Ps of marketing in destination management: product, price, promotion, and place
- Destination branding and promotion

Unit 5: Leadership in Destination Management

- Leadership styles and their impact on destination management
- Developing a leadership vision and strategy for destination management
- Managing change in destination management
- Motivating and engaging teams in destination management

Unit 6: Risk Management in Destination Management

- Identifying and assessing risks in destination management
- Developing risk management strategies
- Crisis management and communication in destination management
- The role of insurance in destination management

Unit 7: Sustainability in Destination Management

- The importance of sustainability in destination management
- Sustainable tourism principles and practices
- Sustainable destination management strategies
- Measuring and evaluating sustainable destination management



**Registration form on the :
Certified Destination Management Executive (CDME)**

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