

# Cuándo y cómo negociar los precios variables o earn-outs en M&A?

DATE: Thursday, November 13, 2025  
LOCATION: Barcelona, Cataluña, ES

## Event Description

Cuándo y cómo negociar los precios variables o earn-outs en M&A? is a premier conferences event in Barcelona. This event attracts visitors from around the world and significantly impacts local hotel demand, creating opportunities for strategic revenue management and guest experience optimization.

## Key Information

**Category:** conferences

**Importance Rank:** 28/100

**Expected Attendance:** 83 people

**Event ID:** AA6YMHuusAm6KcpSdA

## Hotel Demand Indicators

**ADR Impact Index:** 3.9x baseline (varies by property tier & location)

**Occupancy Impact:** +60 percentage points over baseline

**Booking Lead Time:** Demand begins 30 days before event

**Impact Radius:** 15km from venue

**Estimated Room Nights:** 33 across all properties

*Note: Actual impact varies by property location, star rating, and local market conditions.*