

# Learn the Art of Negotiation in Indian Business

DATE: Monday, October 13, 2025  
LOCATION: Melbourne, Victoria, AU

## Event Description

Learn the Art of Negotiation in Indian Business is a premier expos event in Melbourne. 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:** expos

**Importance Rank:** 43/100

**Expected Attendance:** 423 people

**Event ID:** FArM8TnsKCWpLiB4it

## Hotel Demand Indicators

**ADR Impact Index:** 5.2x 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:** 169 across all properties

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