

## بحث رقم ٣

### **Post-revolution downturn management: The case of Egyptian small hotels.**

#### **ABSTRACT**

The aim of this study is to examine practices that Egyptian small hotels used to manage post-revolution downturn. The research by nature is a qualitative study. The empirical portion of this research was formed around semi-structured interviews. The interviewees are owners and General Manager of twenty two different small hotels operating in Great Cairo; the interview themes were focused on finding the effect of economic downturn and what small hotels do to manage downturn. The findings demonstrated that declines in sales and profitability are considered the most important challenge facing investigated hotel managers or owners, practices used to manage downturn focused on cutting costs; mainly employees' costs such as salaries, benefits and training and development are considered the largest cost to be cut.

**Keywords:** post-revolution, downturn management, small hotels, Egypt, human resources, working capital management (WCM).