Q.1. Explain how yield management enhances forecasting and seasonal pricing of inventory in hotel industry.

\[ (5+5=10) \]

OR

“Applying yield management improvises the co-ordination between front office and sales department”. Justify.

\[ (10) \]

Q.2. Write short notes on the following:
(a) Capacity Management
(b) Duration control

\[ (5+5=10) \]

Q.3. (a) State three different formulas to calculate yield statistics.

\[ (2+2+1=5) \]

(b) State two types of formula to calculate equivalent occupancy.

\[ (2 \frac{1}{2} + 2 \frac{1}{2} = 5) \]

Q.4. Discuss the reports generated by the revenue management software.

OR

Give formula for the following:
(a) Rate Spread
(b) CMRw
(c) Potential average rate

\[ (3+4+3=10) \]

Q.5. What strategies will you adopt when room demand is low?

\[ (10) \]

Q.6. Define Timeshare. Explain the types of timeshare business.

\[ (2+8=10) \]
Q.7. Highlight the historical development of timeshare and condominium business in India.

OR

Elaborate on the facilities offered by Condominium resorts to their guests.  

(10)

Q.8. Write an essay on the Resort Condominium International.  

(10)

Q.9. Throw light on the Government’s role towards enhancing the timeshare business in India.

OR

What is a referral group? How does it function?  

(4+6=10)

Q.10. Match the following:

(a) Room  
(b) I would like a room  
(c) For one night  
(d) With 2 beds  
(e) A wake-up call at 8 am  
(f) What is the check-out time  
(g) To pay my bill  
(h) First floor  
(i) Swimming pool  
(j) The bill is incorrect

(i) être réveillé a huit heures  
(ii) premier étage  
(iii) Quelle est l'heure limite d'occupation?  
(iv) Je voudrais une chambre  
(v) Chambre  
(vi) L'addition n'est pas correcte  
(vii) à deux lits  
(viii) Pour une nuit  
(ix) régler mon compte  
(x) une piscine

(10x1=10)

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