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**BACHELOR IN HOTEL MANAGEMENT (BIHM)**

**Term-End Examination**

**June, 2015**

**BHY-051 : SPECIALISATION IN ROOM DIVISION  
MANAGEMENT**

*Time : 3 hours*

*Maximum Marks : 100*

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**Note :** *All questions carry equal marks. Attempt any five questions.*

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1. List and explain the business tactics used by Front Office Managers for maximizing occupancy and increasing revenue during low demand period for both transient and group business. 20
  
2. Explain how revenue management decisions are affected by : 10+10=20
  - (a) Group room sales
  - (b) Food and beverage activity.
  
3. Write short notes on : 5x4=20
  - (a) Condominium International
  - (b) RCI
  - (c) Condominium concept in India.
  - (d) Role of Government of India in Time share business.

4. (a) Explain the features of flexible budget in comparison to fixed budget. **10+10=20**  
(b) What are the objectives of budgetary control ?
5. (a) State the forecast formula and explain the individual components that are used in it.  
(b) What precautions hotel should take to prevent no - shows and skippers ? **10+10=20**
6. What are the advantages and disadvantages of time share business ? **20**
7. What is yield management ? What are the concepts applicable to room division ? **20**
8. Differentiate between : **4x5=20**  
(a) Discount and allowance.  
(b) Over stay and early departures.  
(c) Cheque and travellers cheque.  
(d) Guest ledger and city ledger  
(e) Rev PAR and ADR
9. What are the three popular approaches to pricing rooms ? Explain. **20**
10. Draw a neat format of a weekly forecast form. **20**
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