

**BACHELOR IN HOTEL MANAGEMENT  
(BIHM)**

**Term-End Examination**

**December, 2017**

00033

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

*Time : 3 hours*

*Maximum Marks : 100*

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*Note : (i) Attempt any five questions.*

*(ii) All questions carry equal marks.*

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1. What is Night Auditing ? Discuss its importance in revenue control. 20
  
2. Explain any two : 10x2=20
  - (a) Hubbart formulae
  - (b) Performance Report
  - (c) Sales Strategy
  
3. List and explain duties and responsibilities of 'manager on duty' in Night Auditing Department. 20
  
4. Discuss the management of supplies and inventories in House Keeping Deptt. 20
  
5. Discuss strategies to maximise hotel occupancy and increase sales. 20

6. Discuss budgeting as an important tool for control on Rooms, Division, giving examples. 20
  7. Explain the procedure for Foreign Exchange Encashment, giving licenses and documents used. 20
  8. What measures are taken by a hotel to ensure safety and security of guests as well as hotel facilities ? 20
  9. Write notes on **any two** : 20
    - (a) Authorised exchange agencies
    - (b) Yield and revenue
    - (c) Room rate fixation
  10. Explain how property management systems can be integrated with other hotel systems. 20
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