



MAO-010-004508 Seat No. _____

Bachelor of Hotel & Tourism Management

(Sem. V) Examination

October / November – 2016

Time Share Management - 5.6.E.3

(Old Course)

Faculty Code : 010

Subject Code : 004508

Time : 3 Hours]

[Total Marks : 70

Instructions : (1) Q. 1 is compulsory. Attempt any four questions from Q. 2 to Q. 7.

(2) The marks are assigned in front of the questions.

1 Fill in the blanks : **14×1=14**

(a) Once the successful candidate has been selected, it is important to plan an _____ for the new recruit.

(b) ARDA stands for _____

(c) Timeshare industry is also known as _____

(d) RCI stands for _____

(e) _____ is an example of Timeshare Company.

(f) _____ and _____ are two largest exchange companies for Timeshare ownership.

(g) RCI was created by _____ and _____.

(h) _____ involves broadening the scope of jobs.

(i) From the service prospective 3 Ps stands for _____, _____ and _____.

(j) OPC stands for _____.

2 Discuss the twelve steps in sales process. **14**

3 What are vacation owner, timeshare location and market segment explain in detail. **14**

- 4 How do you differentiate between Points V/s Weeks? 14
 - 5 What are the roles of Exchange of Companies? 14
 - 6 What is Fractional Ownership? What are the benefits and drawbacks of Fractional Ownership? 14
 - 7 Write a detailed note on financing and tax information in relation to the Time Share. 14
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