



HCQ-010-004508

Seat No. _____

Third Year B. H. T. M. (Sem. V) (CBCS) Examination

October – 2017

5.6.E.3 : Time Share Management
(New Course)

Faculty Code : 010

Subject Code : 004508

Time : 3 Hours]

[Total Marks : 70

- Instructions :**
- (1) Attempt all the questions. Attempt any two sub questions out of three in all major questions.
 - (2) The maximum marks are assigned in front of each question.
 - (3) Headings and sub headings for all the answers are 100% required.

- 1** (a) What is a time share ? Explain its types with examples. **14**
- (b) The role of timeshare to support regular travelers from different angles.
- (c) Narrate the history of timeshare with the properties and groups involved in the success of the program.
- 2** (a) How to estimate the cost of a timeshare ? Explain its components. **14**
- (b) What is Fractional ownership ? Explain with examples.
- (c) Explain how the timeshare concept promoted the resort business.
- 3** (a) When to purchase shares from a developer and why ? **14**
- (b) Explain in detail the Financing on timeshare.
- (c) Explain the following exchanging of timeshare week, exchange of companies.

- 4 (a) What is RED, WHITE and BLUE classification ? 14
Explain with different examples.
- (b) What are Fixed weeks and Floating weeks ?
- (c) Explain any International Timeshare company, the marketing strategy and working style.
- 5 (a) Realistic timeshare exchange expectations, principles. 14
- (b) List down the 6 exchanging timeshare tips for maximum profit.
- (c) Explain in detail the Timeshare Marketing Segment.
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