



AJEENKYA

D Y PATIL UNIVERSITY

End Term Examination (December 2019)

School: Hotel Management

Program: BSCh&HA

Course: Accommodation Management

Course Code: HOM206

Semester: III

Max Marks: 50

Duration (mins): 120

Q.1. Define the following. (Any 5) (10)

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|-----------------------|------------------------|
| 1. Guest ledger | 2. Folio |
| 3. Allowance | 4. Guest account |
| 5. Triad color scheme | 6. Calendaring machine |
| 7. Intensity | 8. Secondary color |

Q.2. Draw the formats. (Any2) (10)

1. Visitors paid out
2. Allowance voucher
3. Cash receipt voucher

Q.3. Write short Notes. (Any 2) (20)

1. Importance of Yield Management
2. Related color scheme
3. Laundry equipments

Q.4. Answer in brief. (Any 1) (10)

1. What are the various sales techniques used by front office ?
2. Explain the process of night audit ?