

1. Insurance cover of a passenger covers except :
- (1) Protection against bankruptcy of travel agent
 - (2) Repatriation and search and rescue
 - (3) Hi-Jacking
 - (4) Accidents caused due to air sports
2. Miscellaneous Charge Order (MCO) of Air Ticket include :
- (1) Validity of one year from the date of its issue and is not transferable
 - (2) Validity of six months from date of its issue and is transferable
 - (3) Validity of one and half months from the date of its issue and is transferable
 - (4) Validity of one and half months from the date of its issue and is non-transferable
3. In which century did Thomas Cook's tours start in India :
- (1) Seventeenth Century
 - (2) Eighteenth Century
 - (3) Nineteenth Century
 - (4) Twentieth Century
4. Match the following :
- | | | | |
|-----|---------------------|----|------|
| I | Chicago Convention | a. | 1956 |
| II | CMR Convention | b. | 1944 |
| III | Warshaw Convention | c. | 1999 |
| IV | Montreal Convention | d. | 1929 |
-
- | | | | | |
|-----|---|----|-----|----|
| | I | II | III | IV |
| (1) | b | a | c | d |
| (2) | b | a | d | c |
| (3) | c | d | a | b |
| (4) | d | c | b | a |

5. ASTA stands for what ?
- (1) American Society of Tour Agents
 - (2) American Society of Tourism Agents
 - (3) Australian Society of Travel Agents
 - (4) American Society of Travel Agents
6. Baggage agreements is included in :
- (1) The front section of OAG
 - (2) The flight schedule section
 - (3) The bank section of OAG
 - (4) Miscellaneous section of OAG
7. The trip which originates and ends at Sydney is called
- (1) Round Trip
 - (2) Circle Trip
 - (3) Excursion Trip
 - (4) RTW Trip
8. Frequent flier programme was launched in 1981 by :
- (1) British Airways
 - (2) Delta Airlines
 - (3) American Airlines
 - (4) Air Canada
9. To give advice to potential customers on the merits of destination is task of
- (1) Travel Consolidators
 - (2) Wholesalers
 - (3) Travel Agents
 - (4) Intermediators

10. Match the following :

- | | | | |
|-----|----------------|----|--|
| I | Joint fare | a. | are lower priced fares that involve restrictions like advance purchase, time of year, minimum/maximum stay, etc. |
| II | Excursion fare | b. | are offered by airlines that have some sort of partner relationship on select routes |
| III | Thorough fare | c. | is a fare to a destination reached by traveling through a gateway city |
| IV | APEX fare | d. | are discounted international fares with non-refundable, change fees are just a few of the possible restrictions |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | d | c | a | b |
| (3) | d | b | c | b |
| (4) | d | a | b | c |

11. CCU is the code of

- (1) Chattrapathi Shivaji International Airport
- (2) Netaji Subhash Chandra Bose International Airport
- (3) Meenambarkkam International Airport
- (4) Indira Gandhi International Airport

12. A manual published by IATA every year is

- (1) Travel Information Manual
- (2) World Air Transport Statistics
- (3) OAG
- (4) Tourism Highlights

13. Match the following :

- | | | | |
|-----|-------------------|----|-----|
| I | Japan Yen | a. | CHF |
| II | Euro | b. | EUR |
| III | Switzerland Franc | c. | JPY |
| IV | Seychelles Rupee | d. | SCR |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | d | a | b | c |
| (2) | a | b | c | d |
| (3) | c | b | a | d |
| (4) | d | c | b | a |

14. Frankfurt Airport is hub of

- (1) Qatar Airways
- (2) Lufthansa Airline
- (3) Finnair
- (4) Air India

15. Match the following :

- | | | | |
|-----|---------------------------|----|---|
| I | Accounting Rate of Return | a. | Indicates the number of years within which project cash flows recover the initial capital cost |
| II | Internal Rate of Return | b. | Value obtained after netting the present value of cash inflows and outflows |
| III | Net Present Value | c. | If cash inflows and outflows are discounted by a particular rate and, as a result, the cumulative present value of outflows are equal to the cumulative present value of inflows, the rate at which discounting was done. |
| IV | Payback period | d. | A measure obtained by stating the average annual profit as a percentage of the average investment. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | a | b | d | c |
| (3) | c | d | b | a |
| (4) | d | c | b | a |

16. The only viable goal of financial management is

- | | |
|-------------------------|-------------------------|
| (1) Profit Maximization | (2) Wealth Maximization |
| (3) Sales Maximization | (4) Asset Maximization |

17. The process of selection of long term investment projects is known as :

- | | |
|-----------------------|--------------------|
| (1) Buy Out | (2) Call Provision |
| (3) Capital Budgeting | (4) Clearing Float |

18. The minimum amount of current assets required for carrying out business activities uniformly throughout the year, without any interruption and on a continuous basis is known as
- (1) Negative working Capital
 - (2) Positive working Capital
 - (3) Gross Working Capital
 - (4) Permanent Working Capital
19. The statement which is prepared to check the accounting accuracy is known as :
- (1) Trading Account
 - (2) Profit & Loss Account
 - (3) Trial Balance
 - (4) Balance Sheet
20. Corporate's net profit distributed among shareholders is known as
- | | |
|--------------|------------------|
| (1) Dividend | (2) Brokerage |
| (3) Profit | (4) Profit Share |
21. A statement designed to show how changes in financial statements such as income statement and balance sheet affect cash and cash equivalents. The statement is divided into three segments namely operating activities, investing activities, and financing activities. This type of statement is known as :
- | | |
|---------------------------|--------------------------|
| (1) Fund flow statement | (2) Cash flow statement |
| (3) Assets flow statement | (4) Stock flow statement |
22. The Dividend payout ratio is equal to
- (1) The dividend yield plus the capital gains yield.
 - (2) Dividends per share divided by earnings per share.
 - (3) Dividends per share divided by par value per share.
 - (4) Dividends per share divided by current price per share.

23. Which of the following examples best represents a passive dividend policy ?

- (1) The firm sets a policy such that the proportion of dividends paid from net income remains constant.
- (2) The firm pays dividends with what remains of net income after taking acceptable investment projects.
- (3) The firm sets a policy such that the quantity of dividend paid from net income remains constant.
- (4) All above are the examples of various passive dividend policies.

24. Match the following regarding evolution of tourism marketing :

- | | | | |
|-----|----------------------------|----|-------|
| I | Boosterism Approach | a. | 1990s |
| II | Economic planning approach | b. | 1960s |
| III | Spatial Approach | c. | 1980s |
| IV | Sustainable Approach | d. | 1950s |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | c | b | d |
| (2) | c | b | d | a |
| (3) | d | b | c | a |
| (4) | a | b | c | d |

25. Which one is the external factor of an organization in tourism marketing system :

- | | |
|---------------------|---------------|
| (1) Philosophy | (2) Approach |
| (3) Interest groups | (4) Strengths |

26. Which of the following is not true for demand forecasting ?
- (1) The underlying casual system will remain same in the future
 - (2) Forecast for group of items is accurate than individual item
 - (3) Short range forecasts are less accurate than long range forecasts
 - (4) Forecasts are rarely perfect
27. What is the last stage of the consumer decision process ?
- (1) Problem Recognition
 - (2) Alternative evaluation
 - (3) Post purchase behaviour
 - (4) Purchase
28. Which one is not part of Cohen's classification of tourist :
- (1) Organised mass tourist
 - (2) Explorers
 - (3) Drifters
 - (4) Mid-Centric
29. Profits related to new product in its introductory stage are
- (1) Negative
 - (2) Continuously rising
 - (3) Higher
 - (4) Declining
30. New product pricing strategy through which companies set lower prices to gain large market share is classified as
- (1) Optional product pricing
 - (2) Skimming pricing
 - (3) Penetration Pricing
 - (4) Captive product pricing
31. Process of manage information about customer's to maximize loyalty is said to be
- (1) Company relationship management
 - (2) Supplier management
 - (3) Retailer
 - (4) Customer relationship management
32. Concept of product mix which refers to wide range of product lines carried by company is classified as
- (1) Width of product mix
 - (2) Length of product mix
 - (3) Depth of product mix
 - (4) Consistency of product mix

33. Match the following

- | | | | | |
|-----|------------------------|--------|----|--|
| I | Stratified
Sampling | Random | a. | The entire population is arranged in a particular order according to a design |
| II | Systematic Sampling | | b. | The entire population is divided into various clusters in such a way that the elements within the clusters are heterogeneous |
| III | Cluster Sampling | | c. | The sample is selected on the basis of certain demographic characteristics such as age, gender, occupation etc |
| IV | Quota Sampling | | d. | The entire population is divided into strata which are mutually exclusive and collectively exhaustive. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | d | b | a | c |
| (3) | c | a | b | d |
| (4) | d | a | b | c |

34. Match the following

	Type of Measurement	of	Type of Descriptive Analysis
I	Nominal	a.	Frequency table, Proportion percentages, Mode
II	Ordinal	b.	Median, Quartiles, Percentiles, Rank order correlation
III	Interval	c.	Arithmetic mean, Correlation coefficient
IV	Ratio	d.	Index numbers, Geometric mean, Harmonic mean

	I	II	III	IV
(1)	a	b	c	d
(2)	d	b	a	c
(3)	c	a	b	d
(4)	d	a	b	c

35. Independent variables that are not related to the purpose of the study, but may affect the dependent variables are termed as ?

- (1) Extraneous Variables
- (2) Intrinsic Variables
- (3) Primary Variables
- (4) Secondary Variables

36. The studies which are concerned with describing the characteristics of a particular individual or of a group is called as ?

- | | |
|--------------------------|--------------------------|
| (1) Elaborative Research | (2) Exploratory Research |
| (3) Descriptive Research | (4) Diagnostic Research |

- 37.** The Scale which have an absolute or true zero of measurement is known as
- (1) Ratio Scale (2) Ordinal Scale
(3) Interval Scale (4) Nominal Scale
- 38.** The technique which involves studying a previously recorded or reported communication and systematically and objectively breaking it up into more manageable units that are related to the topic under study is called as
- (1) Historical Analysis
(2) Content Analysis
(3) Previous Analysis
(4) Systematic Analysis
- 39.** The study which do not require any assumption regarding the shape of the population distribution from where the sample is drawn.
- (1) Parametric Tests
(2) Non-Parametric Tests
(3) Chi-Square Test
(4) T-Test
- 40.** The test which measures the degree of association between two or more set of variables ?
- (1) Regression (2) T-Test
(3) Correlation (4) F-Test
- 41.** A multivariate statistical technique in which there is no distinction between dependent and independent variable is known as
- (1) Factor Analysis (2) U Test
(3) Z Test (4) MANCOVA

42. The null hypothesis is accepted when false; the research is committing an error called as ?
- (1) Type I Error (2) Type III Error
(3) Type II Error (4) Type IV Error
43. Which of the following is the correct definition of Hypothesis ?
- (1) A statement or an assumption regarding population which is true
(2) A statement or an assumption regarding population which is false
(3) A statement or an assumption regarding population which is measured in quantity
(4) A statement or an assumption regarding population which may or may not be true
44. An alternative to a t test for testing the equality of means of two independent samples.
- (1) F Test (2) Z Test
(3) Mann Whitney U Test (4) ANOVA
45. Non-parametric tests are also called as ?
- (1) Distribution Test (2) Distribution Free Test
(3) Distribution Inclusive Test (4) Distribution Increase Test
46. Any group of people or objects that form the subject of study in a particular survey is known as
- (1) Sample (2) Sample Distribution
(3) Population (4) Population Distribution
47. When political and social philosophy promotes retaining traditional social institutions in context of culture and civilisation, that planning ideology is called
- (1) Anarchism (2) Communism
(3) Conservatism (4) Fascism

48. Match the following :

I	National Committee on Tourism	a.	1986
II	Incredible India campaign	b.	2002
III	Visit India campaign	c.	2009
IV	Tourism 11th Five Year Plan	d.	2007

	I	II	III	IV
(1)	a	b	c	d
(2)	d	c	b	a
(3)	c	b	a	d
(4)	d	a	b	c

49. In terms of tourism planning, what is Economic planning ?

- (1) Based on economic and regional development where the state is involved in managing the economy and economic analysis is used to make and evaluate planning decisions
- (2) Tourism is viewed uncritically as a means to enhance the profile of the destination
- (3) Where land use zoning and the use of geographical information systems (GIS) is dominant
- (4) Where tourism plans take account of the views of the host community, often being developed from the community upwards

50. First step in planning process is

- | | |
|---------------------------|-------------------------------------|
| (1) Evaluate alternatives | (2) Determine strength and weakness |
| (3) Set an objective | (4) Pre-plan formulation |

51. The most important parts of a feasibility report are :

- I cost-benefit analysis
- II statement of the objective of the proposed system
- III who will supply equipment for implementing the system
- IV organizational changes needed to successfully implement the system

(1) I & II

(2) I, II & III

(3) I & IV

(4) I, II & IV

52. By technical feasibility of a solution we mean that :

- (1) technology is available to implement it
- (2) persons are available to implement it
- (3) persons have technical ability to implement it
- (4) funds are available to implement it

53. What does TIES stand for ?

- (1) Tourism International Ecotourism Seminar
- (2) The International Ecotourism Society
- (3) The International Ecology Society
- (4) Tourism International! Environment Society

54. The optimum level of development and use of attraction features, facilities and services is called :
- (1) Feasibility analysis
 - (2) Carrying capacity analysis
 - (3) Economic analysis
 - (4) Final analysis
55. Which of the following is not a colour of Indian passport :
- (1) Navy Blue
 - (2) Maroon
 - (3) White
 - (4) Red
56. Union Home Ministry has rename the tourist visa-on-arrival scheme as :
- (1) e-tourist visa
 - (2) e- arrival visa
 - (3) tourist e-visa
 - (4) arrival e-visa
57. India was re-elected on the executive board of which body Nov. 2017 :
- (1) UNESCO
 - (2) UNDP
 - (3) UNICEF
 - (4) UNAID
58. Where is the famous Sri Ranganathanaswamy temple located :
- (1) Kerala
 - (2) Karnataka
 - (3) Tamil Nadu
 - (4) Telangana

59. Match the following :

I	Bandipur National Park	a.	Jharkhand
II	Betla National Park	b.	Karnataka
III	Dachigam National Park	c.	Madhya Pradesh
IV	Kanha National Park	d.	Jammu & Kashmir

	I	II	III	IV
(1)	a	b	c	d
(2)	b	a	d	c
(3)	d	c	b	a
(4)	a	b	d	c

60. Delegation of decision-making power down the chain of command is termed as :

- (1) Vertical Decentralization
- (2) Horizontal Decentralization
- (3) Horizontal Centralization
- (4) Vertical Centralization

61. The act of establishing a network of contacts both within & with outsiders is considered as :

- (1) Leader Role
- (2) Figurehead Role
- (3) Liaison Role
- (4) Monitor Role

62. It is an ability to visualize the organization as a whole system and form an image and develop vision in the context of the future environment. Such Managerial skills are called as :

- (1) Conceptual Skills
- (2) Analytical Skills
- (3) Human Relations and Behavioral Skills
- (4) Administrative skills

63. A reduction in the existing line of business by dropping some profitable product or service is termed as :

- (1) External Growth Strategy
- (2) Retrenchment Strategy
- (3) Combination Strategy
- (4) Diversification Strategy

64. Match the following :

- | | | | | |
|-----|-----------------------|------|----|--|
| I | Top
Approach | Down | a. | Top level of management provide guidelines parameters and limitations under which middle and lower level managers formulate tentative plans to be sent to higher level for review and approval |
| II | Bottom-up
Approach | | b. | All types of planning is done at the top of hierarchy and implementation is done at lower levels of management |
| III | Composite
Approach | | c. | It involves lower levels of management into planning which is later communicated to higher levels for review and approval |
| IV | Team Approach | | d. | More managers are involved in planning process to be sent to chief executive for review and approval |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | c | a | d |
| (3) | c | d | b | a |
| (4) | b | c | d | a |

65. Theory X and Theory Y of Motivation are given by :
- (1) Abraham Maslow
 - (2) Douglas McGregor
 - (3) Clayton Alderfer
 - (4) Herzberg
66. The theory of motivation which is based on the "Law of Effect" that states behavior with positive consequences tends to be repeated but with negative consequences tends not to be repeated is termed as :
- (1) Reinforcement Theory
 - (2) Equity Theory
 - (3) Expectancy Theory
 - (4) ERG Theory of Motivation
67. The leadership style where leaders have no authority and responsibility and the subordinates themselves take decisions for which they get authority is known as :
- (1) Democratic Leadership Style
 - (2) Autocratic Leadership Style
 - (3) Laissez Faire Leadership Style
 - (4) Task Oriented Leadership Style
68. The leadership theory that seeks to determine the universal personal traits of effective leaders is known as :
- (1) Behavior Theory
 - (2) Trait Theory
 - (3) Situational Theory
 - (4) The Followers Acceptance Theory

69. The participative approach to management that brings in involvement and commitment of employees of the organization to contribute their best to organizational goals :

- | | |
|-------------------------|-----------------------|
| (1) Japanese Management | (2) Korean Management |
| (3) Chinese Management | (4) Thai Management |

70. Full form of EDP is :

- (1) Electronic Data Programming
- (2) Electronic Data Processing
- (3) Electronic Departmental Programming
- (4) Electronic Division Processing

71. Transmission of message in words or in any other way is called :

- | | |
|--------------|---------------|
| (1) Feedback | (2) Receiving |
| (3) Decoding | (4) Encoding |

72. Match the following :

- | | | | |
|-----|--------------------------|----|---|
| I | Downward Communication | a. | Flow of information amongst people of different departments or different levels |
| II | Horizontal Communication | b. | Flow of information from the lower levels of the organization to the higher levels of authority |
| III | Diagonal Communication | c. | The flow of communication from the top management downward to the operating level |
| IV | Upward Communication | d. | Communication between departments people on the same level of managerial hierarchy of an organization |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | d | a | c |
| (2) | d | c | a | b |
| (3) | c | d | a | b |
| (4) | c | b | d | a |

73. The deliberate filtering of the message by the sender where he may hear, see or read only that part of the message which is valuable to his are called :

- (1) Perpetual Barriers (2) Status Barriers
(3) Inattention Barriers (4) Language Barriers

74. Concurrent control is

- (1) Real Time Control (2) Pre-Control
(3) Post-Control (4) Untimely Control

75. Match the following :

	Type of Hotel	Description
I	Boutique Hotel	a. Hotels which are smaller and offer well designed rooms, sometimes along a certain theme.
II	Motel	b. Hotel which provide casino facility along with accommodation.
III	Casino Hotel	c. One brand allows the another brand to use its logo, name, systems, and resources in exchange of fee.
IV	Franchise hotel	d. Hotels in locations with convenient access to main roads, highways, attractions or shopping malls.

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | c | d | a |
| (3) | a | d | b | c |
| (4) | d | a | b | c |

- 76.** Which of the following International Hotel chain is not based in U.S.A ?
- (1) Intercontinental Hotels Group. (2) Marriott International.
 (3) Carlson Hospitality Worldwide. (4) Hyatt International.
- 77.** 'The rate at which a hotel sells its rooms when no discount of any kind are offered to the guest.' Which type of rate is it :
- (1) Hurdle Rate (2) Rack Rate
 (3) Corporate Rate (4) Package Rate
- 78.** Where is the headquarter of Accor Group of Hotels located ?
- (1) Chicago, U.S.A. (2) Paris, France
 (3) Washington DC. U. S. A. (4) Hannover, Germany
- 79.** McDonald's, KFC and Pizza Hut fall under which category of outlets ?
- (1) Coffee Shop (2) Quick Service Restaurants
 (3) Fine Dining (4) Kiosk
- 80.** Match the following :
- | Type of Plan | | Description |
|--------------|------------------------|---|
| I | European Plan | a. Continental Breakfast included in the room price. |
| II | Continental Plan | b. Continental or full breakfast and dinner included in the room price. |
| III | Modified American Plan | c. Room only, no meals. |
| IV | American Plan | d. Continental or full breakfast, lunch, and dinner included in the room price. |
-
- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | c | a | b | d |
| (3) | b | c | d | a |
| (4) | d | b | a | c |

- 81.** The minimum size of bedroom excluding bathroom in a five star and five star deluxe hotel in sq. ft. should be :
- (1) 120 (2) 140
(3) 200 (4) 220
- 82.** Which of these is not a member of HRACC :
- (1) Representative of HAI
(2) Representative of IATO
(3) Representative of IATA
(4) Representative of TAAI
- 83.** According to the latest guidelines by ministry of tourism, the minimum percentage of skilled staff required for five star and five star deluxe properties is :
- (1) 20% (2) 30%
(3) 40% (4) 60%
- 84.** What is the meaning of shoulder season in vacation ownership properties :
- (1) Period of time when the purchase of a unit is most costly.
(2) Period of time when the purchase of a unit is least costly.
(3) Period of time when between high and low seasons.
(4) None of the above.

85. Match the following :

	Organization	Year of establishment
I	IATA	a. 1966
II	PATA	b. 1945
II	WTO	c. 1951
I		
I	UFTAA	d. 1975
V		

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	c	d	a
(4)	b	d	a	c

86. Amtrak was formed in which year :

- | | |
|----------|----------|
| (1) 1978 | (2) 1971 |
| (3) 1975 | (4) 1960 |

87. As per the National Tourism Awards 2015-16, which railway station has been conferred with the award of Tourist friendly railway station :

- | | |
|---------------|--------------|
| (1) New Delhi | (2) Varanasi |
| (3) Jaipur | (4) Ujjain |

88. In which year, the rail link was introduced between Liverpool and Manchester :

- (1) 1830 (2) 1845
(3) 1860 (4) 1875

89. Match the following :

	Railway Zone		Head quarter
I	North East Frontier Railway	a.	Delhi
II	Northern Railway	b.	Gorakhpur
III	North Eastern	c.	Guwahati
IV	North Central	d.	Allahabad

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | c | a | b | d |
| (2) | c | a | d | b |
| (3) | a | b | c | d |
| (4) | b | d | a | c |

90. The first scheduled airline service in India was started by the Aviation Department of Tatas on :

- (1) 15 October, 1931
(2) 12 January, 1932
(3) 15 October, 1932
(4) 20 September, 1933

91. Which State Tourism Corporation had launched super deluxe luxury train- The Deccan Odyssey in association with Indian Railways and Ministry of Tourism :

- (1) Karnataka
- (2) Andhara Pradesh
- (3) Maharashtra
- (4) Tamil Nadu

92. Match the following :

	Airport		Location
I	Lohegaon Airport	a.	Mumbai
II	Bombay Airport	b.	Pune
III	Bamrauli Airport	c.	Nasik
IV	Gandhinagar Airport	d.	Allahabad

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	a	d	c
(4)	b	d	a	c

93. Which is the longest National Waterway in India :

- (1) National Waterway 1
- (2) National Waterway 2
- (3) National Waterway 3
- (4) National Waterway 4

94. The main subject of the Havana Convention (1928) was :

- (1) Use of Air Space.
- (2) Standardization of operating procedures such as ticketing and baggage.
- (3) Airline Liability
- (4) Freedom of the air.

95. The Indian Splendor Journey of Maharaja Express is operated between which cities :

- (1) Delhi to Mumbai.
- (2) Mumbai to Trivandrum
- (3) Delhi to Jaisalmer
- (4) Goa to Trivandrum.

96. Delhi, Gaya, Rajhgir/Nalanda, Varanasi/ Sarnath, Gorakhpur/ Lumbini, Kushinagar, Gonda/Saraswati, Agra, Delhi is itinerary covered by :

- (1) Buddhist Circuit Tourist Train
- (2) Bharat Dekho Tourist Train
- (3) Astha Circuit
- (4) Maharaja Express

97. Special tourist train is one of the most affordable in all inclusive tour packages covering important tourist destinations in India. It includes Shirdi-Nasik-Ahmedabad - Dwarka-Somnath- Ujjain- Indore.

- (1) Astha / Bharat Darshan
- (2) Tiger Express
- (3) Madhya Bharat
- (4) Paryatak Mitra

98. Pang Toed Chaam is a dance from :

- (1) Sikkim
- (2) West Bengal
- (3) Telangana
- (4) Assam

99. ICAO was established in :

- | | |
|----------|----------|
| (1) 1947 | (2) 1954 |
| (3) 1951 | (4) 1982 |

100. Indravati National park is in :

- (1) Gujarat
- (2) Chhattisgarh
- (3) Andaman & Nicobar
- (4) Manipur

B

1

1. CCU is the code of
 - (1) Chattrapathi Shivaji International Airport
 - (2) Netaji Subhash Chandra Bose International Airport
 - (3) Meenambarakkam International Airport
 - (4) Indira Gandhi International Airport
2. A manual published by IATA every year is
 - (1) Travel Information Manual
 - (2) World Air Transport Statistics
 - (3) OAG
 - (4) Tourism Highlights
3. Match the following :

- | | | | |
|-----|-------------------|----|-----|
| I | Japan Yen | a. | CHF |
| II | Euro | b. | EUR |
| III | Switzerland Franc | c. | JPY |
| IV | Seychelles Rupee | d. | SCR |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | d | a | b | c |
| (2) | a | b | c | d |
| (3) | c | b | a | d |
| (4) | d | c | b | a |

4. Frankfurt Airport is hub of

(1) Qatar Airways

(2) Lufthansa Airline

(3) Finnair

(4) Air India

5. Match the following :

- | | | | |
|-----|---------------------------|----|---|
| I | Accounting Rate of Return | a. | Indicates the number of years within which project cash flows recover the initial capital cost |
| II | Internal Rate of Return | b. | Value obtained after netting the present value of cash inflows and outflows |
| III | Net Present Value | c. | If cash inflows and outflows are discounted by a particular rate and, as a result, the cumulative present value of outflows are equal to the cumulative present value of inflows, the rate at which discounting was done. |
| IV | Payback period | d. | A measure obtained by stating the average annual profit as a percentage of the average investment. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | a | b | d | c |
| (3) | c | d | b | a |
| (4) | d | c | b | a |

6. The only viable goal of financial management is

(1) Profit Maximization

(2) Wealth Maximization

(3) Sales Maximization

(4) Asset Maximization

7. The process of selection of long term investment projects is known as :
- (1) Buy Out (2) Call Provision
(3) Capital Budgeting (4) Clearing Float
8. The minimum amount of current assets required for carrying out business activities uniformly throughout the year, without any interruption and on a continuous basis is known as
- (1) Negative working Capital
(2) Positive working Capital
(3) Gross Working Capital
(4) Permanent Working Capital
9. The statement which is prepared to check the accounting accuracy is known as :
- (1) Trading Account
(2) Profit & Loss Account
(3) Trial Balance
(4) Balance Sheet
10. Corporate's net profit distributed among shareholders is known as
- (1) Dividend (2) Brokerage
(3) Profit (4) Profit Share
11. Which State Tourism Corporation had launched super deluxe luxury train- The Deccan Odyssey in association with Indian Railways and Ministry of Tourism :
- (1) Karnataka
(2) Andhara Pradesh
(3) Maharashtra
(4) Tamil Nadu

12. Match the following :

	Airport		Location
I	Lohegaon Airport	a.	Mumbai
II	Bombay Airport	b.	Pune
III	Bamrauli Airport	c.	Nasik
IV	Gandhinagar Airport	d.	Allahabad

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	a	d	c
(4)	b	d	a	c

13. Which is the longest National Waterway in India :

- (1) National Waterway 1
- (2) National Waterway 2
- (3) National Waterway 3
- (4) National Waterway 4

14. The main subject of the Havana Convention (1928) was :
- (1) Use of Air Space.
 - (2) Standardization of operating procedures such as ticketing and baggage.
 - (3) Airline Liability
 - (4) Freedom of the air.
15. The Indian Splendor Journey of Maharaja Express is operated between which cities :
- (1) Delhi to Mumbai.
 - (2) Mumbai to Trivandrum
 - (3) Delhi to Jaisalmer
 - (4) Goa to Trivandrum.
16. Delhi, Gaya, Rajgir/Nalanda, Varanasi/ Sarnath, Gorakhpur/ Lumbini, Kushinagar, Gonda/Saraswati, Agra, Delhi is itinerary covered by :
- (1) Buddhist Circuit Tourist Train
 - (2) Bharat Dekho Tourist Train
 - (3) Astha Circuit
 - (4) Maharaja Express
17. Special tourist train is one of the most affordable in all inclusive tour packages covering important tourist destinations in India. It includes Shirdi-Nasik-Ahmedabad - Dwarka-Somnath- Ujjain- Indore.
- (1) Astha / Bharat Darshan
 - (2) Tiger Express
 - (3) Madhya Bharat
 - (4) Paryatak Mitra
18. Pang Toed Chaam is a dance from :
- (1) Sikkim
 - (2) West Bengal
 - (3) Telangana
 - (4) Assam

19. ICAO was established in :

- | | |
|----------|----------|
| (1) 1947 | (2) 1954 |
| (3) 1951 | (4) 1982 |

20. Indravati National park is in :

- | | |
|-----------------------|------------------|
| (1) Gujarat | (2) Chhattisgarh |
| (3) Andaman & Nicobar | (4) Manipur |

21. Transmission of message in words or in any other way is called :

- | | |
|--------------|---------------|
| (1) Feedback | (2) Receiving |
| (3) Decoding | (4) Encoding |

22. Match the following :

- | | | | |
|-----|--------------------------|----|---|
| I | Downward Communication | a. | Flow of information amongst people of different departments or different levels |
| II | Horizontal Communication | b. | Flow of information from the lower levels of the organization to the higher levels of authority |
| III | Diagonal Communication | c. | The flow of communication from the top management downward to the operating level |
| IV | Upward Communication | d. | Communication between departments people on the same level of managerial hierarchy of an organization |

- | | | | | |
|-----|---|----|-----|----|
| | I | II | III | IV |
| (1) | b | d | a | c |
| (2) | d | c | a | b |
| (3) | c | d | a | b |
| (4) | c | b | d | a |

23. The deliberate filtering of the message by the sender where he may hear, see or read only that part of the message which is valuable to his are called :

- (1) Perpetual Barriers (2) Status Barriers
(3) Inattention Barriers (4) Language Barriers

24. Concurrent control is

- (1) Real Time Control (2) Pre-Control
(3) Post-Control (4) Untimely Control

25. Match the following :

	Type of Hotel	Description
I	Boutique Hotel	a. Hotels which are smaller and offer well designed rooms, sometimes along a certain theme.
II	Motel	b. Hotel which provide casino facility along with accommodation.
III	Casino Hotel	c. One brand allows the another brand to use its logo, name, systems, and resources in exchange of fee.
IV	Franchise hotel	d. Hotels in locations with convenient access to main roads, highways, attractions or shopping malls.

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | c | d | a |
| (3) | a | d | b | c |
| (4) | d | a | b | c |

- 26.** Which of the following International Hotel chain is not based in U.S.A ?
- (1) Intercontinental Hotels Group.
 - (2) Marriott International.
 - (3) Carlson Hospitality Worldwide.
 - (4) Hyatt International.
- 27.** 'The rate at which a hotel sells its rooms when no discount of any kind are offered to the guest.' Which type of rate is it :
- (1) Hurdle Rate
 - (2) Rack Rate
 - (3) Corporate Rate
 - (4) Package Rate
- 28.** Where is the headquarter of Accor Group of Hotels located ?
- (1) Chicago, U.S.A.
 - (2) Paris, France
 - (3) Washington DC. U. S. A.
 - (4) Hannover, Germany
- 29.** McDonald's, KFC and Pizza Hut fall under which category of outlets ?
- (1) Coffee Shop
 - (2) Quick Service Restaurants
 - (3) Fine Dining
 - (4) Kiosk

30. Match the following :

	Type of Plan		Description	
I	European Plan		a.	Continental Breakfast included in the room price.
II	Continental Plan		b.	Continental or full breakfast and dinner included in the room price.
III	Modified American Plan		c.	Room only, no meals.
IV	American Plan		d.	Continental or full breakfast, lunch, and dinner included in the room price.

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	b	d
(3)	b	c	d	a
(4)	d	b	a	c

31. The most important parts of a feasibility report are :

- I cost-benefit analysis
- II statement of the objective of the proposed system
- III who will supply equipment for implementing the system
- IV organizational changes needed to successfully implement the system

- | | |
|------------|-----------------|
| (1) I & II | (2) I, II & III |
| (3) I & IV | (4) I, II & IV |

32. By technical feasibility of a solution we mean that :

- (1) technology is available to implement it
- (2) persons are available to implement it
- (3) persons have technical ability to implement it
- (4) funds are available to implement it

- 33.** What does TIES stand for ?
- (1) Tourism International Ecotourism Seminar
 - (2) The International Ecotourism Society
 - (3) The International Ecology Society
 - (4) Tourism International Environment Society
- 34.** The optimum level of development and use of attraction features, facilities and services is called :
- (1) Feasibility analysis
 - (2) Carrying capacity analysis
 - (3) Economic analysis
 - (4) Final analysis
- 35.** Which of the following is not a colour of Indian passport :
- | | |
|---------------|------------|
| (1) Navy Blue | (2) Maroon |
| (3) White | (4) Red |
- 36.** Union Home Ministry has rename the tourist visa-on-arrival scheme as :
- | | |
|--------------------|---------------------|
| (1) e-tourist visa | (2) e- arrival visa |
| (3) tourist e-visa | (4) arrival e-visa |
- 37.** India was re-elected on the executive board of which body Nov. 2017 :
- | | |
|------------|-----------|
| (1) UNESCO | (2) UNDP |
| (3) UNICEF | (4) UNAID |

38. Where is the famous Sri Ranganathanaswamy temple located :

- | | |
|----------------|---------------|
| (1) Kerala | (2) Karnataka |
| (3) Tamil Nadu | (4) Telangana |

39. Match the following :

- | | | | |
|-----|------------------------|----|-----------------|
| I | Bandipur National Park | a. | Jharkhand |
| II | Betla National Park | b. | Karnataka |
| III | Dachigam National Park | c. | Madhya Pardesh |
| IV | Kanha National Park | d. | Jammu & Kashmir |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | a | d | c |
| (3) | d | c | b | a |
| (4) | a | b | d | c |

40. Delegation of decision-making power down the chain of command it termed as :

- (1) Vertical Decentralization
- (2) Horizontal Decentralization
- (3) Horizontal Centralization
- (4) Vertical Centralization

41. Process of manage information about customer's to maximize loyalty is said to be
 (1) Company relationship management (2) Supplier management
 (3) Retailer (4) Customer relationship management
42. Concept of product mix which refers to wide range of product lines carried by company is classified as
 (1) Width of product mix (2) Length of product mix
 (3) Depth of product mix (4) Consistency of product mix

43. Match the following

- | | | | | |
|-----|---------------------|--------|----|--|
| I | Stratified Sampling | Random | a. | The entire population is arranged in a particular order according to a design |
| II | Systematic Sampling | | b. | The entire population is divided into various clusters in such a way that the elements within the clusters are heterogeneous |
| III | Cluster Sampling | | c. | The sample is selected on the basis of certain demographic characteristics such as age, gender, occupation etc |
| IV | Quota Sampling | | d. | The entire population is divided into strata which are mutually exclusive and collectively exhaustive. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | d | b | a | c |
| (3) | c | a | b | d |
| (4) | d | a | b | c |

44. Match the following

	Type of Measurement	of	Type of Descriptive Analysis
I	Nominal	a.	Frequency table, Proportion percentages, Mode
II	Ordinal	b.	Median, Quartiles, Percentiles, Rank order correlation
III	Interval	c.	Arithmetic mean, Correlation coefficient
IV	Ratio	d.	Index numbers, Geometric mean, Harmonic mean

	I	II	III	IV
(1)	a	b	c	d
(2)	d	b	a	c
(3)	c	a	b	d
(4)	d	a	b	c

45. Independent variables that are not related to the purpose of the study, but may affect the dependent variables are termed as ?

- (1) Extraneous Variables
- (2) Intrinsic Variables
- (3) Primary Variables
- (4) Secondary Variables

46. The studies which are concerned with describing the characteristics of a particular individual or of a group is called as ?

- | | |
|--------------------------|--------------------------|
| (1) Elaborative Research | (2) Exploratory Research |
| (3) Descriptive Research | (4) Diagnostic Research |

47. The Scale which have an absolute or true zero of measurement is known as
- (1) Ratio Scale
 - (2) Ordinal Scale
 - (3) Interval Scale
 - (4) Nominal Scale
48. The technique which involves studying a previously recorded or reported communication and systematically and objectively breaking it up into more manageable units that are related to the topic under study is called as
- (1) Historical Analysis
 - (2) Content Analysis
 - (3) Previous Analysis
 - (4) Systematic Analysis
49. The study which do not require any assumption regarding the shape of the population distribution from where the sample is drawn.
- (1) Parametric Tests
 - (2) Non-Parametric Tests
 - (3) Chi-Square Test
 - (4) T-Test
50. The test which measures the degree of association between two or more set of variables ?
- (1) Regression
 - (2) T-Test
 - (3) Correlation
 - (4) F-Test
51. A statement designed to show how changes in financial statements such as income statement and balance sheet affect cash and cash equivalents. The statement is divided into three segments namely operating activities, investing activities, and financing activities. This type of statement is known as :
- (1) Fund flow statement
 - (2) Cash flow statement
 - (3) Assets flow statement
 - (4) Stock flow statement

52. The Dividend payout ratio is equal to

- (1) The dividend yield plus the capital gains yield.
- (2) Dividends per share divided by earnings per share.
- (3) Dividends per share divided by par value per share.
- (4) Dividends per share divided by current price per share.

53. Which of the following examples best represents a passive dividend policy ?

- (1) The firm sets a policy such that the proportion of dividends paid from net income remains constant.
- (2) The firm pays dividends with what remains of net income after taking acceptable investment projects.
- (3) The firm sets a policy such that the quantity of dividend paid from net income remains constant.
- (4) All above are the examples of various passive dividend policies.

54. Match the following regarding evolution of tourism marketing :

- | | | | |
|-----|----------------------------|----|-------|
| I | Boosterism Approach | a. | 1990s |
| II | Economic planning approach | b. | 1960s |
| III | Spatial Approach | c. | 1980s |
| IV | Sustainable Approach | d. | 1950s |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | c | b | d |
| (2) | c | b | d | a |
| (3) | d | b | c | a |
| (4) | a | b | c | d |

55. Which one is the external factor of an organization in tourism marketing system :
- (1) Philosophy
 - (2) Approach
 - (3) Interest groups
 - (4) Strengths
56. Which of the following is not true for demand forecasting ?
- (1) The underlying casual system will remain same in the future
 - (2) Forecast for group of items is accurate than individual item
 - (3) Short range forecasts are less accurate than long range forecasts
 - (4) Forecasts are rarely perfect
57. What is the last stage of the consumer decision process ?
- (1) Problem Recognition
 - (2) Alternative evaluation
 - (3) Post purchase behaviour
 - (4) Purchase
58. Which one is not part of Cohen's classification of tourist :
- (1) Organised mass tourist
 - (2) Explorers
 - (3) Drifters
 - (4) Mid-Centric
59. Profits related to new product in its introductory stage are
- (1) Negative
 - (2) Continuously rising
 - (3) Higher
 - (4) Declining

60. New product pricing strategy through which companies set lower prices to gain large market share is classified as
- (1) Optional product pricing
 - (2) Skimming pricing
 - (3) Penetration Pricing
 - (4) Captive product pricing
61. A multivariate statistical technique in which there is no distinction between dependent and independent variable is known as
- (1) Factor Analysis
 - (2) U Test
 - (3) Z Test
 - (4) MANCOVA
62. The null hypothesis is accepted when false; the research is committing an error called as ?
- (1) Type I Error
 - (2) Type III Error
 - (3) Type II Error
 - (4) Type IV Error
63. Which of the following is the correct definition of Hypothesis ?
- (1) A statement or an assumption regarding population which is true
 - (2) A statement or an assumption regarding population which is false
 - (3) A statement or an assumption regarding population which is measured in quantity
 - (4) A statement or an assumption regarding population which may or may not be true

64. An alternative to a t test for testing the equality of means of two independent samples.
- (1) F Test (2) Z Test
(3) Mann Whitney U Test (4) ANOVA
65. Non-parametric tests are also called as ?
- (1) Distribution Test
(2) Distribution Free Test
(3) Distribution Inclusive Test
(4) Distribution Increase Test
66. Any group of people or objects that form the subject of study in a particular survey is known as
- (1) Sample
(2) Sample Distribution
(3) Population
(4) Population Distribution
67. When political and social philosophy promotes retaining traditional social institutions in context of culture and civilisation, that planning ideology is called
- (1) Anarchism
(2) Communism
(3) Conservatism
(4) Fascism

68. Match the following :

- | | | | |
|-----|-------------------------------|----|------|
| I | National Committee on Tourism | a. | 1986 |
| II | Incredible India campaign | b. | 2002 |
| III | Visit India campaign | c. | 2009 |
| IV | Tourism 11th Five Year Plan | d. | 2007 |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | d | c | b | a |
| (3) | c | b | a | d |
| (4) | d | a | b | c |

69. In terms of tourism planning, what is Economic planning ?

- (1) Based on economic and regional development where the state is involved in managing the economy and economic analysis is used to make and evaluate planning decisions
- (2) Tourism is viewed uncritically as a means to enhance the profile of the destination
- (3) Where land use zoning and the use of geographical information systems (GIS) is dominant
- (4) Where tourism plans take account of the views of the host community, often being developed from the community upwards

70. First step in planning process is
- (1) Evaluate alternatives
 - (2) Determine strength and weakness
 - (3) Set an objective
 - (4) Pre-plan formulation
71. The act of establishing a network of contacts both within & with outsiders is considered as :
- (1) Leader Role
 - (2) Figurehead Role
 - (3) Liaison Role
 - (4) Monitor Role
72. It is an ability to visualize the organization as a whole system and form an image and develop vision in the context of the future environment. Such Managerial skills are called as :
- (1) Conceptual Skills
 - (2) Analytical Skills
 - (3) Human Relations and Behavioral Skills
 - (4) Administrative skills
73. A reduction in the existing line of business by dropping some profitable product or service is termed as :
- (1) External Growth Strategy
 - (2) Retrenchment Strategy
 - (3) Combination Strategy
 - (4) Diversification Strategy

74. Match the following :

- | | | | |
|-----|-------------------------|----|--|
| I | Top
Down
Approach | a. | Top level of management provide guidelines parameters and limitations under which middle and lower level managers formulate tentative plans to be sent to higher level for review and approval |
| II | Bottom-up
Approach | b. | All types of planning is done at the top of hierarchy and implementation is done at lower levels of management |
| III | Composite
Approach | c. | It involves lower levels of management into planning which is later communicated to higher levels for review and approval |
| IV | Team Approach | d. | More managers are involved in planning process to be sent to chief executive for review and approval |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | c | a | d |
| (3) | c | d | b | a |
| (4) | b | c | d | a |

75. Theory X and Theory Y of Motivation are given by :

- (1) Abraham Maslow
- (2) Douglas McGregor
- (3) Clayton Alderfer
- (4) Herzberg

76. The theory of motivation which is based on the "Law of Effect" that states behavior with positive consequences tends to be repeated but with negative consequences tends not to be repeated is termed as :
- (1) Reinforcement Theory
 - (2) Equity Theory
 - (3) Expectancy Theory
 - (4) ERG Theory of Motivation
77. The leadership style where leaders have no authority and responsibility and the subordinates themselves take decisions for which they get authority is known as :
- (1) Democratic Leadership Style
 - (2) Autocratic Leadership Style
 - (3) Laissez Faire Leadership Style
 - (4) Task Oriented Leadership Style
78. The leadership theory that seeks to determine the universal personal traits of effective leaders is known as :
- (1) Behavior Theory
 - (2) Trait Theory
 - (3) Situational Theory
 - (4) The Followers Acceptance Theory

79. The participative approach to management that brings in involvement and commitment of employees of the organization to contribute their best to organizational goals :

- (1) Japanese Management
- (2) Korean Management
- (3) Chinese Management
- (4) Thai Management

80. Full form of EDP is :

- (1) Electronic Data Programming
- (2) Electronic Data Processing
- (3) Electronic Departmental Programming
- (4) Electronic Division Processing

81. Insurance cover of a passenger covers except :

- (1) Protection against bankruptcy of travel agent
- (2) Repatriation and search and rescue
- (3) Hi-Jacking
- (4) Accidents caused due to air sports

82. Miscellaneous Charge Order (MCO) of Air Ticket include :

- (1) Validity of one year from the date of its issue and is not transferable
- (2) Validity of six months from date of its issue and is transferable
- (3) Validity of one and half months from the date of its issue and is transferable
- (4) Validity of one and half months from the date of its issue and is non-transferable

83. In which century did Thomas Cook's tours start in India :

- (1) Seventeenth Century
- (2) Eighteenth Century
- (3) Nineteenth Century
- (4) Twentieth Century

84. Match the following :

- | | | | |
|-----|---------------------|----|------|
| I | Chicago Convention | a. | 1956 |
| II | CMR Convention | b. | 1944 |
| III | Warshaw Convention | c. | 1999 |
| IV | Montreal Convention | d. | 1929 |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | b | a | d | c |
| (3) | c | d | a | b |
| (4) | d | c | b | a |

85. ASTA stands for what ?

- (1) American Society of Tour Agents
- (2) American Society of Tourism Agents
- (3) Australian Society of Travel Agents
- (4) American Society of Travel Agents

36. Baggage agreements is included in :

- (1) The front section of OAG
- (2) The flight schedule section
- (3) The bank section of OAG
- (4) Miscellaneous section of OAG

87. The trip which originates and ends at Sydney is called

- (1) Round Trip
- (2) Circle Trip
- (3) Excursion Trip
- (4) RTW Trip

88. Frequent flier programme was launched in 1981 by :

- (1) British Airways
- (2) Delta Airlines
- (3) American Airlines
- (4) Air Canada

89. To give advice to potential customers on the merits of destination is task of

- (1) Travel Consolidators
- (2) Wholesalers
- (3) Travel Agents
- (4) Intermediators

90. Match the following :

- | | | | |
|-----|----------------|----|--|
| I | Joint fare | a. | are lower priced fares that involve restrictions like advance purchase, time of year, minimum/maximum stay, etc. |
| II | Excursion fare | b. | are offered by airlines that have some sort of partner relationship on select routes |
| III | Thorough fare | c. | is a fare to a destination reached by traveling through a gateway city |
| IV | APEX fare | d. | are discounted international fares with non-refundable, change fees are just a few of the possible restrictions |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | d | c | a | b |
| (3) | d | b | c | b |
| (4) | d | a | b | c |

91. The minimum size of bedroom excluding bathroom in a five star and five star deluxe hotel in sq. ft. should be :

- | | |
|---------|---------|
| (1) 120 | (2) 140 |
| (3) 200 | (4) 220 |

92. Which of these is not a member of HRACC :

- | | |
|----------------------------|----------------------------|
| (1) Representative of HAI | (2) Representative of IATO |
| (3) Representative of IATA | (4) Representative of TAAI |

93. According to the latest guidelines by ministry of tourism, the minimum percentage of skilled staff required for five star and five star deluxe properties is :

- | | |
|---------|---------|
| (1) 20% | (2) 30% |
| (3) 40% | (4) 60% |

94. What is the meaning of shoulder season in vacation ownership properties :

- (1) Period of time when the purchase of a unit is most costly.
- (2) Period of time when the purchase of a unit is least costly.
- (3) Period of time when between high and low seasons.
- (4) None of the above.

95. Match the following :

	Organization	Year of establishment
I	IATA	a. 1966
II	PATA	b. 1945
II	WTO	c. 1951
I		
I	UFTAA	d. 1975
V		

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	c	d	a
(4)	b	d	a	c

96. Amtrak was formed in which year :

- | | |
|----------|----------|
| (1) 1978 | (2) 1971 |
| (3) 1975 | (4) 1960 |

97. As per the National Tourism Awards 2015-16, which railway station has been conferred with the award of Tourist friendly railway station :

- | | |
|---------------|--------------|
| (1) New Delhi | (2) Varanasi |
| (3) Jaipur | (4) Ujjain |

98. In which year, the rail link was introduced between Liverpool and Manchester :

- (1) 1830 (2) 1845
(3) 1860 (4) 1875

99. Match the following :

	Railway Zone		Head quarter
I	North East Frontier Railway	a.	Delhi
II	Northern Railway	b.	Gorakhpur
III	North Eastern	c.	Guwahati
IV	North Central	d.	Allahabad

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | c | a | b | d |
| (2) | c | a | d | b |
| (3) | a | b | c | d |
| (4) | b | d | a | c |

100. The first scheduled airline service in India was started by the Aviation Department of Tatas on :

- (1) 15 October, 1931
(2) 12 January, 1932
(3) 15 October, 1932
(4) 20 September, 1933

1. A multivariate statistical technique in which there is no distinction between dependent and independent variable is known as
 - (1) Factor Analysis
 - (2) U Test
 - (3) Z Test
 - (4) MANCOVA

2. The null hypothesis is accepted when false; the research is committing an error called as ?
 - (1) Type I Error
 - (2) Type III Error
 - (3) Type II Error
 - (4) Type IV Error

3. Which of the following is the correct definition of Hypothesis ?
 - (1) A statement or an assumption regarding population which is true
 - (2) A statement or an assumption regarding population which is false
 - (3) A statement or an assumption regarding population which is measured in quantity
 - (4) A statement or an assumption regarding population which may or may not be true

4. An alternative to a t test for testing the equality of means of two independent samples.
 - (1) F Test
 - (2) Z Test
 - (3) Mann Whitney U Test
 - (4) ANOVA

5. Non-parametric tests are also called as ?
 - (1) Distribution Test
 - (2) Distribution Free Test
 - (3) Distribution Inclusive Test
 - (4) Distribution Increase Test

6. Any group of people or objects that form the subject of study in a particular survey is known as

- (1) Sample
- (2) Sample Distribution
- (3) Population
- (4) Population Distribution

7. When political and social philosophy promotes retaining traditional social institutions in context of culture and civilisation, that planning ideology is called

- (1) Anarchism
- (2) Communism
- (3) Conservatism
- (4) Fascism

8. Match the following :

I	National Committee on Tourism	a.	1986
II	Incredible India campaign	b.	2002
III	Visit India campaign	c.	2009
IV	Tourism 11th Five Year Plan	d.	2007

- | | | | | |
|-----|---|----|-----|----|
| | I | II | III | IV |
| (1) | a | b | c | d |
| (2) | d | c | b | a |
| (3) | c | b | a | d |
| (4) | d | a | b | c |

9. In terms of tourism planning, what is Economic planning ?

- (1) Based on economic and regional development where the state is involved in managing the economy and economic analysis is used to make and evaluate planning decisions
- (2) Tourism is viewed uncritically as a means to enhance the profile of the destination
- (3) Where land use zoning and the use of geographical information systems (GIS) is dominant
- (4) Where tourism plans take account of the views of the host community, often being developed from the community upwards

10. First step in planning process is

- (1) Evaluate alternatives
- (2) Determine strength and weakness
- (3) Set an objective
- (4) Pre-plan formulation

11. A statement designed to show how changes in financial statements such as income statement and balance sheet affect cash and cash equivalents. The statement is divided into three segments namely operating activities, investing activities, and financing activities. This type of statement is known as :

- (1) Fund flow statement
- (2) Cash flow statement
- (3) Assets flow statement
- (4) Stock flow statement

12. The Dividend payout ratio is equal to

- (1) The dividend yield plus the capital gains yield.
- (2) Dividends per share divided by earnings per share.
- (3) Dividends per share divided by par value per share.
- (4) Dividends per share divided by current price per share.

13. Which of the following examples best represents a passive dividend policy ?

- (1) The firm sets a policy such that the proportion of dividends paid from net income remains constant.
- (2) The firm pays dividends with what remains of net income after taking acceptable investment projects.
- (3) The firm sets a policy such that the quantity of dividend paid from net income remains constant.
- (4) All above are the examples of various passive dividend policies.

14. Match the following regarding evolution of tourism marketing :

- | | | | |
|-----|----------------------------|----|-------|
| I | Boosterism Approach | a. | 1990s |
| II | Economic planning approach | b. | 1960s |
| III | Spatial Approach | c. | 1980s |
| IV | Sustainable Approach | d. | 1950s |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | c | b | d |
| (2) | c | b | d | a |
| (3) | d | b | c | a |
| (4) | a | b | c | d |

15. Which one is the external factor of an organization in tourism marketing system :

- | | |
|---------------------|---------------|
| (1) Philosophy | (2) Approach |
| (3) Interest groups | (4) Strengths |

16. Which of the following is not true for demand forecasting ?
- (1) The underlying casual system will remain same in the future
 - (2) Forecast for group of items is accurate than individual item
 - (3) Short range forecasts are less accurate than long range forecasts
 - (4) Forecasts are rarely perfect
17. What is the last stage of the consumer decision process ?
- (1) Problem Recognition
 - (2) Alternative evaluation
 - (3) Post purchase behaviour
 - (4) Purchase
18. Which one is not part of Cohen's classification of tourist :
- (1) Organised mass tourist
 - (2) Explorers
 - (3) Drifters
 - (4) Mid-Centric
19. Profits related to new product in its introductory stage are
- (1) Negative
 - (2) Continuously rising
 - (3) Higher
 - (4) Declining
20. New product pricing strategy through which companies set lower prices to gain large market share is classified as
- (1) Optional product pricing
 - (2) Skimming pricing
 - (3) Penetration Pricing
 - (4) Captive product pricing
21. Insurance cover of a passenger covers except :
- (1) Protection against bankruptcy of travel agent
 - (2) Repatriation and search and rescue
 - (3) Hi-Jacking
 - (4) Accidents caused due to air sports

22. Miscellaneous Charge Order (MCO) of Air Ticket include :

- (1) Validity of one year from the date of its issue and is not transferable
- (2) Validity of six months from date of its issue and is transferable
- (3) Validity of one and half months from the date of its issue and is transferable
- (4) Validity of one and half months from the date of its issue and is non-transferable

23. In which century did Thomas Cook's tours start in India :

- | | |
|-------------------------|------------------------|
| (1) Seventeenth Century | (2) Eighteenth Century |
| (3) Nineteenth Century | (4) Twentieth Century |

24. Match the following :

- | | | | |
|-----|---------------------|----|------|
| I | Chicago Conventien | a. | 1956 |
| II | CMR Convention | b. | 1944 |
| III | Warshaw Convention | c. | 1999 |
| IV | Montreal Convention | d. | 1929 |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | b | a | d | c |
| (3) | c | d | a | b |
| (4) | d | c | b | a |

25. ASTA stands for what ?

- (1) American Society of Tour Agents
- (2) American Society of Tourism Agents
- (3) Australian Society of Travel Agents
- (4) American Society of Travel Agents

26. Baggage agreements is included in :

- (1) The front section of OAG
- (2) The flight schedule section
- (3) The bank section of OAG
- (4) Miscellaneous section of OAG

27. The trip which originates and ends at Sydney is called

- (1) Round Trip
- (2) Circle Trip
- (3) Excursion Trip
- (4) RTW Trip

28. Frequent flier programme was launched in 1981 by :

- (1) British Airways
- (2) Delta Airlines
- (3) American Airlines
- (4) Air Canada

29. To give advice to potential customers on the merits of destination is task of

- (1) Travel Consolidators
- (2) Wholesalers
- (3) Travel Agents
- (4) Intermediators

30. Match the following :

- | | | | |
|-----|----------------|----|--|
| I | Joint fare | a. | are lower priced fares that involve restrictions like advance purchase, time of year, minimum/maximum stay, etc. |
| II | Excursion fare | b. | are offered by airlines that have some sort of partner relationship on select routes |
| III | Thorough fare | c. | is a fare to a destination reached by traveling through a gateway city |
| IV | APEX fare | d | are discounted international fares with non-refundable, change fees are just a few of the possible restrictions |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | d | c | a | b |
| (3) | d | b | c | b |
| (4) | d | a | b | c |

31. Which State Tourism Corporation had launched super deluxe luxury train- The Deccan Odyssey in association with Indian Railways and Ministry of Tourism :

- (1) Karnataka
- (2) Andhara Pradesh
- (3) Maharashtra
- (4) Tamil Nadu

32. Match the following :

	Airport		Location
I	Lohegaon Airport	a.	Mumbai
II	Bombay Airport	b.	Pune
III	Bamrauli Airport	c.	Nasik
IV	Gandhinagar Airport	d.	Allahabad

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	a	d	c
(4)	b	d	a	c

33. Which is the longest National Waterway in India :

- (1) National Waterway 1
- (2) National Waterway 2
- (3) National Waterway 3
- (4) National Waterway 4

34. The main subject of the Havana Convention (1928) was :
- (1) Use of Air Space.
 - (2) Standardization of operating procedures such as ticketing and baggage.
 - (3) Airline Liability
 - (4) Freedom of the air.
35. The Indian Splendor Journey of Maharaja Express is operated between which cities :
- (1) Delhi to Mumbai.
 - (2) Mumbai to Trivandrum
 - (3) Delhi to Jaisalmer
 - (4) Goa to Trivandrum.
36. Delhi, Gaya, Rajhgir/Nalanda, Varanasi/ Sarnath, Gorakhpur/ Lumbini, Kushinagar, Gonda/Saraswati, Agra, Delhi is itinerary covered by :
- (1) Buddhist Circuit Tourist Train
 - (2) Bharat Dekho Tourist Train
 - (3) Astha Circuit
 - (4) Maharaja Express
37. Special tourist train is one of the most affordable in all inclusive tour packages covering important tourist destinations in India. It includes Shirdi-Nasik-Ahmedabad - Dwarka-Somnath- Ujjain- Indore.
- (1) Astha / Bharat Darshan
 - (2) Tiger Express
 - (3) Madhya Bharat
 - (4) Paryatak Mitra

38. Pang Toed Chaam is a dance from :

- | | |
|---------------|-----------------|
| (1) Sikkim | (2) West Bengal |
| (3) Telangana | (4) Assam |

39. ICAO was established in :

- | | |
|----------|----------|
| (1) 1947 | (2) 1954 |
| (3) 1951 | (4) 1982 |

40. Indravati National park is in :

- | | |
|-----------------------|------------------|
| (1) Gujarat | (2) Chhattisgarh |
| (3) Andaman & Nicobar | (4) Manipur |

41. The act of establishing a network of contacts both within & with outsiders is considered as :

- (1) Leader Role
- (2) Figurehead Role
- (3) Liaison Role
- (4) Monitor Role

42. It is an ability to visualize the organization as a whole system and form an image and develop vision in the context of the future environment. Such Managerial skills are called as :

- (1) Conceptual Skills
- (2) Analytical Skills
- (3) Human Relations and Behavioral Skills
- (4) Administrative skills

43. A reduction in the existing line of business by dropping some profitable product or service is termed as :

- (1) External Growth Strategy
- (2) Retrenchment Strategy
- (3) Combination Strategy
- (4) Diversification Strategy

44. Match the following :

- | | | | |
|-----|-------------------------|----|--|
| I | Top
Down
Approach | a. | Top level of management provide guidelines parameters and limitations under which middle and lower level managers formulate tentative plans to be sent to higher level for review and approval |
| II | Bottom-up
Approach | b. | All types of planning is done at the top of hierarchy and implementation is done at lower levels of management |
| III | Composite
Approach | c. | It involves lower levels of management into planning which is later communicated to higher levels for review and approval |
| IV | Team Approach | d. | More managers are involved in planning process to be sent to chief executive for review and approval |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | c | a | d |
| (3) | c | d | b | a |
| (4) | b | c | d | a |

45. Theory X and Theory Y of Motivation are given by :
- (1) Abraham Maslow
 - (2) Douglas McGregor
 - (3) Clayton Alderfer
 - (4) Herzberg
46. The theory of motivation which is based on the "Law of Effect" that states behavior with positive consequences tends to be repeated but with negative consequences tends not to be repeated is termed as :
- (1) Reinforcement Theory
 - (2) Equity Theory
 - (3) Expectancy Theory
 - (4) ERG Theory of Motivation
47. The leadership style where leaders have no authority and responsibility and the subordinates themselves take decisions for which they get authority is known as :
- (1) Democratic Leadership Style
 - (2) Autocratic Leadership Style
 - (3) Laissez Faire Leadership Style
 - (4) Task Oriented Leadership Style
48. The leadership theory that seeks to determine the universal personal traits of effective leaders is known as :
- (1) Behavior Theory
 - (2) Trait Theory
 - (3) Situational Theory
 - (4) The Followers Acceptance Theory

49. The participative approach to management that brings in involvement and commitment of employees of the organization to contribute their best to organizational goals :
- (1) Japanese Management
 - (2) Korean Management
 - (3) Chinese Management
 - (4) Thai Management
50. Full form of EDP is :
- (1) Electronic Data Programming
 - (2) Electronic Data Processing
 - (3) Electronic Departmental Programming
 - (4) Electronic Division Processing
51. Process of manage information about customer's to maximize loyalty is said to be
- (1) Company relationship management
 - (2) Supplier management
 - (3) Retailer
 - (4) Customer relationship management
52. Concept of product mix which refers to wide range of product lines carried by company is classified as
- (1) Width of product mix
 - (2) Length of product mix
 - (3) Depth of product mix
 - (4) Consistency of product mix

53. Match the following

- | | | | | |
|-----|------------------------|--------|----|--|
| I | Stratified
Sampling | Random | a. | The entire population is arranged in a particular order according to a design |
| II | Systematic Sampling | | b. | The entire population is divided into various clusters in such a way that the elements within the clusters are heterogeneous |
| III | Cluster Sampling | | c. | The sample is selected on the basis of certain demographic characteristics such as age, gender, occupation etc |
| IV | Quota Sampling | | d. | The entire population is divided into strata which are mutually exclusive and collectively exhaustive. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | d | b | a | c |
| (3) | c | a | b | d |
| (4) | d | a | b | c |

54. Match the following

	Type of Measurement	of	Type of Descriptive Analysis
I	Nominal	a.	Frequency table, Proportion percentages, Mode
II	Ordinal	b.	Median, Quartiles, Percentiles, Rank order correlation
III	Interval	c.	Arithmetic mean, Correlation coefficient
IV	Ratio	d.	Index numbers, Geometric mean, Harmonic mean

	I	II	III	IV
(1)	a	b	c	d
(2)	d	b	a	c
(3)	c	a	b	d
(4)	d	a	b	c

55. Independent variables that are not related to the purpose of the study, but may affect the dependent variables are termed as ?

- (1) Extraneous Variables
- (2) Intrinsic Variables
- (3) Primary Variables
- (4) Secondary Variables

56. The studies which are concerned with describing the characteristics of a particular individual or of a group is called as ?

- | | |
|--------------------------|--------------------------|
| (1) Elaborative Research | (2) Exploratory Research |
| (3) Descriptive Research | (4) Diagnostic Research |

57. The Scale which have an absolute or true zero of measurement is known as
- (1) Ratio Scale
 - (2) Ordinal Scale
 - (3) Interval Scale
 - (4) Nominal Scale
58. The technique which involves studying a previously recorded or reported communication and systematically and objectively breaking it up into more manageable units that are related to the topic under study is called as
- (1) Historical Analysis
 - (2) Content Analysis
 - (3) Previous Analysis
 - (4) Systematic Analysis
59. The study which do not require any assumption regarding the shape of the population distribution from where the sample is drawn.
- (1) Parametric Tests
 - (2) Non-Parametric Tests
 - (3) Chi-Square Test
 - (4) T-Test
60. The test which measures the degree of association between two or more set of variables ?
- (1) Regression
 - (2) T-Test
 - (3) Correlation
 - (4) F-Test
61. Transmission of message in words or in any other way is called :
- (1) Feedback
 - (2) Receiving
 - (3) Decoding
 - (4) Encoding

62. Match the following :

- | | | | |
|-----|-----------------------------|----|---|
| I | Downward
Communication | a. | Flow of information amongst people of
different departments or different levels |
| II | Horizontal
Communication | b. | Flow of information from the lower levels of
the organization to the higher levels of
authority |
| III | Diagonal
Communication | c. | The flow of communication from the top
management downward to the operating
level |
| IV | Upward Communication | d. | Communication between departments people
on the same level of managerial hierarchy of
an organization |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | d | a | c |
| (2) | d | c | a | b |
| (3) | c | d | a | b |
| (4) | c | b | d | a |

63. The deliberate filtering of the message by the sender where he may hear, see or read only that part of the message which is valuable to his are called :

- | | |
|--------------------------|-----------------------|
| (1) Perpetual Barriers | (2) Status Barriers |
| (3) Inattention Barriers | (4) Language Barriers |

64. Concurrent control is

- | | |
|-----------------------|----------------------|
| (1) Real Time Control | (2) Pre-Control |
| (3) Post-Control | (4) Untimely Control |

65. Match the following :

	Type of Hotel		Description
I	Boutique Hotel	a.	Hotels which are smaller and offer well designed rooms, sometimes along a certain theme.
II	Motel	b.	Hotel which provide casino facility along with accommodation.
III	Casino Hotel	c.	One brand allows the another brand to use its logo, name, systems, and resources in exchange of fee.
IV	Franchise hotel	d.	Hotels in locations with convenient access to main roads, highways, attractions or shopping malls.

	I	II	III	IV
(1)	a	b	c	d
(2)	b	c	d	a
(3)	a	d	b	c
(4)	d	a	b	c

66. Which of the following International Hotel chain is not based in U.S.A ?

- (1) Intercontinental Hotels Group.
- (2) Marriott International.
- (3) Carlson Hospitality Worldwide.
- (4) Hyatt International.

67. 'The rate at which a hotel sells its rooms when no discount of any kind are offered to the guest.' Which type of rate is it :

- | | |
|--------------------|------------------|
| (1) Hurdle Rate | (2) Rack Rate |
| (3) Corporate Rate | (4) Package Rate |

72. Which of these is not a member of HRACC :

- (1) Representative of HAI
- (2) Representative of IATO
- (3) Representative of IATA
- (4) Representative of TAAI

73. According to the latest guidelines by ministry of tourism, the minimum percentage of skilled staff required for five star and five star deluxe properties is :

- (1) 20%
- (2) 30%
- (3) 40%
- (4) 60%

74. What is the meaning of shoulder season in vacation ownership properties :

- (1) Period of time when the purchase of a unit is most costly.
- (2) Period of time when the purchase of a unit is least costly.
- (3) Period of time when between high and low seasons.
- (4) None of the above.

75. Match the following :

	Organization	Year of establishment
I	IATA	a. 1966
II	PATA	b. 1945
III	WTO	c. 1951
IV	UFTAA	d. 1975

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	c	d	a
(4)	b	d	a	c

76. Amtrak was formed in which year :

- | | |
|----------|----------|
| (1) 1978 | (2) 1971 |
| (3) 1975 | (4) 1960 |

77. As per the National Tourism Awards 2015-16, which railway station has been conferred with the award of Tourist friendly railway station :

- | | |
|---------------|--------------|
| (1) New Delhi | (2) Varanasi |
| (3) Jaipur | (4) Ujjain |

78. In which year, the rail link was introduced between Liverpool and Manchester :

- | | |
|----------|----------|
| (1) 1830 | (2) 1845 |
| (3) 1860 | (4) 1875 |

79. Match the following :

	Railway Zone	Head quarter
I	North East Frontier Railway	a. Delhi
II	Northern Railway	b. Gorakhpur
III	North Eastern	c. Guwahati
IV	North Central	d. Allahabad

	I	II	III	IV
(1)	c	a	b	d
(2)	c	a	d	b
(3)	a	b	c	d
(4)	b	d	a	c

80. The first scheduled airline service in India was started by the Aviation Department of Tatas on :

- (1) 15 October, 1931
- (2) 12 January, 1932
- (3) 15 October, 1932
- (4) 20 September, 1933

81. CCU is the code of

- (1) Chattrapathi Shivaji International Airport
- (2) Netaji Subhash Chandra Bose International Airport
- (3) Meenambarakkam International Airport
- (4) Indira Gandhi International Airport

82. A manual published by IATA every year is

- (1) Travel Information Manual
- (2) World Air Transport Statistics
- (3) OAG
- (4) Tourism Highlights

83. Match the following :

- | | | | |
|-----|-------------------|----|-----|
| I | Japan Yen | a. | CHF |
| II | Euro | b. | EUR |
| III | Switzerland Franc | c. | JPY |
| IV | Seychelles Rupee | d. | SCR |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | d | a | b | c |
| (2) | a | b | c | d |
| (3) | c | b | a | d |
| (4) | d | c | b | a |

84. Frankfurt Airport is hub of

- (1) Qatar Airways
- (2) Lufthansa Airline
- (3) Finnair
- (4) Air India

85. Match the following :

- | | | | |
|-----|---------------------------|----|---|
| I | Accounting Rate of Return | a. | Indicates the number of years within which project cash flows recover the initial capital cost |
| II | Internal Rate of Return | b. | Value obtained after netting the present value of cash inflows and outflows |
| III | Net Present Value | c. | If cash inflows and outflows are discounted by a particular rate and, as a result, the cumulative present value of outflows are equal to the cumulative present value of inflows, the rate at which discounting was done. |
| IV | Payback period | d. | A measure obtained by stating the average annual profit as a percentage of the average investment. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | a | b | d | c |
| (3) | c | d | b | a |
| (4) | d | c | b | a |

- 86.** The only viable goal of financial management is
- (1) Profit Maximization
 - (2) Wealth Maximization
 - (3) Sales Maximization
 - (4) Asset Maximization
- 87.** The process of selection of long term investment projects is known as :
- (1) Buy Out
 - (2) Call Provision
 - (3) Capital Budgeting
 - (4) Clearing Float
- 88.** The minimum amount of current assets required for carrying out business activities uniformly throughout the year, without any interruption and on a continuous basis is known as
- (1) Negative working Capital
 - (2) Positive working Capital
 - (3) Gross Working Capital
 - (4) Permanent Working Capital
- 89.** The statement which is prepared to check the accounting accuracy is known as :
- (1) Trading Account
 - (2) Profit & Loss Account
 - (3) Trial Balance
 - (4) Balance Sheet
- 90.** Corporate's net profit distributed among shareholders is known as
- | | |
|--------------|------------------|
| (1) Dividend | (2) Brokerage |
| (3) Profit | (4) Profit Share |

91. The most important parts of a feasibility report are :
- I cost-benefit analysis
 - II statement of the objective of the proposed system
 - III who will supply equipment for implementing the system
 - IV organizational changes needed to successfully implement the system
- (1) I & II (2) I, II & III
(3) I & IV (4) I, II & IV
92. By technical feasibility of a solution we mean that :
- (1) technology is available to implement it
 - (2) persons are available to implement it
 - (3) persons have technical ability to implement it
 - (4) funds are available to implement it
93. What does TIES stand for ?
- (1) Tourism International Ecotourism Seminar
 - (2) The International Ecotourism Society
 - (3) The International Ecology Society
 - (4) Tourism International Environment Society
94. The optimum level of development and use of attraction features, facilities and services is called :
- (1) Feasibility analysis (2) Carrying capacity analysis
 - (3) Economic analysis (4) Final analysis
95. Which of the following is not a colour of Indian passport :
- (1) Navy Blue (2) Maroon
 - (3) White (4) Red

96. Union Home Ministry has rename the tourist visa-on-arrival scheme as :

- (1) e-tourist visa (2) e- arrival visa
(3) tourist e-visa (4) arrival e-visa

97. India was re-elected on the executive board of which body Nov. 2017 :

- (1) UNESCO (2) UNDP
(3) UNICEF (4) UNAID

98. Where is the famous Sri Ranganathanaswamy temple located :

- (1) Kerala (2) Karnataka
(3) Tamil Nadu (4) Telangana

99. Match the following :

- | | | | |
|-----|------------------------|----|-----------------|
| I | Bandipur National Park | a. | Jharkhand |
| II | Betla National Park | b. | Karnataka |
| III | Dachigam National Park | c. | Madhya Pardesh |
| IV | Kanha National Park | d. | Jammu & Kashmir |

- | | | | | |
|-----|---|----|-----|----|
| | I | II | III | IV |
| (1) | a | b | c | d |
| (2) | b | a | d | c |
| (3) | d | c | b | a |
| (4) | a | b | d | c |

100. Delegation of decision-making power down the chain of command it termed as :

- (1) Vertical Decentralization
(2) Horizontal Decentralization
(3) Horizontal Centralization
(4) Vertical Centralization

1. Transmission of message in words or in any other way is called :

- (1) Feedback (2) Receiving
(3) Decoding (4) Encoding

2. Match the following :

- | | | | |
|-----|-----------------------------|----|---|
| I | Downward
Communication | a. | Flow of information amongst people of
different departments or different levels |
| II | Horizontal
Communication | b. | Flow of information from the lower levels of
the organization to the higher levels of
authority |
| III | Diagonal
Communication | c. | The flow of communication from the top
management downward to the operating
level |
| IV | Upward Communication | d. | Communication between departments people
on the same level of managerial hierarchy of
an organization |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | d | a | c |
| (2) | d | c | a | b |
| (3) | c | d | a | b |
| (4) | c | b | d | a |

3. The deliberate filtering of the message by the sender where he may hear, see or read only that part of the message which is valuable to his are called :

- (1) Perpetual Barriers (2) Status Barriers
(3) Inattention Barriers (4) Language Barriers

7. 'The rate at which a hotel sells its rooms when no discount of any kind are offered to the guest.' Which type of rate is it :

- (1) Hurdle Rate (2) Rack Rate
(3) Corporate Rate (4) Package Rate

8. Where is the headquarter of Accor Group of Hotels located ?

- (1) Chicago, U.S.A. (2) Paris, France
(3) Washington DC. U. S. A. (4) Hannover, Germany

9. McDonald's, KFC and Pizza Hut fall under which category of outlets ?

- (1) Coffee Shop
(2) Quick Service Restaurants
(3) Fine Dining
(4) Kiosk

10. Match the following :

Type of Plan		Description	
I	European Plan	a.	Continental Breakfast included in the room price.
II	Continental Plan	b.	Continental or full breakfast and dinner included in the room price.
III	Modified American Plan	c.	Room only, no meals.
IV	American Plan	d.	Continental or full breakfast, lunch, and dinner included in the room price.

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | c | a | b | d |
| (3) | b | c | d | a |
| (4) | d | b | a | c |

15. Which of the following is not a colour of Indian passport :
- (1) Navy Blue (2) Maroon
(3) White (4) Red
16. Union Home Ministry has rename the tourist visa-on-arrival scheme as :
- (1) e-tourist visa (2) e- arrival visa
(3) tourist e-visa (4) arrival e-visa
17. India was re-elected on the executive board of which body Nov. 2017 :
- (1) UNESCO (2) UNDP
(3) UNICEF (4) UNAID
18. Where is the famous Sri Ranganathanaswamy temple located :
- (1) Kerala (2) Karnataka
(3) Tamil Nadu (4) Telangana
19. Match the following :
- | | | | |
|-----|------------------------|----|-----------------|
| I | Bandipur National Park | a. | Jharkhand |
| II | Betla National Park | b. | Karnataka |
| III | Dachigam National Park | c. | Madhya Pardesh |
| IV | Kanha National Park | d. | Jammu & Kashmir |
-
- | | | | | |
|-----|---|----|-----|----|
| | I | II | III | IV |
| (1) | a | b | c | d |
| (2) | b | a | d | c |
| (3) | d | c | b | a |
| (4) | a | b | d | c |

20. Delegation of decision-making power down the chain of command is termed as :

- (1) Vertical Decentralization
- (2) Horizontal Decentralization
- (3) Horizontal Centralization
- (4) Vertical Centralization

21. Process of managing information about customer's to maximize loyalty is said to be

- (1) Company relationship management
- (2) Supplier management
- (3) Retailer
- (4) Customer relationship management

22. Concept of product mix which refers to wide range of product lines carried by company is classified as

- (1) Width of product mix
- (2) Length of product mix
- (3) Depth of product mix
- (4) Consistency of product mix

23. Match the following

- | | | | | |
|-----|------------------------|--------|----|--|
| I | Stratified
Sampling | Random | a. | The entire population is arranged in a particular order according to a design |
| II | Systematic Sampling | | b. | The entire population is divided into various clusters in such a way that the elements within the clusters are heterogeneous |
| III | Cluster Sampling | | c. | The sample is selected on the basis of certain demographic characteristics such as age, gender, occupation etc |
| IV | Quota Sampling | | d. | The entire population is divided into strata which are mutually exclusive and collectively exhaustive. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | d | b | a | c |
| (3) | c | a | b | d |
| (4) | d | a | b | c |

24. Match the following

	Type of Measurement	of	Type of Descriptive Analysis
I	Nominal	a.	Frequency table, Proportion percentages, Mode
II	Ordinal	b.	Median, Quartiles, Percentiles, Rank order correlation
III	Interval	c.	Arithmetic mean, Correlation coefficient
IV	Ratio	d.	Index numbers, Geometric mean, Harmonic mean

	I	II	III	IV
(1)	a	b	c	d
(2)	d	b	a	c
(3)	c	a	b	d
(4)	d	a	b	c

25. Independent variables that are not related to the purpose of the study, but may affect the dependent variables are termed as ?

- (1) Extraneous Variables
- (2) Intrinsic Variables
- (3) Primary Variables
- (4) Secondary Variables

26. The studies which are concerned with describing the characteristics of a particular individual or of a group is called as ?

- | | |
|--------------------------|--------------------------|
| (1) Elaborative Research | (2) Exploratory Research |
| (3) Descriptive Research | (4) Diagnostic Research |

27. The Scale which have an absolute or true zero of measurement is known as
- (1) Ratio Scale (2) Ordinal Scale
(3) Interval Scale (4) Nominal Scale
28. The technique which involves studying a previously recorded or reported communication and systematically and objectively breaking it up into more manageable units that are related to the topic under study is called as
- (1) Historical Analysis
(2) Content Analysis
(3) Previous Analysis
(4) Systematic Analysis
29. The study which do not require any assumption regarding the shape of the population distribution from where the sample is drawn.
- (1) Parametric Tests
(2) Non-Parametric Tests
(3) Chi-Square Test
(4) T-Test
30. The test which measures the degree of association between two or more set of variables ?
- (1) Regression (2) T-Test
(3) Correlation (4) F-Test
31. CCU is the code of
- (1) Chattrapathi Shivaji International Airport
(2) Netaji Subhash Chandra Bose International Airport
(3) Meenambarkkam International Airport
(4) Indira Gandhi International Airport

32. A manual published by IATA every year is

- (1) Travel Information Manual
- (2) World Air Transport Statistics
- (3) OAG
- (4) Tourism Highlights

33. Match the following :

- | | | | |
|-----|-------------------|----|-----|
| I | Japan Yen | a. | CHF |
| II | Euro | b. | EUR |
| III | Switzerland Franc | c. | JPY |
| IV | Seychelles Rupee | d. | SCR |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | d | a | b | c |
| (2) | a | b | c | d |
| (3) | c | b | a | d |
| (4) | d | c | b | a |

34. Frankfurt Airport is hub of

- (1) Qatar Airways
- (2) Lufthansa Airline
- (3) Finnair
- (4) Air India

35. Match the following :

- | | | | |
|-----|---------------------------|----|---|
| I | Accounting Rate of Return | a. | Indicates the number of years within which project cash flows recover the initial capital cost |
| II | Internal Rate of Return | b. | Value obtained after netting the present value of cash inflows and outflows |
| III | Net Present Value | c. | If cash inflows and outflows are discounted by a particular rate and, as a result, the cumulative present value of outflows are equal to the cumulative present value of inflows, the rate at which discounting was done. |
| IV | Payback period | d. | A measure obtained by stating the average annual profit as a percentage of the average investment. |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | a | b | d | c |
| (3) | c | d | b | a |
| (4) | d | c | b | a |

42. Match the following :

	Airport		Location
I	Lohegaon Airport	a.	Mumbai
II	Bombay Airport	b.	Pune
III	Bamrauli Airport	c.	Nasik
IV	Gandhinagar Airport	d.	Allahabad

	I	II	III	IV
(1)	a	b	c	d
(2)	c	a	d	b
(3)	b	a	d	c
(4)	b	d	a	c

43. Which is the longest National Waterway in India :

- (1) National Waterway 1
- (2) National Waterway 2
- (3) National Waterway 3
- (4) National Waterway 4

44. The main subject of the Havana Convention (1928) was :
- (1) Use of Air Space.
 - (2) Standardization of operating procedures such as ticketing and baggage.
 - (3) Airline Liability
 - (4) Freedom of the air.
45. The Indian Splendor Journey of Maharaja Express is operated between which cities :
- (1) Delhi to Mumbai.
 - (2) Mumbai to Trivandrum
 - (3) Delhi to Jaisalmer
 - (4) Goa to Trivandrum.
46. Delhi, Gaya, Rajghir/Nalanda, Varanasi/ Sarnath, Gorakhpur/ Lumbini, Kushinagar, Gonda/Saraswati, Agra, Delhi is itinerary covered by :
- (1) Buddhist Circuit Tourist Train
 - (2) Bharat Dekho Tourist Train
 - (3) Astha Circuit
 - (4) Maharaja Express
47. Special tourist train is one of the most affordable in all inclusive tour packages covering important tourist destinations in India. It includes Shirdi-Nasik-Ahmedabad - Dwarka-Somnath- Ujjain- Indore.
- (1) Astha / Bharat Darshan
 - (2) Tiger Express
 - (3) Madhya Bharat
 - (4) Paryatak Mitra

48. Pang Toed Chaam is a dance from :

- | | |
|---------------|-----------------|
| (1) Sikkim | (2) West Bengal |
| (3) Telangana | (4) Assam |

49. ICAO was established in :

- | | |
|----------|----------|
| (1) 1947 | (2) 1954 |
| (3) 1951 | (4) 1982 |

50. Indravati National park is in :

- | | |
|-----------------------|------------------|
| (1) Gujarat | (2) Chhattisgarh |
| (3) Andaman & Nicobar | (4) Manipur |

51. The act of establishing a network of contacts both within & with outsiders is considered as :

- (1) Leader Role
- (2) Figurehead Role
- (3) Liaison Role
- (4) Monitor Role

52. It is an ability to visualize the organization as a whole system and form an image and develop vision in the context of the future environment. Such Managerial skills are called as :

- (1) Conceptual Skills
- (2) Analytical Skills
- (3) Human Relations and Behavioral Skills
- (4) Administrative skills

53. A reduction in the existing line of business by dropping some profitable product or service is termed as :

- (1) External Growth Strategy
- (2) Retrenchment Strategy
- (3) Combination Strategy
- (4) Diversification Strategy

54. Match the following :

- | | | | |
|-----|--------------------|----|--|
| I | Top Down Approach | a. | Top level of management provide guidelines parameters and limitations under which middle and lower level managers formulate tentative plans to be sent to higher level for review and approval |
| II | Bottom-up Approach | b. | All types of planning is done at the top of hierarchy and implementation is done at lower levels of management |
| III | Composite Approach | c. | It involves lower levels of management into planning which is later communicated to higher levels for review and approval |
| IV | Team Approach | d. | More managers are involved in planning process to be sent to chief executive for review and approval |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | b | c | a | d |
| (3) | c | d | b | a |
| (4) | b | c | d | a |

- 55.** Theory X and Theory Y of Motivation are given by :
- (1) Abraham Maslow
 - (2) Douglas McGregor
 - (3) Clayton Alderfer
 - (4) Herzberg
- 56.** The theory of motivation which is based on the "Law of Effect" that states behavior with positive consequences tends to be repeated but with negative consequences tends not to be repeated is termed as :
- (1) Reinforcement Theory
 - (2) Equity Theory
 - (3) Expectancy Theory
 - (4) ERG Theory of Motivation
- 57.** The leadership style where leaders have no authority and responsibility and the subordinates themselves take decisions for which they get authority is known as :
- (1) Democratic Leadership Style
 - (2) Autocratic Leadership Style
 - (3) Laissez Faire Leadership Style
 - (4) Task Oriented Leadership Style
- 58.** The leadership theory that seeks to determine the universal personal traits of effective leaders is known as :
- (1) Behavior Theory
 - (2) Trait Theory
 - (3) Situational Theory
 - (4) The Followers Acceptance Theory

59. The participative approach to management that brings in involvement and commitment of employees of the organization to contribute their best to organizational goals :
- (1) Japanese Management
 - (2) Korean Management
 - (3) Chinese Management
 - (4) Thai Management
60. Full form of EDP is :
- (1) Electronic Data Programming
 - (2) Electronic Data Processing
 - (3) Electronic Departmental Programming
 - (4) Electronic Division Processing
61. The minimum size of bedroom excluding bathroom in a five star and five star deluxe hotel in sq. ft. should be :
- | | |
|---------|---------|
| (1) 120 | (2) 140 |
| (3) 200 | (4) 220 |
62. Which of these is not a member of HRACC :
- (1) Representative of HAI
 - (2) Representative of IATO
 - (3) Representative of IATA
 - (4) Representative of TAAI

63. According to the latest guidelines by ministry of tourism, the minimum percentage of skilled staff required for five star and five star deluxe properties is :

- (1) 20% (2) 30%
(3) 40% (4) 60%

64. What is the meaning of shoulder season in vacation ownership properties :

- (1) Period of time when the purchase of a unit is most costly.
(2) Period of time when the purchase of a unit is least costly.
(3) Period of time when between high and low seasons.
(4) None of the above.

65. Match the following :

	Organization	Year of establishment
I	IATA	a. 1966
II	PATA	b. 1945
III	WTO	c. 1951
IV	UFTAA	d. 1975

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | b | c | d |
| (2) | c | a | d | b |
| (3) | b | c | d | a |
| (4) | b | d | a | c |

66. Amtrak was formed in which year :

- (1) 1978 (2) 1971
(3) 1975 (4) 1960

67. As per the National Tourism Awards 2015-16, which railway station has been conferred with the award of Tourist friendly railway station :

- (1) New Delhi (2) Varanasi
(3) Jaipur (4) Ujjain

68. In which year, the rail link was introduced between Liverpool and Manchester :

- (1) 1830 (2) 1845
(3) 1860 (4) 1875

69. Match the following :

	Railway Zone	Head quarter
I	North East Frontier Railway	a. Delhi
II	Northern Railway	b. Gorakhpur
III	North Eastern	c. Guwahati
IV	North Central	d. Allahabad

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | c | a | b | d |
| (2) | c | a | d | b |
| (3) | a | b | c | d |
| (4) | b | d | a | c |

70. The first scheduled airline service in India was started by the Aviation Department of Tatas on :
- (1) 15 October, 1931
 - (2) 12 January, 1932
 - (3) 15 October, 1932
 - (4) 20 September, 1933
71. A multivariate statistical technique in which there is no distinction between dependent and independent variable is known as
- (1) Factor Analysis
 - (2) U Test
 - (3) Z Test
 - (4) MANCOVA
72. The null hypothesis is accepted when false; the research is committing an error called as ?
- (1) Type I Error
 - (2) Type III Error
 - (3) Type II Error
 - (4) Type IV Error
73. Which of the following is the correct definition of Hypothesis ?
- (1) A statement or an assumption regarding population which is true
 - (2) A statement or an assumption regarding population which is false
 - (3) A statement or an assumption regarding population which is measured in quantity
 - (4) A statement or an assumption regarding population which may or may not be true
74. An alternative to a t test for testing the equality of means of two independent samples.
- (1) F Test
 - (2) Z Test
 - (3) Mann Whitney U Test
 - (4) ANOVA

- 75.** Non-parametric tests are also called as ?
- (1) Distribution Test
 - (2) Distribution Free Test
 - (3) Distribution Inclusive Test
 - (4) Distribution Increase Test
- 76.** Any group of people or objects that form the subject of study in a particular survey is known as
- (1) Sample
 - (2) Sample Distribution
 - (3) Population
 - (4) Population Distribution
- 77.** When political and social philosophy promotes retaining traditional social institutions in context of culture and civilisation, that planning ideology is called
- (1) Anarchism
 - (2) Communism
 - (3) Conservatism
 - (4) Fascism
- 78.** Match the following :
- | | | | |
|-----|-------------------------------|----|------|
| I | National Committee on Tourism | a. | 1986 |
| II | Incredible India campaign | b. | 2002 |
| III | Visit India campaign | c. | 2009 |
| IV | Tourism 11th Five Year Plan | d. | 2007 |
-
- | | | | | |
|-----|---|----|-----|----|
| | I | II | III | IV |
| (1) | a | b | c | d |
| (2) | d | c | b | a |
| (3) | c | b | a | d |
| (4) | d | a | b | c |

79. In terms of tourism planning, what is Economic planning ?
- (1) Based on economic and regional development where the state is involved in managing the economy and economic analysis is used to make and evaluate planning decisions
 - (2) Tourism is viewed uncritically as a means to enhance the profile of the destination
 - (3) Where land use zoning and the use of geographical information systems (GIS) is dominant
 - (4) Where tourism plans take account of the views of the host community, often being developed from the community upwards
80. First step in planning process is
- (1) Evaluate alternatives
 - (2) Determine strength and weakness
 - (3) Set an objective
 - (4) Pre-plan formulation
81. A statement designed to show how changes in financial statements such as income statement and balance sheet affect cash and cash equivalents. The statement is divided into three segments namely operating activities, investing activities, and financing activities. This type of statement is known as :
- (1) Fund flow statement
 - (2) Cash flow statement
 - (3) Assets flow statement
 - (4) Stock flow statement
82. The Dividend payout ratio is equal to
- (1) The dividend yield plus the capital gains yield.
 - (2) Dividends per share divided by earnings per share.
 - (3) Dividends per share divided by par value per share.
 - (4) Dividends per share divided by current price per share.

83. Which of the following examples best represents a passive dividend policy ?

- (1) The firm sets a policy such that the proportion of dividends paid from net income remains constant.
- (2) The firm pays dividends with what remains of net income after taking acceptable investment projects.
- (3) The firm sets a policy such that the quantity of dividend paid from net income remains constant.
- (4) All above are the examples of various passive dividend policies.

84. Match the following regarding evolution of tourism marketing :

- | | | | |
|-----|----------------------------|----|-------|
| I | Boosterism Approach | a. | 1990s |
| II | Economic planning approach | b. | 1960s |
| III | Spatial Approach | c. | 1980s |
| IV | Sustainable Approach | d. | 1950s |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | a | c | b | d |
| (2) | c | b | d | a |
| (3) | d | b | c | a |
| (4) | a | b | c | d |

85. Which one is the external factor of an organization in tourism marketing system :

- | | |
|---------------------|---------------|
| (1) Philosophy | (2) Approach |
| (3) Interest groups | (4) Strengths |

86. Which of the following is not true for demand forecasting ?
- (1) The underlying casual system will remain same in the future
 - (2) Forecast for group of items is accurate than individual item
 - (3) Short range forecasts are less accurate than long range forecasts
 - (4) Forecasts are rarely perfect
87. What is the last stage of the consumer decision process ?
- (1) Problem Recognition
 - (2) Alternative evaluation
 - (3) Post purchase behaviour
 - (4) Purchase
88. Which one is not part of Cohen's classification of tourist :
- | | |
|----------------------------|-----------------|
| (1) Organised mass tourist | (2) Explorers |
| (3) Drifters | (4) Mid-Centric |
89. Profits related to new product in its introductory stage are
- (1) Negative
 - (2) Continuously rising
 - (3) Higher
 - (4) Declining
90. New product pricing strategy through which companies set lower prices to gain large market share is classified as
- (1) Optional product pricing
 - (2) Skimming pricing
 - (3) Penetration Pricing
 - (4) Captive product pricing

91. Insurance cover of a passenger covers except :

- (1) Protection against bankruptcy of travel agent
- (2) Repatriation and search and rescue
- (3) Hi-Jacking
- (4) Accidents caused due to air sports

92. Miscellaneous Charge Order (MCO) of Air Ticket include :

- (1) Validity of one year from the date of its issue and is not transferable
- (2) Validity of six months from date of its issue and is transferable
- (3) Validity of one and half months from the date of its issue and is transferable
- (4) Validity of one and half months from the date of its issue and is non-transferable

93. In which century did Thomas Cook's tours start in India :

- | | |
|-------------------------|------------------------|
| (1) Seventeenth Century | (2) Eighteenth Century |
| (3) Nineteenth Century | (4) Twentieth Century |

94. Match the following :

- | | |
|------------------------|---------|
| I Chicago Convention | a. 1956 |
| II CMR Convention | b. 1944 |
| III Warshaw Convention | c. 1999 |
| IV Montreal Convention | d. 1929 |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | b | a | d | c |
| (3) | c | d | a | b |
| (4) | d | c | b | a |

95. ASTA stands for what ?
- (1) American Society of Tour Agents
 - (2) American Society of Tourism Agents
 - (3) Australian Society of Travel Agents
 - (4) American Society of Travel Agents
96. Baggage agreements is included in :
- (1) The front section of OAG
 - (2) The flight schedule section
 - (3) The bank section of OAG
 - (4) Miscellaneous section of OAG
97. The trip which originates and ends at Sydney is called
- (1) Round Trip
 - (2) Circle Trip
 - (3) Excursion Trip
 - (4) RTW Trip
98. Frequent flier programme was launched in 1981 by :
- (1) British Airways
 - (2) Delta Airlines
 - (3) American Airlines
 - (4) Air Canada
99. To give advice to potential customers on the merits of destination is task of
- (1) Travel Consolidators
 - (2) Wholesalers
 - (3) Travel Agents
 - (4) Intermediators

100. Match the following :

- | | | | |
|-----|----------------|----|--|
| I | Joint fare | a. | are lower priced fares that involve restrictions like advance purchase, time of year, minimum/maximum stay, etc. |
| II | Excursion fare | b. | are offered by airlines that have some sort of partner relationship on select routes |
| III | Thorough fare | c. | is a fare to a destination reached by traveling through a gateway city |
| IV | APEX fare | d | are discounted international fares with non-refundable, change fees are just a few of the possible restrictions |

- | | I | II | III | IV |
|-----|---|----|-----|----|
| (1) | b | a | c | d |
| (2) | d | c | a | b |
| (3) | d | b | c | b |
| (4) | d | a | b | c |

Answer Key of IHTM Tourism Gateway				
Sr No.	A	B	C	D
1	4	2	1	4
2	1	2	3	3
3	2	3	4	1
4	2	2	3	1
5	4	4	2	3
6	1	2	3	1
7	2	3	3	2
8	3	4	1	2
9	3	3	1	2
10	1	1	3	2
11	2	3	2	4
12	2	3	2	1
13	3	4	2	2
14	2	2	3	2
15	4	1	3	4
16	2	1	3	1
17	3	1	3	1
18	4	1	4	3
19	3	1	1	2
20	1	2	3	1
21	2	4	4	4
22	2	3	1	1
23	2	1	2	4
24	3	1	2	1
25	3	3	4	1
26	3	1	1	3
27	3	2	2	1
28	4	2	3	2
29	1	2	3	2
30	3	2	1	3
31	4	4	3	2
32	1	1	3	2
33	4	2	4	3
34	1	2	2	2
35	1	4	1	4
36	3	1	1	2
37	1	1	1	3
38	2	3	1	4
39	2	2	1	3
40	3	1	2	1
41	1	4	3	3
42	3	1	1	3
43	4	4	2	4
44	3	1	2	2
45	2	1	2	1
46	3	3	1	1
47	3	1	3	1
48	1	2	2	1
49	1	2	1	1
50	3	3	2	2
51	4	2	4	3
52	1	2	1	1

Adul
20/11/19

Answer Key of IHTM Tourism Gateway				
Sr No.	A	B	C	D
53	2	2	4	2
54	2	3	1	2
55	4	3	1	2
56	1	3	3	1
57	1	3	1	3
58	3	4	2	2
59	2	1	2	1
60	1	3	3	2
61	3	1	4	3
62	1	3	3	3
63	2	4	1	4
64	2	3	1	3
65	2	2	3	3
66	1	3	1	2
67	3	3	2	4
68	2	1	2	1
69	1	1	2	1
70	2	3	2	3
71	4	3	3	1
72	3	1	3	3
73	1	2	4	4
74	1	2	3	3
75	3	2	3	2
76	1	1	2	3
77	2	3	4	3
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81	3	4	2	2
82	3	1	2	2
83	4	2	3	2
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87	4	2	3	3
88	1	3	4	4
89	1	3	3	1
90	3	1	1	3
91	3	3	4	4
92	3	3	1	1
93	4	4	2	2
94	2	3	2	2
95	1	3	4	4
96	1	2	1	1
97	1	4	1	2
98	1	1	3	3
99	1	1	2	3
100	2	3	1	1

Abdul
20/11/18

AS
20/11/18