

Code No: 07A72110

**R07**

**Set No. 2**

**IV B.Tech I Semester Examinations, December 2011**  
**AIR LINE MANAGEMENT**  
**Aeronautical Engineering**

**Time: 3 hours**

**Max Marks: 80**

**Answer any FIVE Questions**  
**All Questions carry equal marks**

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1. What are the different aircraft configurations used by airlines for their operations? Explain them briefly. [16]
2. What are the factors airlines have to take into account for fleet planning? Discuss them briefly. [16]
3. Is it possible or not for airlines to fine-tune capacity to match demand? Explain in detail. Define *no-shows* and discuss the implications. [16]
4. What are the practical issues that are responsible for freight revenue management being less developed than passenger revenue management? [16]
5. Distinguish between routine scheduled maintenance and non-routine maintenance. What is the difference between Checks A through D? Discuss some of the maintenance problems associated with aging aircraft. [16]
6. Explain how the characteristics of traffic and competition affect air freight rates. [16]
7. You are starting a medium level airlines in a sector where large and medium airlines are already operating. How do you fix the airfares? Discuss in detail. [16]
8. What is a scheduling plot? Why is personnel planning difficult and costly when there is extreme peaking of flights in a particular station? Why is it so expensive for a major carrier to service a small airport with only two or three flights per day? Discuss in detail. [16]

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**Set No. 4**

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**AIR LINE MANAGEMENT**  
**Aeronautical Engineering**

**Time: 3 hours**

**Max Marks: 80**

**Answer any FIVE Questions**  
**All Questions carry equal marks**

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1. What are the different kinds of managers that are present in an airline organization? Explain their responsibilities. [16]
2. Describe the essential differences between leg- and segment-based revenue management on the one hand and origin and destination (O&D) itinerary management on the other. [16]
3. What is the mission of airline scheduling? Discuss some of the external factors that the schedule planners must take into consideration. Why do many airlines use the committee system to analyze a proposed schedule? [16]
4. What is meant by *constrained* and *unconstrained operating plans*? What are the basic purposes of and data derived from fleet-planning models? Give some examples about external and internal system constraints. [16]
5. Describe some of the changes that have taken place in regional carriers segment of the airline industry since deregulation. What is *code sharing*? [16]
6. What are priority reserved air freight and speed package services? Describe the advantages of containerization. Explain in detail special air freight services provided by air carriers. [16]
7. Does reduction of airfare increase or decrease profitability of airlines? Discuss in detail. [16]
8. What do you understand by break-even load factor? How is it employed in airline business? [16]

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**Set No. 1**

**IV B.Tech I Semester Examinations, December 2011**  
**AIR LINE MANAGEMENT**  
**Aeronautical Engineering**

**Time: 3 hours**

**Max Marks: 80**

**Answer any FIVE Questions**  
**All Questions carry equal marks**

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1. Distinguish between normal and promotional fares. What is meant by common fares? What is meant by joint fares? [16]
2. What are the differences among managers working at different levels in an airline organization? What are the different types of managers? [16]
3. What are the characteristics of commodities that make shipping by air to be the most desirable form of distribution? [16]
4. What are the strategies the airlines adopt in seat configurations? Why do airlines resort to overbooking? [16]
5. When is routing flights and passengers through a hub more profitable? Discuss the importance of hub on route planning. [16]
6. Explain the relationship between fare basis, booking class, and cabin with the help of figures. [16]
7. Why are the air carriers so mutually dependent? How have pricing practices changed since the pre-deregulation days? Explain in detail. [16]
8. Discuss how data limitations affect airline scheduling. [16]

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**Set No. 3**

**IV B.Tech I Semester Examinations, December 2011**  
**AIR LINE MANAGEMENT**  
**Aeronautical Engineering**

**Time: 3 hours**

**Max Marks: 80**

**Answer any FIVE Questions**  
**All Questions carry equal marks**

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1. What are the advantages of fleet commonality? Why is a trend toward leasing is seen in airline management? [16]
2. Distinguish between general commodity rates and specific commodity rates. What are exception rates? [16]
3. What does the coefficient of elasticity of demand measure? What is meant by elastic demand and inelastic demand? What effects do the following changes have on total revenue?
  - (a) Fares are reduced and demand is elastic.
  - (b) Fares are raised and demand is inelastic.
  - (c) Fares are reduced and demand is inelastic.
  - (d) Fares are raised and demand is elastic. [16]
4. Discuss the problems faced by the Airline Industry in the three decades preceding deregulation. How did the deregulation movement get started? [16]
5. Describe the call signs used in airlines. Discuss in detail the different sources of airline revenue. [16]
6. What are the critical components of a Revenue Management System (RMS)? [16]
7. How does the organizational chart of a new-entrant or low-cost carrier compare with a legacy or established airline? What are the main advantages and disadvantages of the organization of a low cost carrier? [16]
8. Discuss the problem of load-factor leverage in airline scheduling. [16]

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