## 4782-032/532 Level 3 Business Travel - Sample Questions

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Please note this is not a complete sample theory exam, this document consists of sample questions from across the test specification.

1 Describe the rules and options available when booking published airfares.

2 Analyse the business travel options when travelling from London to Paris.

3 Describe how sales agents can ensure that they are able to meet the needs of customers travelling by rail in the UK and internationally.
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4 Identify four pieces of information needed when booking accommodation for a business traveller.

5 A Sales Agent and has booked accommodation for a client.
Explain the importance of presenting the business traveller with detailed information about the booking in advance.
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6 Describe the different methods of guaranteeing reserved accommodation when making reservations for business travellers.

7 Describe how a sales agent can meet company sales targets.

8 Henco Travel Management Company is based in a seaside town and is interested in expanding its business base. They have appointed a Business Development Manager to oversee this.
Discuss the different strategies that the Business Development Manager might recommend in order to improve the company's overall success.
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