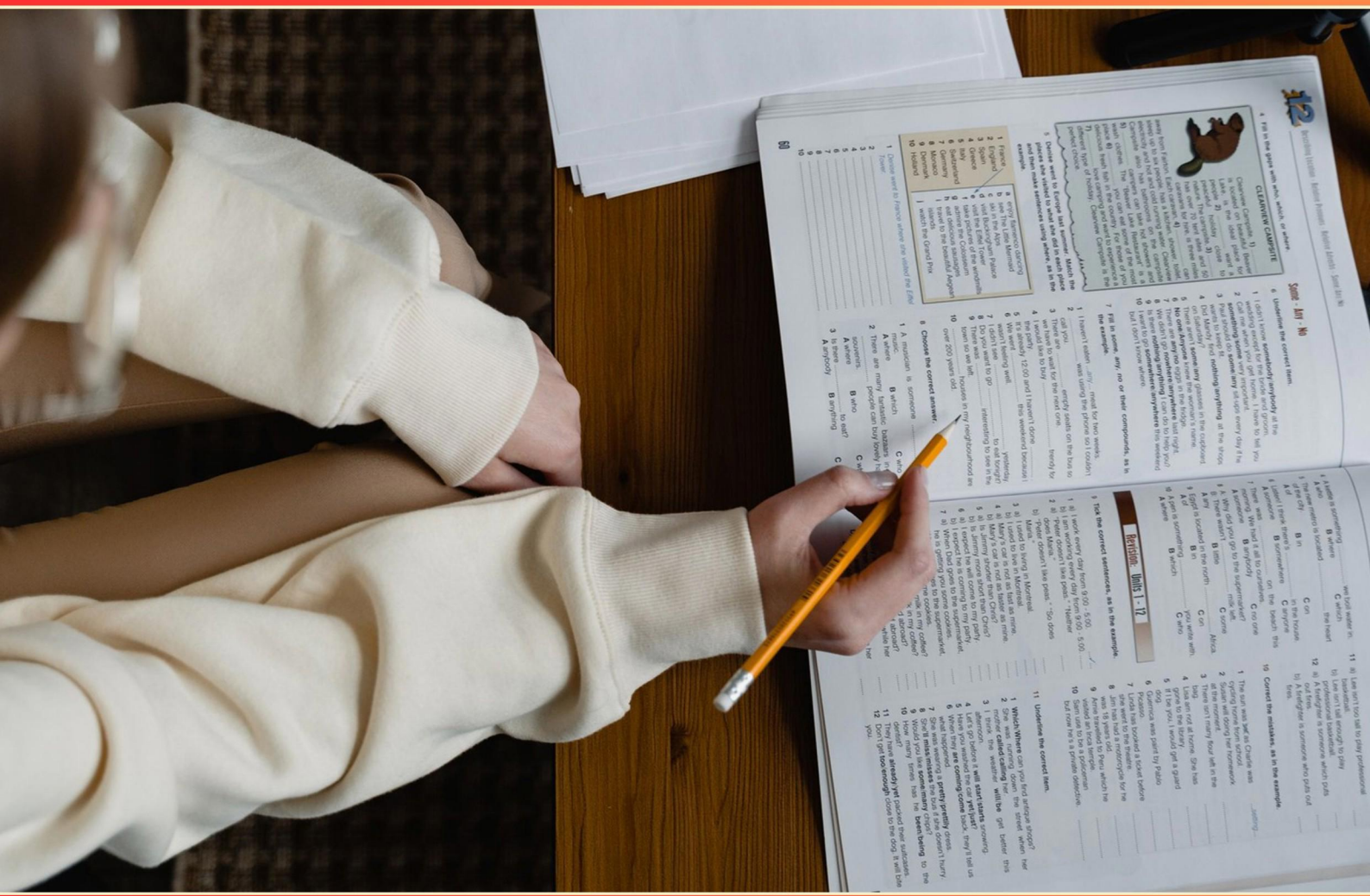
ONEYIELD TRAINING PRACTICE TEST (SAMPLE)

STUDY GUIDE



SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

VISIT US ONLINE FOR THE FULL VERSION STUDY GUIDE

https://oneyieldtraining.examzify.com

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Introduction

Preparing for a certification exam can feel overwhelming, but with the right tools, it becomes an opportunity to build confidence, sharpen your skills, and move one step closer to your goals. At Examzify, we believe that effective exam preparation isn't just about memorization, it's about understanding the material, identifying knowledge gaps, and building the test-taking strategies that lead to success.

This guide was designed to help you do exactly that.

Whether you're preparing for a licensing exam, professional certification, or entry-level qualification, this book offers structured practice to reinforce key concepts. You'll find a wide range of multiple-choice questions, each followed by clear explanations to help you understand not just the right answer, but why it's correct.

The content in this guide is based on real-world exam objectives and aligned with the types of questions and topics commonly found on official tests. It's ideal for learners who want to:

- Practice answering questions under realistic conditions,
- Improve accuracy and speed,
- Review explanations to strengthen weak areas, and
- Approach the exam with greater confidence.

We recommend using this book not as a stand-alone study tool, but alongside other resources like flashcards, textbooks, or hands-on training. For best results, we recommend working through each question, reflecting on the explanation provided, and revisiting the topics that challenge you most.

Remember: successful test preparation isn't about getting every question right the first time, it's about learning from your mistakes and improving over time. Stay focused, trust the process, and know that every page you turn brings you closer to success.

Let's begin.

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How to Use This Guide

This guide is designed to help you study more effectively and approach your exam with confidence. Whether you're reviewing for the first time or doing a final refresh, here's how to get the most out of your Examzify study guide:

1. Start with a Diagnostic Review

Skim through the questions to get a sense of what you know and what you need to focus on. Your goal is to identify knowledge gaps early.

2. Study in Short, Focused Sessions

Break your study time into manageable blocks (e.g. 30 – 45 minutes). Review a handful of questions, reflect on the explanations.

3. Learn from the Explanations

After answering a question, always read the explanation, even if you got it right. It reinforces key points, corrects misunderstandings, and teaches subtle distinctions between similar answers.

4. Track Your Progress

Use bookmarks or notes (if reading digitally) to mark difficult questions. Revisit these regularly and track improvements over time.

5. Simulate the Real Exam

Once you're comfortable, try taking a full set of questions without pausing. Set a timer and simulate test-day conditions to build confidence and time management skills.

6. Repeat and Review

Don't just study once, repetition builds retention. Re-attempt questions after a few days and revisit explanations to reinforce learning. Pair this guide with other Examzify tools like flashcards, and digital practice tests to strengthen your preparation across formats.

There's no single right way to study, but consistent, thoughtful effort always wins. Use this guide flexibly, adapt the tips above to fit your pace and learning style. You've got this!

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Questions

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1. **The VIAHOTEL/DDMMM command provides availability for how many days?**

   A. 7 days

   B. 1 day

   C. 14 days

   D. 30 days

2. **Which factor adds rooms back into Available Transient Supply?**

   A. Maintenance Window

   B. Cancellation Forecast

   C. Room Status Change

   D. Seasonal Adjustment

3. **Standard room pools are typically loaded for programs and promotions.**

   A. FALSE

   B. TRUE

   C. NOT SURE

   D. N/A

4. **What is the purpose of understanding priority and watch dates?**

   A. It streamlines your daily inventory management process to easily identify dates with the greatest potential impact on revenue

   B. It helps determine room type assignments

   C. It sets standard operating hours for front desk

   D. It generates weekly occupancy reports

5. **What does rate responsiveness measure?**

   A. The change in demand that will occur if you or your competitors change rate.

   B. The absolute price level of rates.

   C. The rate of change in occupancy over time.

   D. The revenue per available room change.

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6. Rate360 job aids are available within the Rate360 tool.

A. True

B. False

C. Not Sure

D. Unknown

7. The alert settings defined in the Hurdle Revenue 'Increased by' and 'Decreased by' fields will determine when the system will alert you to dates where changes in hurdle revenue from the previous optimization meet or exceed these settings. When this happens, a green up or red down arrow will display in the metrics section of the Hurdle ADVisor, and in the grid on the Hurdle Revenue by Room Collection screen.

A. Not enough information

B. It depends

C. False

D. True

8. After the initial display, the date chosen for the Length of Stay grid is independent of the rest of the sections.

A. False

B. Depends on settings

C. True

D. Unknown

9. To manage active alerts in One Yield, you should

A. Ignore the alerts and continue work.

B. Escalate to support and wait for a response.

C. Deactivate all alerts from the settings.

D. Review all active alerts in the order of the five-step process. Click the exclamation mark and open the transaction log.

10. To update retail rate offers, you must be in modify mode.

A. TRUE

B. FALSE

C. SOMETIMES

D. NOT REQUIRED

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Answers

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1. A
2. B
3. B
4. A
5. D
6. A
7. D
8. C
9. D
10. A

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Explanations

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1. The VIAHOTEL/DDMMM command provides availability for how many days?

A. 7 days

B. 1 day

C. 14 days

D. 30 days

The command is designed to show a weekly view of availability. By supplying a start date in the DDMMM format, it then returns availability for the next seven days from that date. This seven-day horizon gives a compact, practical planning window—wide enough to see consecutive days, but not so long as to overload the results. The other options represent shorter or longer windows and don't match the standard seven-day view this command provides. So the availability period is seven days.

2. Which factor adds rooms back into Available Transient Supply?

A. Maintenance Window

B. Cancellation Forecast

C. Room Status Change

D. Seasonal Adjustment

Available Transient Supply is the pool of rooms that can be sold to transient guests on a given date. Cancellations forecast adds rooms back into that pool because it anticipates which booked rooms are likely to become available again due to guests canceling. This forward-looking view increases the number of rooms you expect to have for sale, expanding inventory for transient demand. Maintenance windows reduce supply by removing rooms from availability. A room status change reflects the current state (occupied or vacant) but doesn't inherently predict new openings beyond what's already known. Seasonal adjustments tweak demand expectations based on time of year but don't create new rooms.

3. Standard room pools are typically loaded for programs and promotions.

A. FALSE

B. TRUE

C. NOT SURE

D. N/A

In hospitality inventory and revenue management, the standard room pool serves as the baseline inventory that can be used across channels, including promotions and programs. Loading this standard pool into promotional programs ensures there are rooms set aside that can be offered at discounted rates or as package deals, while the remaining rooms stay available at regular rates. For example, if there are 100 standard rooms, a promotion might draw from a subset of those rooms so the promo can be sold at a lower price without impacting other channels' pricing. This is why the statement is true: standard room inventory is typically loaded to support programs and promotions.

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4. What is the purpose of understanding priority and watch dates?

A. It streamlines your daily inventory management process to easily identify dates with the greatest potential impact on revenue

B. It helps determine room type assignments

C. It sets standard operating hours for front desk

D. It generates weekly occupancy reports

Understanding priority and watch dates helps you focus on the days that matter most for revenue. By marking certain dates as high priority or watch-worthy, you surface the times when demand or pricing changes can have the biggest financial impact. That awareness lets you streamline daily inventory management: you can pre-plan rate adjustments, allocate inventory across channels, adjust availability, and coordinate promotions for those key dates, instead of scrambling on less important days. Events like holidays or local happenings often drive these dates, so recognizing them helps you optimize occupancy and revenue. This concept isn't about assigning room types, setting front-desk hours, or generating routine occupancy reports, which are separate tasks; prioritizing dates guides where to concentrate effort to boost revenue.

5. What does rate responsiveness measure?

A. The change in demand that will occur if you or your competitors change rate.

B. The absolute price level of rates.

C. The rate of change in occupancy over time.

D. The revenue per available room change.

Rate responsiveness is about how revenue changes when you adjust room rates. It focuses on the revenue outcome of price changes, not just how demand or occupancy moves in isolation. In hotel terms, the best way to measure that impact is by looking at how revenue per available room changes when you alter rates, since RevPAR links both price (average rate) and demand (occupancy) into a single revenue result. So the change in revenue per available room captures the overall effect of rate decisions on revenue. The other ideas describe how demand or occupancy responds, or the price level itself, rather than the actual revenue consequence of pricing.

6. Rate360 job aids are available within the Rate360 tool.

A. True

B. False

C. Not Sure

D. Unknown

Rate360 includes built-in, quick-reference resources to guide you as you work. These job aids sit inside the tool and provide step-by-step instructions, checklists, templates, and tips that help you perform tasks consistently and efficiently without leaving the application. Because these aids are accessible directly within Rate360, the statement that job aids are available there is correct. When you need them, you can usually find them in the Resources or Help area of the tool.

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7. The alert settings defined in the Hurdle Revenue 'Increased by' and 'Decreased by' fields will determine when the system will alert you to dates where changes in hurdle revenue from the previous optimization meet or exceed these settings. When this happens, a green up or red down arrow will display in the metrics section of the Hurdle ADVisor, and in the grid on the Hurdle Revenue by Room Collection screen.

A. Not enough information

B. It depends

C. False

D. True

Threshold-based alerts trigger when changes exceed defined values. In this scenario, the fields "Increased by" and "Decreased by" set those thresholds. When the change in hurdle revenue from the previous optimization meets or exceeds a threshold, the system signals it with a green up arrow for increases and a red down arrow for decreases in both the metrics section of the Hurdle ADVisor and the grid on the Hurdle Revenue by Room Collection screen. This description aligns with how the alerting and visual cues are designed to work, so the statement is true.

8. After the initial display, the date chosen for the Length of Stay grid is independent of the rest of the sections.

A. False

B. Depends on settings

C. True

D. Unknown

The idea being tested is whether a subcomponent's date is decoupled from other parts of the interface once it's first shown. If the Length of Stay grid operates independently after the initial display, the date it uses is fixed for that grid and isn't automatically changed by interactions in other sections. In this setup, the LOS date is determined at the initial render and remains unaffected by later inputs elsewhere, unless you explicitly create a linkage. That's why the statement is true. Other options would imply a dependency, setting-based changes, or uncertainty, which isn't the case here.

9. To manage active alerts in One Yield, you should

A. Ignore the alerts and continue work.

B. Escalate to support and wait for a response.

C. Deactivate all alerts from the settings.

D. Review all active alerts in the order of the five-step process. Click the exclamation mark and open the transaction log.

Managing active alerts in One Yield relies on a structured approach that ensures timely, traceable responses. Reviewing all active alerts in the defined five-step process keeps you methodical and consistent, so no alert is ignored or treated haphazardly. This sequence helps you triage urgency, investigate causes, take appropriate action, verify that the issue is resolved, and close it when done. Accessing the transaction log by clicking the exclamation mark provides a clear, auditable record of what alert was triggered, what steps were taken, and when, which is essential for accountability and future reference. Choosing to ignore alerts, escalate and wait without a structured path, or deactivate alerts would bypass ongoing monitoring and risk unresolved issues, making the five-step review plus the transaction log the best practice.

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10. To update retail rate offers, you must be in modify mode.

A. TRUE

B. FALSE

C. SOMETIMES

D. NOT REQUIRED

Editing retail rate offers is controlled by the interface state to prevent accidental changes. In modify mode, fields are unlocked and you can apply updates and save them. In view-only mode, everything is read-only, so updates cannot be made. Therefore the statement that you must be in modify mode to update retail rate offers is true. The other options would allow edits without switching to modify mode, which isn't how the typical system behaves.

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Next Steps

Congratulations on reaching the final section of this guide. You've taken a meaningful step toward passing your certification exam and advancing your career.

As you continue preparing, remember that consistent practice, review, and self-reflection are key to success. Make time to revisit difficult topics, simulate exam conditions, and track your progress along the way.

If you need help, have suggestions, or want to share feedback, we'd love to hear from you. Reach out to our team at hello@examzify.com.

Or visit your dedicated course page for more study tools and resources:

https://oneyieldtraining.examzify.com

We wish you the very best on your exam journey. You've got this!

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