## 1) UPES

UNIVERSITY OF PETROLEUM AND ENERGY STUDIES

## End Semester Examination, Dec 2019

Programme: BBA AO
Course Name: Introduction to Aviation Industry
Course Code: TRAV 1001
Semester - I

No. of page/s:

Max. Marks: 100
Duration: 3 Hrs


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| Q1. | The GMR-led consortium won the bid to develop and <br> operate the greenfield international airport in Hyderabad. <br> However, the success of a project of this magnitude <br> depended on the successful partnership and joint efforts <br> of various entities, which GMR managed to pull off. Mr. <br> Rao recalled "Our strategy at the time was to transform <br> GMR infrastructure into a comprehensive airport <br> developer and a premier airport company in India. We <br> wanted to participate in upcoming opportunities in the <br> Indian airports sector, for which the Hyderabad airport <br> would be an ideal starting point. | $\mathbf{1 5}$ | CO4 |
| Analyze the challenges faced by the GMR group while <br> developing RGIA at Hyderabad. | $\mathbf{1 5}$ | CO4 |  |
| Q2. | Having a single passenger class in the LCC model <br> allowed these airlines to accommodate more seats. This <br> was the most critical difference between FSC and LCC <br> business models and it allowed LCC to reduce <br> maintenance and staff costs. More seats were available on <br> SpiceJet flights compared to other LCC which gave it <br> better economies of scale. |  |  |
| Analyze the business model adopted by SpiceJet. |  |  |  |

