ONEYIELD TRAINING PRACTICE TEST (SAMPLE)

STUDY GUIDE

SAMPLE STUDY GUIDE WITH LIMITED QUESTIONS

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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.

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!

Questions

1. **How are demand segments defined?**
   A. They are globally-defined groupings of rates, by market code prefix, bundled together
   B. They are unique to each property
   C. They are defined by occupancy level only
   D. They are defined by time of day only

2. **What items are needed to ensure the accuracy of the data used by the Retail Pricing Optimizer to provide an optimal retail rate recommendation?**
   A. Unconstrained transient remaining demand forecast, group available transient supply, and RPO settings
   B. Unconstrained transient remaining demand forecast only
   C. Group available transient supply only
   D. Unconstrained transient remaining demand forecast, group available transient supply, and RPO settings

3. **If you modify one or more Demand segments or Room collections, what must be true about the variance?**
   A. It must be zero.
   B. It can be any value.
   C. It must be positive.
   D. It must be negative.

4. **What should you do if you notice the Out of Order Rooms aren't accurate when you review the Total Hotel Authorization calculation?**
   A. Re-run the Total Hotel Authorization calculation
   B. Update the Out of Order Rooms in the Out of Order screen
   C. Adjust the Room Rate Plan
   D. Close and reopen the booking window

5. An allotment is defined as any rate program that offers guaranteed availability for a specific number of rooms, at the contracted rate, until a certain number of days before arrival, with OneYield recognizing allotments through the Guaranteed Availability defined in HPP. For the Available Transient Supply forecast to be accurate all hotels must enter/update an Allotments forecast.

A. TRUE

B. FALSE

C. Only for group rooms

D. Only for non-guaranteed rates

6. In HPP, you can choose to set the pricing for a room attribute at either a percentage above the base room rate, or an amount above the base room rate.

A. Depends on room type

B. True

C. Only amount above base

D. False

7. Do changes to demand distribution affect the total remaining demand?

A. Yes, they increase it.

B. Yes, they decrease it.

C. No, they only redistribute the remaining demand.

D. They have no effect on the distribution.

8. Refer to the error 'Unable To Create - Rate Program Code Specified Is Invalid' in HPP. Which action should be taken?

A. Contact MARSHA.Help.Desk@marriott.com

B. Retry after some time

C. Create a new rate program

D. Clear browser cache

9. Qualified rates are discounts for guests who are associated with a particular company or organization i.e. Special Corporate or Rewards Redemption

A. TRUE

B. FALSE

C. Discounted rates for Guests who are associated with a particular company or organization i.e. Special Corporate or Rewards Redemption

D. Not applicable

10. What are the five steps of the Transient Revenue Management process in One Yield?

A. Demand, Rates, Supply, Hurdle and Inventory

B. Demand, Supply, Rates, Hurdle and Inventory

C. Supply, Demand, Rates, Inventory, Hurdle

D. Rates, Demand, Supply, Hurdle, Inventory

Answers

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

Explanations

1. How are demand segments defined?

<u>A. They are globally-defined groupings of rates, by market code prefix, bundled together</u>

B. They are unique to each property

C. They are defined by occupancy level only

D. They are defined by time of day only

Demand segments are standardized groupings of rates defined by the market source, using market code prefixes to bundle related rate plans together. This global setup lets the same segments be applied across all properties, enabling consistent forecasting, comparison, and inventory decisions portfolio-wide. It's about who is buying and through which channel, not just how full a property is or what time of day a stay occurs. If segments were property-specific or based only on occupancy or time of day, you'd lose that consistency and fail to capture how demand behaves across markets and channels.

2. What items are needed to ensure the accuracy of the data used by the Retail Pricing Optimizer to provide an optimal retail rate recommendation?

A. Unconstrained transient remaining demand forecast, group available transient supply, and RPO settings

B. Unconstrained transient remaining demand forecast only

C. Group available transient supply only

<u>D. Unconstrained transient remaining demand forecast, group available transient supply, and RPO settings</u>

The data the Retail Pricing Optimizer relies on must be complete: demand, supply, and the pricing rules themselves. The unconstrained transient remaining demand forecast estimates how much demand still needs to be satisfied. The group available transient supply shows what stock is actually on hand to meet that demand. The RPO settings encode the pricing rules and constraints you want the optimizer to respect, such as margins, price bands, or other policy limits. When you combine these three inputs, the optimizer can forecast demand, align it with feasible supply, and generate a rate recommendation that complies with your pricing policies. Dropping any one piece risks inaccurate recommendations or violations of pricing constraints, so including all three is essential.

3. If you modify one or more Demand segments or Room collections, what must be true about the variance?

<u>A. It must be zero.</u>

B. It can be any value.

C. It must be positive.

D. It must be negative.

When you modify one or more Demand segments or Room collections, the system treats the affected items as a single, unified group for forecasting. Variance is a measure of how much values differ within a group, so if that group is made uniform by the modification, there is no internal spread left to account for. That means the variance must be zero. Remember, variance can't be negative, and keeping distinct segments would reintroduce variation, but the act of consolidating them into one group leads to zero variance.

4. What should you do if you notice the Out of Order Rooms aren't accurate when you review the Total Hotel Authorization calculation?

A. Re-run the Total Hotel Authorization calculation

B. Update the Out of Order Rooms in the Out of Order screen

C. Adjust the Room Rate Plan

D. Close and reopen the booking window

Accurate Out of Order data directly affects how many rooms are actually available, which in turn shapes the Total Hotel Authorization. When you notice the OOO entries aren't correct, the right step is to update the Out of Order Rooms in the Out of Order screen to reflect the real status for the affected dates. This fixes the data that the calculation relies on, so the authorization figure becomes truthful and usable for planning. After updating, you can re-run the calculation to verify the result matches the corrected inventory. Adjusting the Room Rate Plan doesn't change inventory, and simply restarting the booking window won't fix the underlying OOO data.

5. An allotment is defined as any rate program that offers guaranteed availability for a specific number of rooms, at the contracted rate, until a certain number of days before arrival, with OneYield recognizing allotments through the Guaranteed Availability defined in HPP. For the Available Transient Supply forecast to be accurate all hotels must enter/update an Allotments forecast.

A. TRUE

B. FALSE

C. Only for group rooms

D. Only for non-guaranteed rates

Allotments are blocks of rooms set aside with guaranteed availability at a contracted rate until a cutoff date before arrival. This type of arrangement is typically used for groups or events, where the hotel commits to holding a certain number of rooms at a fixed price. When calculating the Available Transient Supply, the system needs to account for any rooms held in these guaranteed blocks, because they are not available to individual, non-group guests. But not every hotel offers group allotments; if a property doesn't publish guaranteed blocks, there's nothing to forecast in that category. Therefore, updating an Allotments forecast applies only to hotels that actually have group room allotments. The other options don't fit since the concept centers on group blocks with guaranteed availability, not non-guaranteed rates, and it isn't required for all hotels universally.

6. In HPP, you can choose to set the pricing for a room attribute at either a percentage above the base room rate, or an amount above the base room rate.

A. Depends on room type

B. True

C. Only amount above base

D. False

The pricing tool in HPP allows a room attribute to be priced in two ways: as a percentage above the base room rate or as a fixed amount above the base rate. This flexibility matters because some attributes are worth adjusting proportionally to how expensive the room is, while others are best kept as a consistent premium regardless of base rate. If you use a percentage, you calculate the add-on by multiplying the base rate by that percentage and adding it to the base rate. If you use a fixed amount, you simply add that dollar amount to the base rate, no matter what the base rate is. For example, with a base rate of 200, a 15% markup adds 30, resulting in 230; a fixed amount of 30 also results in 230 in this case, but the fixed amount would remain 30 even if the base rate changes. This shows that both options are available, so the statement is true. It's not dependent on room type, it doesn't restrict you to only one method, and it isn't false.

7. Do changes to demand distribution affect the total remaining demand?

A. Yes, they increase it.

B. Yes, they decrease it.

C. No, they only redistribute the remaining demand.

D. They have no effect on the distribution.

Demand is the total amount that needs to be met across all places or items, while distribution is about how that amount is spread among those places or items. If you change how that demand is allocated, you're shifting where the demand sits, not creating or eliminating demand. As long as the total demand remains the same and you haven't added new demand or completed a portion, the sum of what's still unmet across all locations stays the same; it's simply redistributed. For example, if there are 100 units of demand split as 70 for one product and 30 for another, changing the split to 40 and 60 still totals 100. The overall remaining demand is unchanged, even though its composition across items has changed.

8. Refer to the error 'Unable To Create - Rate Program Code Specified Is Invalid' in HPP. Which action should be taken?

A. Contact MARSHA.Help.Desk@marriott.com

B. Retry after some time

C. Create a new rate program

D. Clear browser cache

When you see an error saying the rate program code specified is invalid, the issue is a server-side validation problem with the code you're using. That means the code either doesn't exist, isn't active, or isn't correctly configured in the system. It's not something you can fix by retrying, waiting, or clearing your browser cache, because the problem lies with how the code is defined on the back end. The best next step is to involve the help desk, since they have access to the system configuration and can verify the rate program code, correct it if needed, or guide you to the proper code to use. Share details to speed things up: exactly what code you entered, when the error occurred, and any steps you took. Reaching out to MARSHA Help Desk at MARSHA.Help.Desk@marriott.com is the appropriate channel. If you want, you can mention that you attempted after a short wait and cleared cache, but those don't address a misconfigured or invalid code—the fix requires back-end review.

9. Qualified rates are discounts for guests who are associated with a particular company or organization i.e. Special Corporate or Rewards Redemption

A. TRUE

B. FALSE

C. Discounted rates for Guests who are associated with a particular company or organization i.e. Special Corporate or Rewards Redemption

D. Not applicable

Qualified rates are discounts offered to guests who are connected to a company or organization, often used to attract business travelers or reward loyalty programs. This concept is best captured by the option that states discounted rates for guests associated with a particular company or organization and even mentions examples like Special Corporate or Rewards Redemption. That wording clearly defines what qualified rates are and how they're applied, showing the exact scope—who qualifies and why. The other choices don't provide that precise description: one just marks the statement as true without defining what qualified rates are, and the others are not aligned with the concept or are not applicable.

10. What are the five steps of the Transient Revenue Management process in One Yield?

A. Demand, Rates, Supply, Hurdle and Inventory

B. Demand, Supply, Rates, Hurdle and Inventory

C. Supply, Demand, Rates, Inventory, Hurdle

D. Rates, Demand, Supply, Hurdle, Inventory

The sequence starts by understanding demand, which tells you how many units you're likely to sell and what customers are willing to pay. Knowing demand first is essential because it sets the foundation for everything that follows. Next, you assess the available supply or inventory, i.e., what you actually have to offer. You can't price or gate opportunities effectively if you don't know your capacity and constraints. With demand and supply in mind, you set rates that reflect how much value customers place on the offering and how scarce the inventory is, aligning price with market willingness to pay while staying within capacity. After pricing, you apply a hurdle mechanism to filter opportunities, ensuring that only bookings meeting minimum revenue or value criteria are accepted, which protects overall yield. Finally, you allocate or distribute the remaining inventory according to these decisions, completing the process and maximizing revenue across the available stock. Other sequences would either price without knowing demand and capacity, or allocate before pricing and gating, which can lead to suboptimal outcomes.

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!