



Cambridge International Examinations
Cambridge International General Certificate of Secondary Education

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TRAVEL AND TOURISM

0471/23

Alternative to Coursework

October/November 2016

2 hours 30 minutes

Candidates answer on the Question Paper.

No Additional Materials are required.

READ THESE INSTRUCTIONS FIRST

Write your Centre number, candidate number and name on all the work you hand in.

Write in dark blue or black pen.

You may use an HB pencil for any diagrams or graphs.

Do not use staples, paper clips, highlighters, glue or correction fluid.

DO NOT WRITE IN ANY BARCODES.

Answer **all** questions.

All the Figures referred to in the questions are contained in the Insert.

At the end of the examination, fasten all your work securely together.

The number of marks is given in brackets [] at the end of each question or part question.

This document consists of **13** printed pages and **3** blank pages and **1** insert.

(c) Explain **two** reasons why travel and tourism organisations might carry out a situation analysis.

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.....[6]

Question 2

Refer to Fig. 2 (Insert), an advertisement for New Maple Holidays, a tour operator in Canada.

New Maple Holidays uses geographic and lifestyle market segmentation.

(a) Define, using an example, each of the following:

- geographic market segment

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- lifestyle market segment

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[4]

(b) Explain **three** factors which a tour operator might consider when producing effective promotional materials.

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Question 3

Refer to Fig. 3 (Insert), information about tourism in Lisbon, the capital city of Portugal, a country in Western Europe.

(a) Using Fig. 3 (Insert), state the following:

(i) **two** characteristics of a city break holiday.

- 1
- 2 [2]

(ii) **two** likely advantages to the customer of joining an organised tour.

- 1
- 2 [2]

(b) Explain **three** likely advantages to tourists of using the Lisboa card during a stay in Lisbon.

- 1
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- 2
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(c) Explain why tourism providers in Lisbon might benefit from the following:

- low-cost airlines adding more routes to Lisbon

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- a new high-speed rail link with Spain

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[6]

Question 4

Refer to Fig. 4 (Insert), information about tourism in Barbados, an island in the Caribbean.

(a) Using Fig. 4 (Insert), suggest the following:

(i) **two** reasons why the Barbados Arts and Crafts Experience campaign was launched.

1

2 [2]

(ii) **two** reasons for the likely appeal of the Barbados Arts and Crafts Experience product to customers.

1

2 [2]

(b) Explain **three** factors that influence the choice of location for travel and tourism products, such as the Barbados Arts and Crafts Experience.

1

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(c) Explain why the following pricing policies might be suitable to attract new customers to the Barbados Arts and Crafts Experience:

- promotional pricing

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- variable pricing

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[6]

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