

ASSESSMENT # 3**Total Marks: 30**

- 1.** Give short answers for the following questions: (12)
 - i. Define the term 'wedding vision.'
 - ii. Explain the term 'high quality questions.'
 - iii. Effective communication and listening skills are very important for a wedding consultant.' Explain?
 - iv. Outline the services which a comprehensive wedding package contains.
 - v. Asking a client questions is very important for a wedding consultant.
 - vi. Why?
 - vii. Outline the important points which should be considered when selecting a wedding venue.
- 2.** Explain the procedure for determining a wedding vision. What is the importance of creativity in this area? (5)
- 3.** "A colour scheme can be impetus for the entire framework of a wedding." Discuss (5)

Case Study**(8)**

Dylan is a successful wedding consultant and has been in the profession for the last six years. He received a call from a potential client named Rebecca. She is very much interested in hiring him as her wedding consultant as one of her friends has recommended him. But before that, she wants to know more about Dylan and the services he offers. Their meeting has been fixed at Rebecca's house on a Sunday evening. Dylan is very much excited and is looking forward for the fixed meeting.

Keeping in view the above situation answer the following questions:

- a. Make a list of the things which Dylan should take along when going for this meeting.
- b. Why has Dylan chosen this location for the meeting?
- c. Make a check list of the questions Dylan should ask Rebecca at the meeting.