

2018

How do U.S. business travelers feel about corporate travel?

Experiences



55%

Will pay OUT OF THEIR OWN POCKET for upgrades such as airline seats, hotel or hotel room, WIFI, rental cars

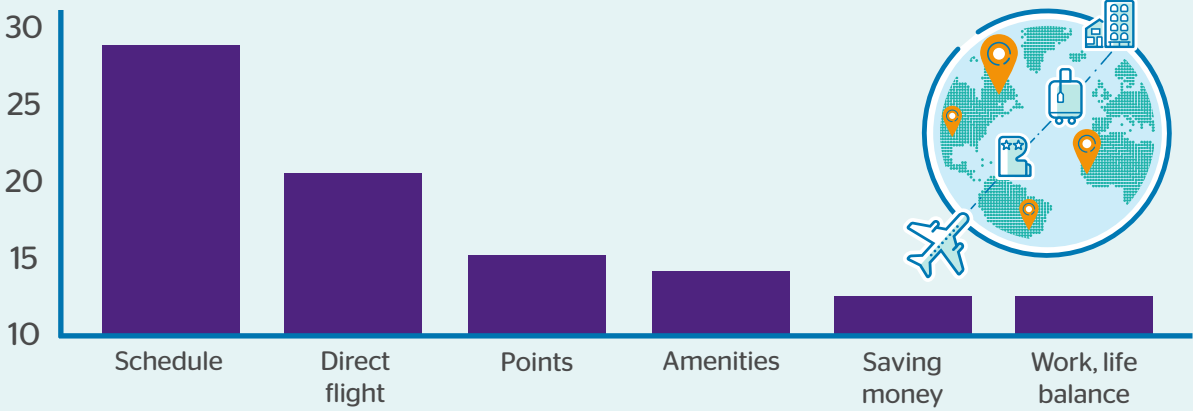


70%

Want PERSONALIZED ADS when booking business travel online based on previous online booking history, personal interests, or previous travel purchases

Conveniences

Most important factors when choosing an airline for business travel



The deep divide: Would business travelers allow employers to use GPS tracking to monitor their location while on business trips?



32%

OPTIMUM TRAVEL
Believe once every three months is the right amount of travel



80%

SELF SERVICE
Would prefer to book direct, use automated digital expense reporting



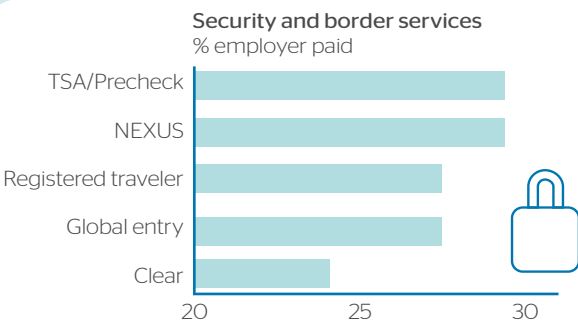
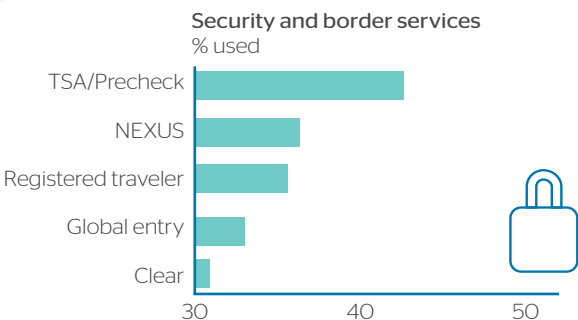
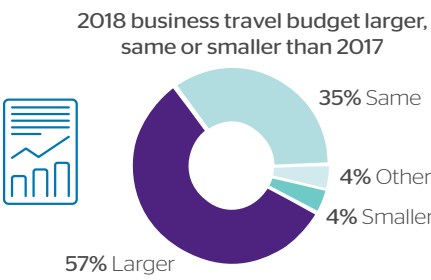
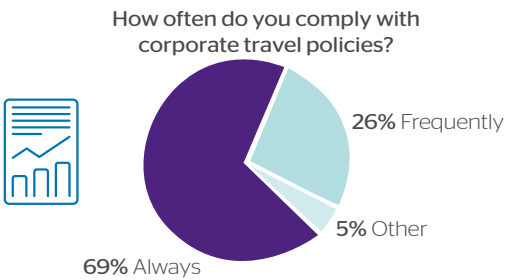
83%

LIKE TO TRAVEL
See business travel as a job perk



90%

POINTS AND REWARDS
Allowed to keep business travel points for personal use

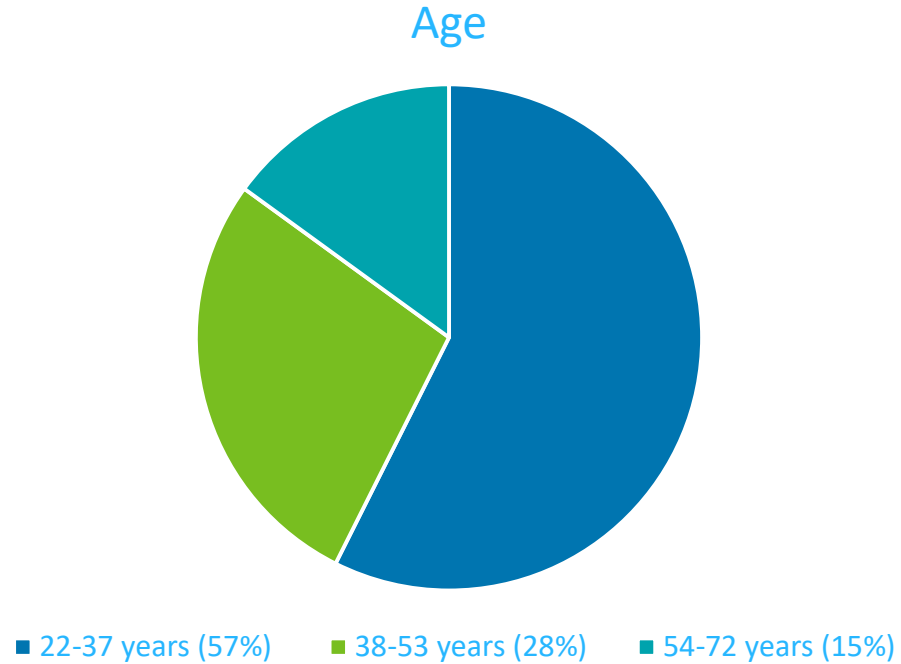


Travelport 2018 U.S. Business Traveler Survey

August 2018

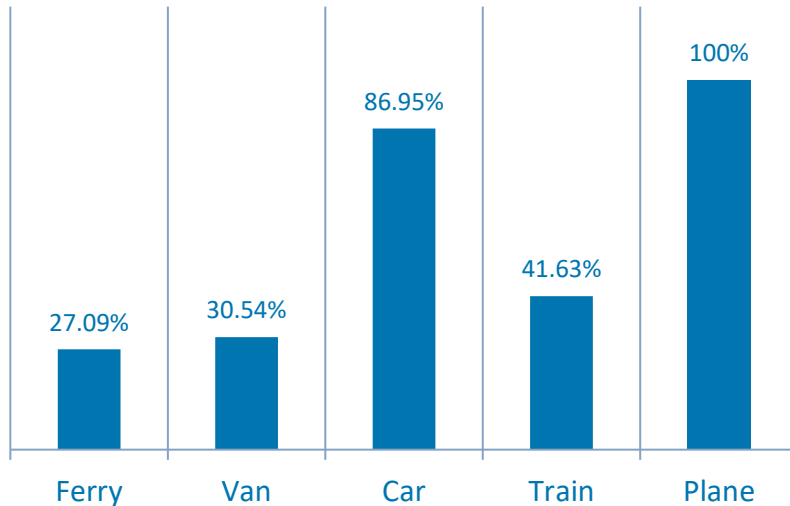


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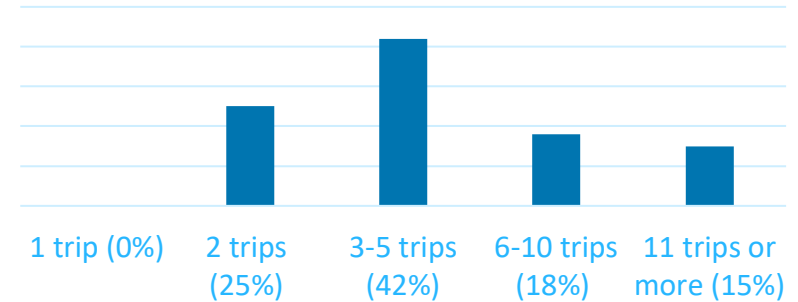


Methods of transportation

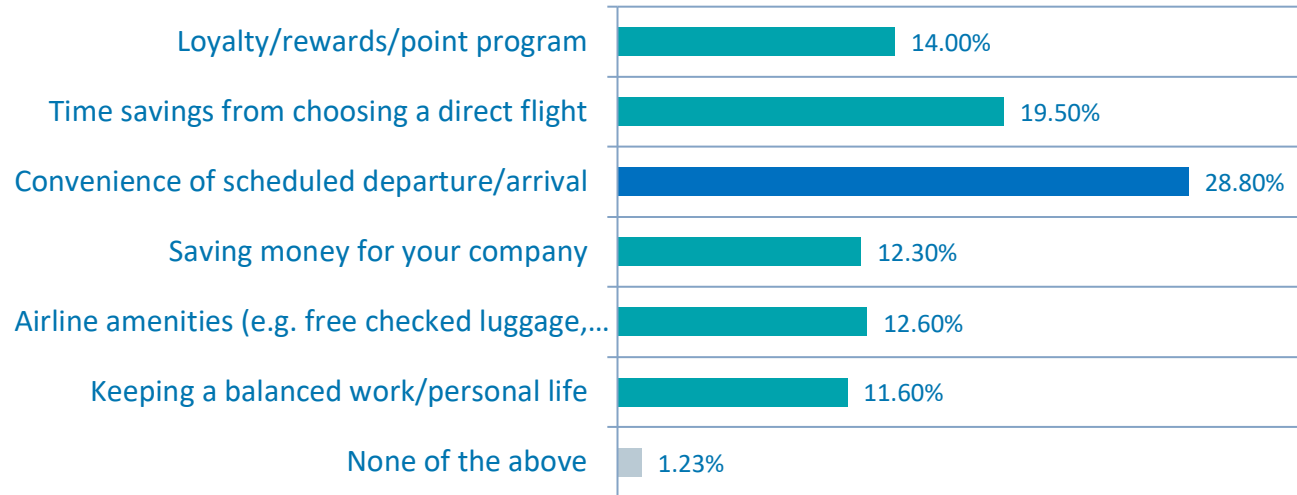
Which of the following means of transportation have you used for business trips in the last 12 months?



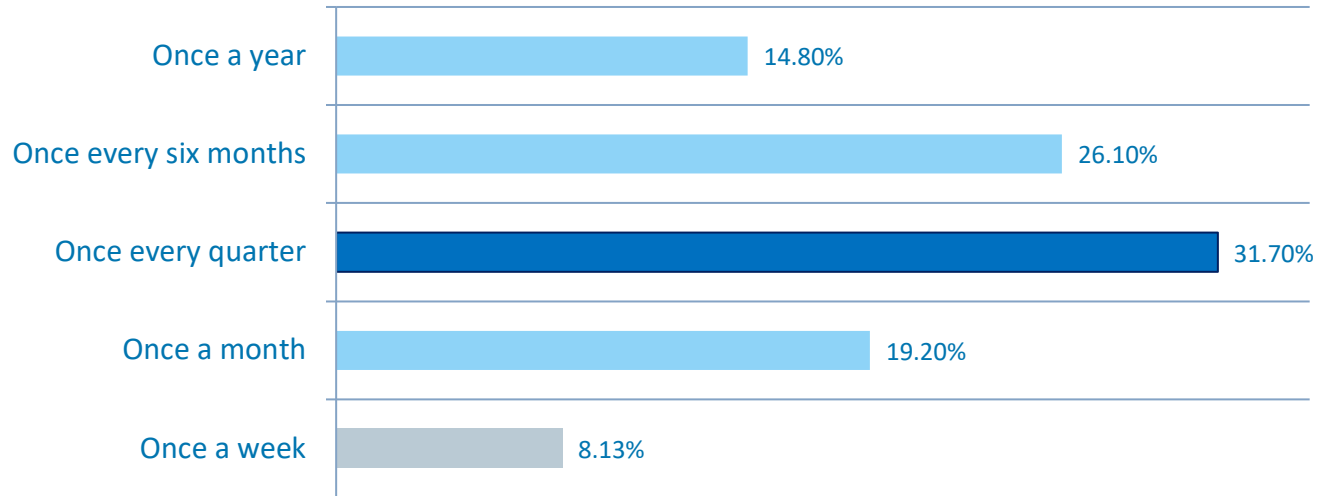
How many business trips have you taken using an airplane in the last year?



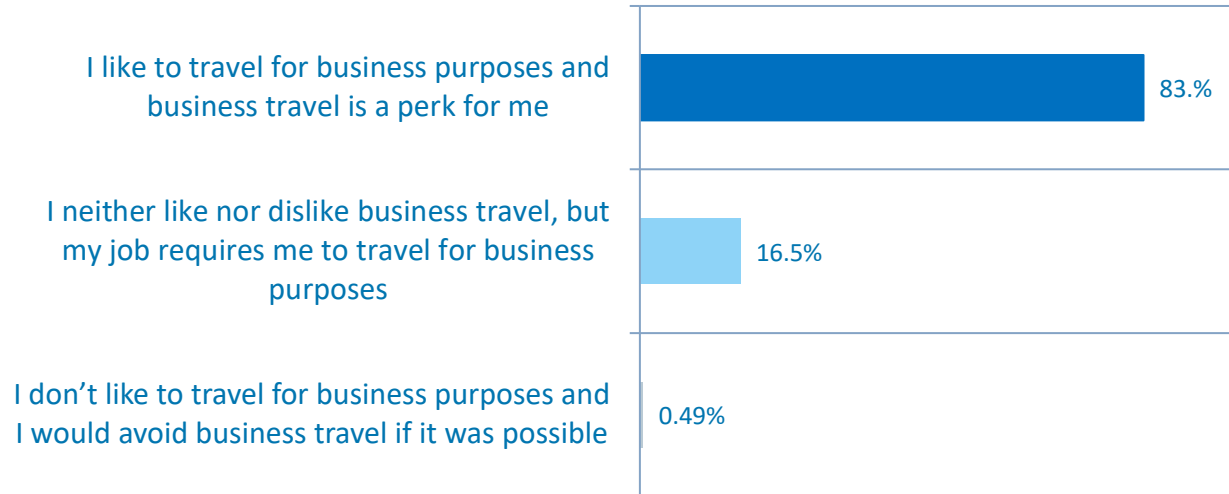
What is the most important factor when choosing an airline for business travel?



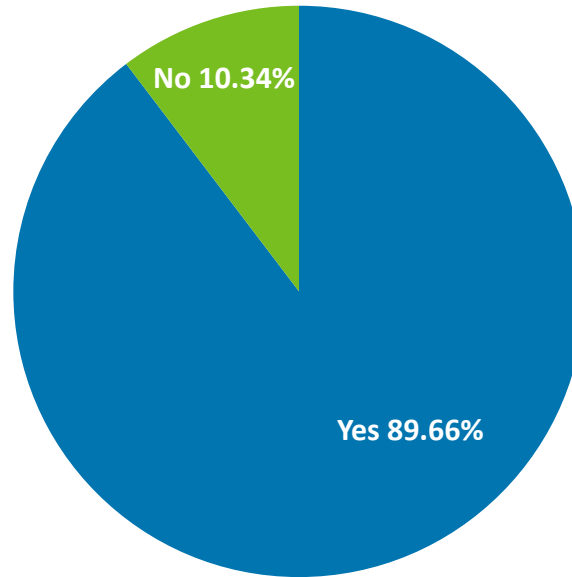
Generally speaking, which is the optimum number of times per year you would like to travel for business purposes?



And which of the following sentences best describes your opinion about business travel?



Do you feel your organization is sympathetic in understanding how business travel impacts your personal life (work/life balance, your health, etc.)?



How organizations travel policies would affect potential employees' intention to work there.

		Total 100%
I would like to work for an organization that gives me a large travel budget	I definitely agree	56.7%
	I somewhat agree	27.8%
	Neither I agree nor I disagree	10.3%
	I somewhat disagree	3.7%
	I definitely disagree	1.5%
	Total	100%
I would like to work for an organization that asks me to travel more frequently than I do now	I definitely agree	39.9%
	I somewhat agree	32.3%

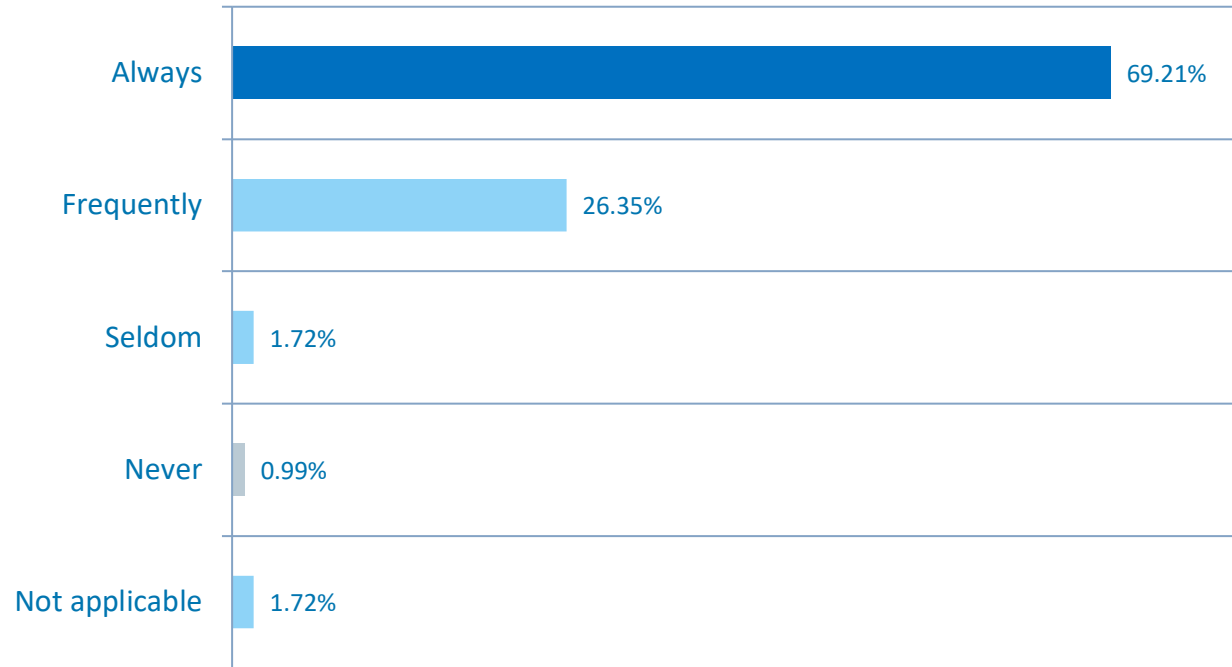
How organizations travel policies would affect potential employees' intention to work there.

		Total 100%
	Neither I agree nor I disagree	14.3%
	I somewhat disagree	10.8%
	I definitely disagree	2.7%
	Total	100%
I would like to work for an organization that offers me the possibility to book travel directly	I definitely agree	55.4%
	I somewhat agree	31.5%
	Neither I agree nor I disagree	8.9%
	I somewhat disagree	2.00%

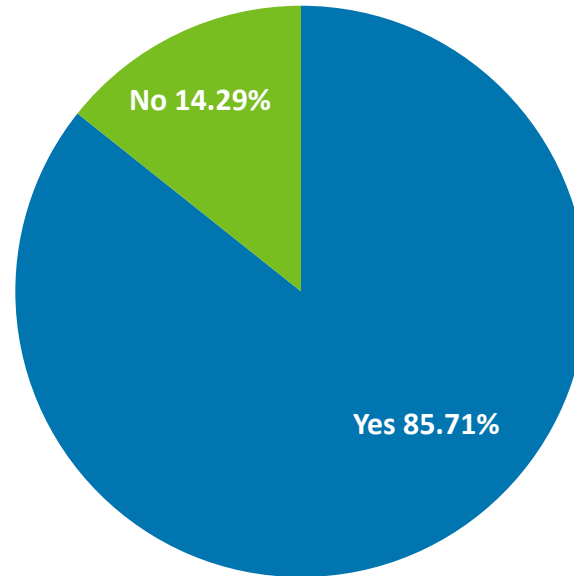
How organizations travel policies would affect potential employees' intention to work there.

		Total 100%
	I definitely disagree	2.2%
	Total	100%
I would like to work for an organization that allows me to keep travel reward miles and points for my personal use	I definitely agree	61.1%
	I somewhat agree	27.8%
	Neither I agree nor I disagree	7.6%
	I somewhat disagree	1.00%
	I definitely disagree	2.5%
	Total	100%

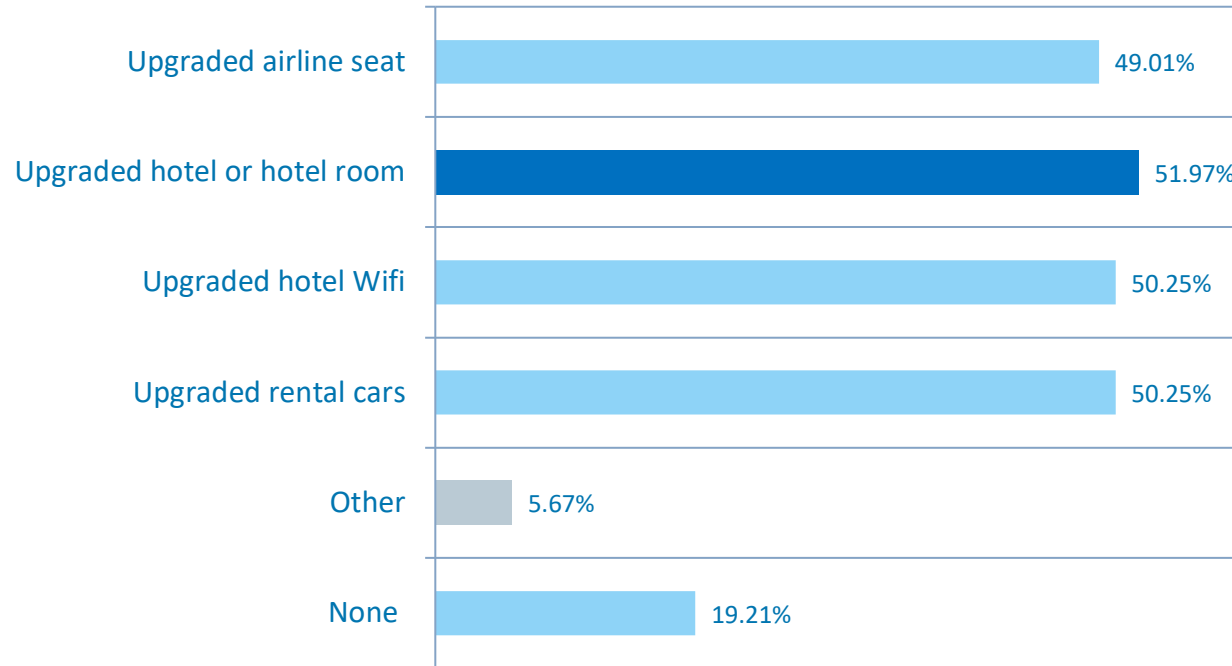
How often do you comply with your organization's travel policies?



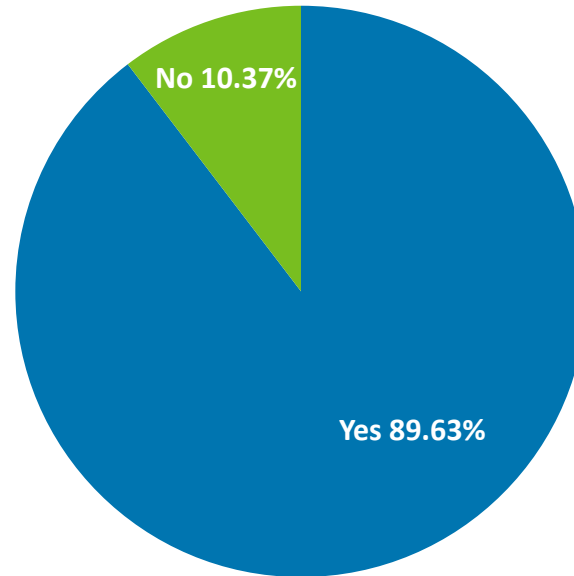
Does your organization's travel policy cover the purchase/ the reimbursement of ancillary services when traveling for business, such as in-flight WiFi, additional bags, inflight meals, etc?



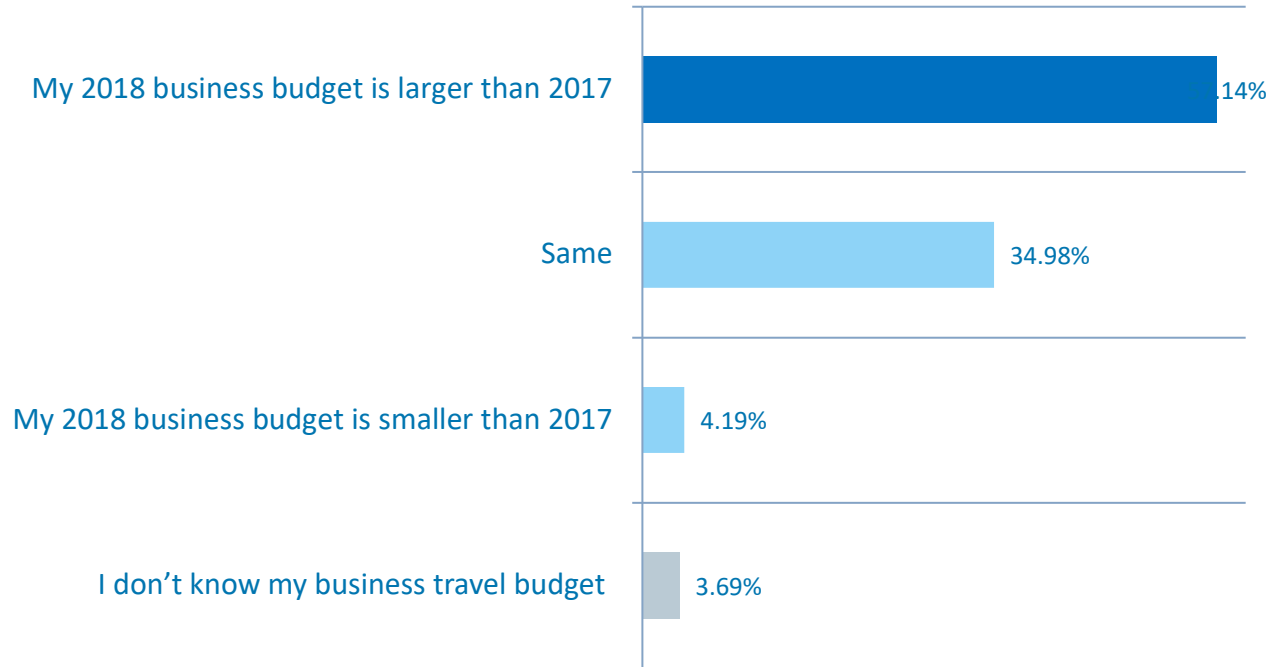
Which of the following do you pay out of your own pocket (or use your personal loyalty/rewards points) to improve your traveler experience?



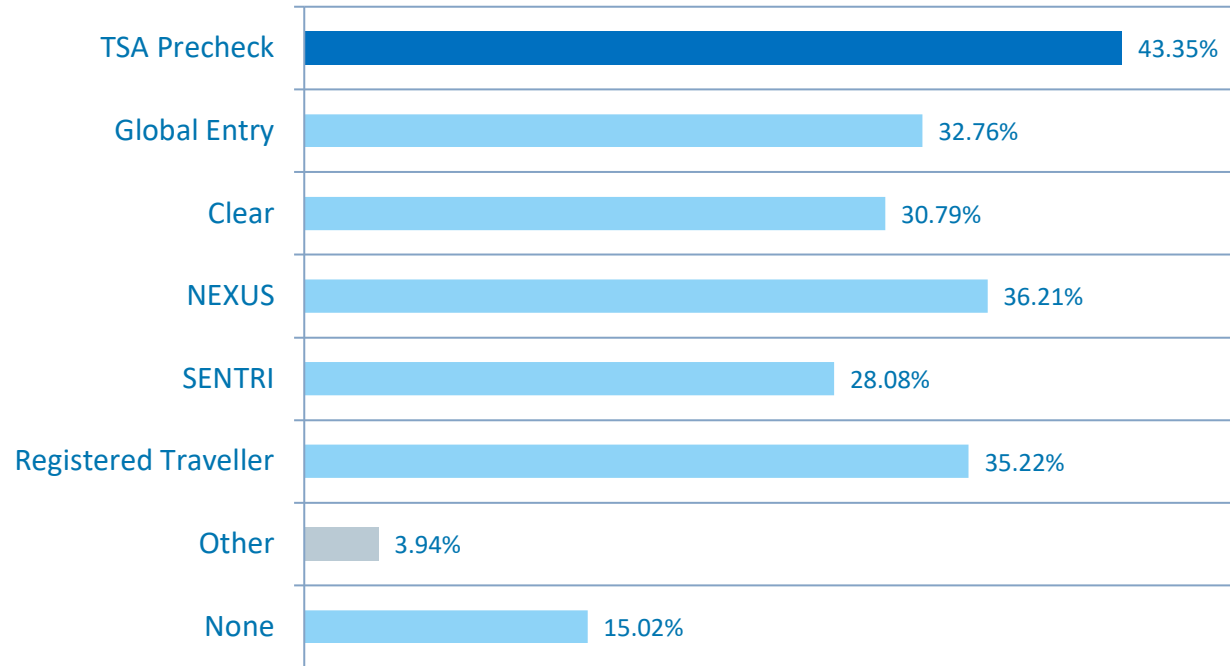
Does your organization allow you to earn and keep loyalty/rewards points for your business travel? (Eg, airfare, hotels, rental cars, etc)



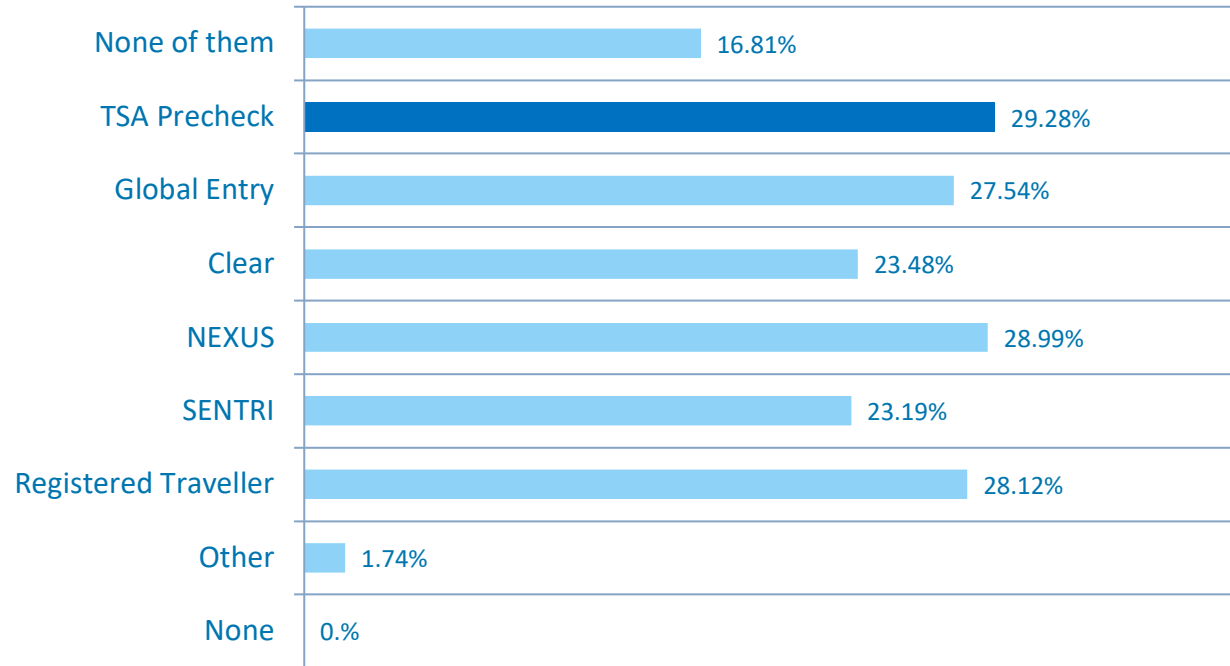
Is your 2018 business travel budget larger, the same or smaller than it was in 2017?



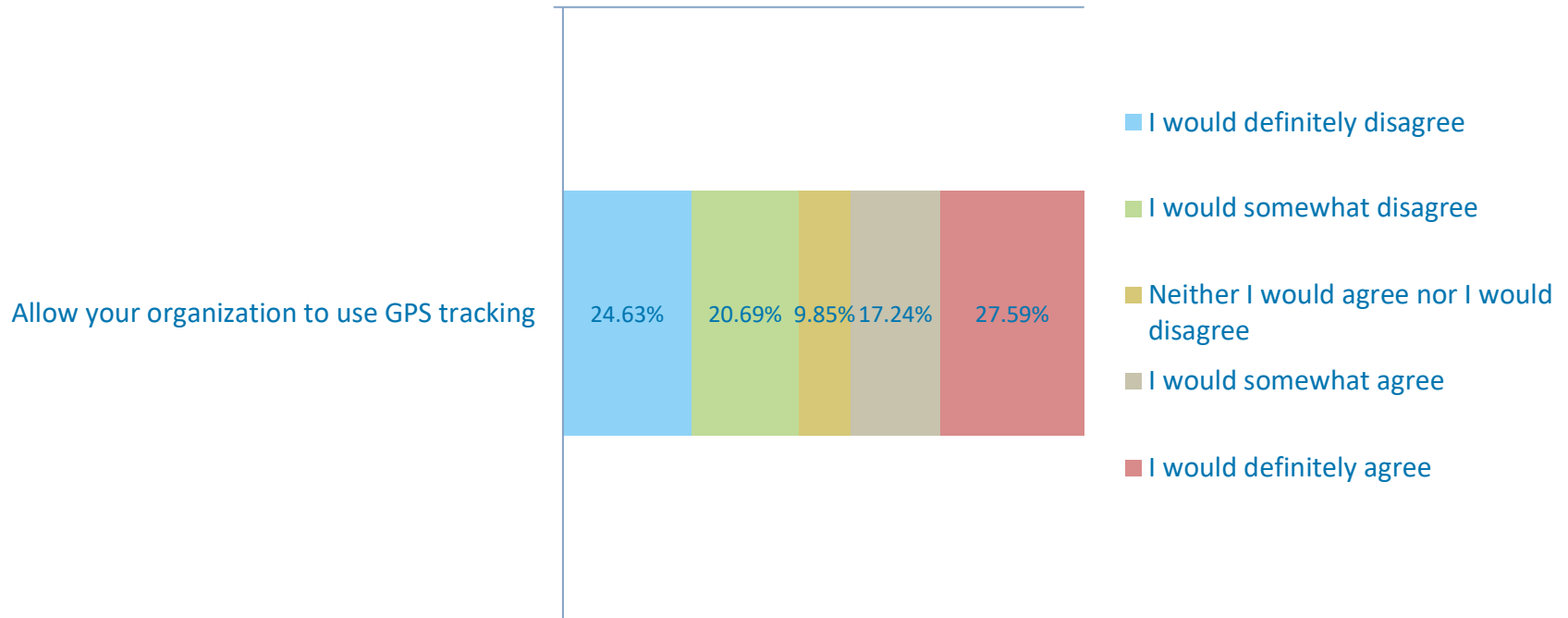
Which of the following security and border clearance services do you use for business travels?



Which of the following security and border clearance services did your company pay for or reimburse you for purchasing?



. When traveling for business, how would you agree to allow your organization to use GPS tracking to monitor or track your location as part of the organization's travel risk management/duty of care program?



When booking business travel online, how much would you like receiving personalized ads based on the following?



		Total 100% (406)
Based on my previous online browsing history	I definitely would like	44.8%
	I somewhat would like	27.6%
	Neither I would like it nor I would dislike...	12.8%
	I somewhat would dislike it	6.4%
	I definitely would dislike it	8.4%
	Total	100%
Based on my personal interests	I definitely would like	46.1%
	I somewhat would like	29.3%

When booking business travel online, how much would you like receiving personalized ads based on the following?



		Total 100%
	Neither I would like it nor I would dislike...	11.8%
	I somewhat would dislike it	5.2%
	I definitely would dislike it	7.6%
	Total	100%
Based on my previous travel purchases	I definitely would like	45.3%
	I somewhat would like	29.3%
	Neither I would like it nor I would dislike...	13.1%
	I somewhat would dislike it	5.4%

When booking business travel online, how much would you like receiving personalized ads based on the following?



		Total 100%
	I definitely would dislike it	6.9%
	Total	100%

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