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Features of Providing of Travel Services to Corporate Clients

Today, conception of "corporate tourism" is often viewed as a synonym for business travel, or its framework. We cannot fully agree with this statement because we believe that comparing these two concepts cannot, because business tourism is a type of tourism that is selected according to the following classification criteria as the purpose of the trip. Whereas, corporate tourism, rather a way of customer service, provide them.

Corporate tourism is a kind of tourist services that provides a full range of travel services company with it has the agreement of such services.

Serving the corporate sector provides all necessary and possible to the customer by providing tourist enterprise services.

According to the specific work areas, features industry, every company needs a different set of services, which in turn is reflected in the work of tourist enterprises engaged in the service of the company.

Of course as in every sphere, corporate clients can identify certain advantages and disadvantages. The benefits include the following:

- Ensure a stable income for tourism enterprises based on monthly payment for corporate clients;
- Knowledge management scheme of interaction of two structures caused by long-term cooperation;
- With satisfactory operation, advantages in obtaining tender for corporate customer service for the next period;

As for the disadvantages, they also significantly affect the activity of tourist enterprises. These include:

- The need to adjust the schedule of tourist enterprises under Schedule corporate client;
- The need to differentiate services, in order to meet the needs of the most complete corporate client;
- The need for managers of tourism enterprises in touch even after hours.

Note that for typical corporate clients to provide all types of services, and the creation of individual and package-tours. For successful interaction between tourism enterprises and corporate clients need to constantly differentiate tourist services. Corporate banking provides, as already mentioned, a comprehensive tourist services. And it is this, it is necessary to travel company had signed agreements with various institutions placement as customer wishes and requirements to travel on a business trip can be quite varied. Accordingly, the greater the range of accommodation facilities, the more opportunities to customers the services it expects.

Based on the material of above mentioned can identify the following main features corporate customers travel companies:

1. Usually require a comprehensive service to its employees;
2. Most services are of high quality and VIP;
3. Demand for corporate customers is largely inelastic;
4. Require constant differentiation of existing services;
5. Managers company that provides services to corporate clients should have wide-ranging training.
6. Quite a wide range of popular services.
7. Work tourist enterprise is closely related to the corporate client.

Thus, following a study should be noted that the work with corporate clients is quite specific. We were able to identify the advantages and disadvantages of working with corporate clients, where the main advantage is to obtain a Travel Agency stable income, and the main drawback - adjusting their work in the corporate client. Also, we were able to determine what type of enterprise corporate customers depend on the characteristics of his service travel company. Thus, we can say travel company must pay great attention to their development to meet the needs of corporate clients.

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