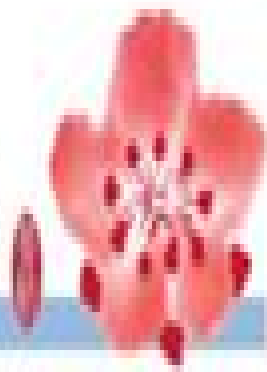


REVIEW

CHINA AIRLINES



DYNASTY FLYER

Dynasty Flyer Program Membership Guide China Airlines

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Kundenbindungsmanagement internationaler Fluggesellschaften: Eine Analyse von Frequent Flyer Programmen in der Aviation Branche Jan Pohlkamp, 2015-03-10 Der 23. November 2009 war ein besonderer Tag für die französische Fluggesellschaft Air France. Als erste Luftverkehrsgesellschaft Europas konnte Air France mit dem neuen größten Passagierflugzeug der Welt dem Airbus A380-800 Linienflug Premiere feiern. Mit der Airline hatten jedoch auch die Mitglieder des Air France KLM Vielfliegerprogrammes Flying Blue Grund zur Freude. Bereits für den ersten kommerziellen Flug von Paris nach New York hatten Vielflieger die Chance, ihre Bonusmeilen gegen ein exklusives Flugticket für den A380 einzutauschen. Kunden ohne den entsprechenden Flying Blue Kontostand an Bonuspunkten kamen hingegen nur bei einer Auktion mit kryptischen Preisaufschlägen in diesen Genuss. Dieses aktuelle Beispiel einer exklusiven Premiere zeigt nur einen kleinen Einblick in die Welt der Frequent Flyer Programme und offenbart doch das gesamte Konzept dieser Kundenbindungsmaßnahmen. Frequent Flyer Programme (FFP) oder auch Vielfliegerprogramme bieten Passagieren die Möglichkeit, Bonuspunkte für geflogene Meilen zu sammeln und diese gegen Privilegien einzutauschen. Dadurch erhoffen sich die Fluggesellschaften, rentable Kunden zu identifizieren, zu entwickeln und langfristig zu binden. Diese Form der Kundenbindungsprogramme hat ihren Ursprung im Jahr 1981. American Airlines implementierte damals eine Produktförderungsmaßnahme, die in ihrer Basisversion in den darauffolgenden Jahren zu den aktuellen Vielfliegerprogrammen weiterentwickelt wurde. Durch eine umfassende Studie fand American Airlines unter dem damaligen CEO Robert Crandall heraus, dass durch den immer größer werdenden Bedarf an Flugreisen ein Bonusprogramm nicht nur attraktiv auf Kunden wirken würde, sondern auch einen intelligenten Distributionskanal zur Verkaufsförderung darstelle. Zum damaligen Zeitpunkt bot das Pionierprogramm AAdvantage ein Bonusprogramm nur für sehr aktive Vielflieger an, bei dem der Gegenwert der Bonuspunkte noch sehr gering war und die Punkte am Jahresende verfielen. Ergänzend waren mit der Autovermietung Hertz und der Hotelkette Hyatt nur zwei Programmpartner integriert worden, und das Einlösen der Bonusmeilen beschränkte sich auf ausgewählte Freiflüge und Upgrades sowie einige Privilegien der beiden Partner. Daraufhin wurde das Konzept von AAdvantage bereits kurz nach der Einführung von einigen Wettbewerbern als Marketingspielerei belächelt.

Strategy in Airline Loyalty Evert R. de Boer, 2017-10-09 This book offers the first comprehensive exploration of frequent flyer programs. By combining academic research with extensive insights and examples from the actual business world, it explores the key drivers and strategies of airline loyalty marketing today in an unprecedented manner. Strategy in Airline Loyalty also explores how the programs have evolved over time from marketing programs to financial powerhouses, identifying both the catalysts for change as well as the strategic options and underlying trade-offs available to airlines. Covering diverse angles ranging from behavioral economics to accounting and structural design, the book reviews every core aspect of frequent flyer programs and offers extensive frameworks and definitions. The book provides a useful and complete reference for researchers.

and helps those interested in frequent flyer programs to develop a better understanding of their past present and future
Official Airline Guide ,1994-07 The SAGE Handbook of Tourism Management Chris Cooper,Serena Volo,William C. Gartner,Noel Scott,2018-08-14 The SAGE Handbook of Tourism Management is a critical authoritative review of tourism management written by leading international thinkers and academics in the field Arranged over two volumes the chapters are framed as critical synoptic pieces covering key developments current issues and debates and emerging trends and future considerations for the field The two volumes focus in turn on the theories concepts and disciplines that underpin tourism management in volume one followed by examinations of how those ideas and concepts have been applied in the second volume Chapters are structured around twelve key themes Volume One Part One Researching Tourism Part Two Social Analysis Part Three Economic Analysis Part Four Technological Analysis Part Five Environmental Analysis Part Six Political Analysis Volume Two Part One Approaching Tourism Part Two Destination Applications Part Three Marketing Applications Part Four Tourism Product Markets Part Five Technological Applications Part Six Environmental Applications This handbook offers a fresh contemporary and definitive look at tourism management making it an essential resource for academics researchers and students *Inside Flyer* ,2010 *OAG Travel Planner, Hotel & Motel Redbook* ,1998 **Tourism and Transport** David Timothy Duval,2007 This book investigates the complex relationship between transport provision and tourism While focusing on the various modes and types of transport available it also discusses the form and extent of transport networks that tie destinations together and the regulatory environments that dictate transport flows on an international scale The environmental implications for transport including climate change and emissions also features
Handbook of Research on Global Hospitality and Tourism Management Camillo, Angelo A.,2015-08-17 The tourism industry is a multi billion dollar enterprise with more people from all cultures and nationalities choosing to spend their leisure time traveling and visiting new locations To exploit this burgeoning market tourism agencies must carefully consider the desires and goals of travelers from around the world The Handbook of Research on Global Hospitality and Tourism Management contributes to the body of knowledge on travel and tourism by presenting a global view of the hospitality industry including theoretical research into industry trends as well as case studies from around the world This handbook provides travel agents owner operators and students and researchers in the hospitality industry with the latest research findings and developments in the field Within this handbook of cutting edge research readers will find chapters and cases on topics such as travel and tourism in a global economy local glocal and international hospitality challenges in environmental management cultural cuisine and destination management among others OAG Business Travel Planner ,2000 **Ciao** 12/2019 23 2019-12-04 COVER STORY COVER PEOPLE Business Traveler International ,1998 **Hong Kong Industrialist** ,1993 **Ciao** 11/2022 51 2022-11-08 Vol 51 CONTENTS P1 004 COVER STORY 26 038 COVER PEOPLE 9522 PHOTO_ Paul Chen FASHION_ Studio Doe OLIVIA YAO VISUAL_ Yoco P2 050 FUN TAIWAN 11 044

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Official Frequent Flyer Guidebook Randy Petersen,1994-09 Medical Tourism Tzung-Cheng (TC) Huan,2025-03-28 This
 book offers a comprehensive exploration of the evolving world of medical tourism It delves into the origins and development
 of medical travel examining how historical practices have shaped contemporary trends Part I lays the groundwork with an
 analysis of the fundamental shifts in health and tourism tracing the critical developments from traditional practices to
 modern approaches This section covers key transformations and conceptual advancements that have influenced the field In
 Part II the chapters provide a nuanced look at medical tourism within various contexts including humanitarian aspects and
 niche markets such as pet health tourism and travel related to terminal illness It explores how medical volunteers and special
 interest groups are shaping the current landscape Part III of the book highlights global trends and emerging patterns
 shedding light on the drivers of satisfaction and future directions in this dynamic field By examining recent developments
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