

## Practical Guidelines to Hotel Negotiations

Hard to implement because this is the one place that the travelers spend the most time when traveling. It is where they sleep so it becomes very personal.

Type of hotel programs each university was using.

Pros of putting together a hotel program:

- Capture spend to negotiate.
- Opportunity to know where travelers were staying in case of emergency How to implement a hotel program- need buy in from all departments.
- Rather than tell them this is what needs to occur, important to explain the reasons why.
- Need endorsement from executive office
- Suggested hotel program does not work as well as semi mandated program