

Air France Business Trip Report

Introduction

This report details the business trip to Paris, France, from February 3rd to February 7th, 2025, undertaken by our strategic planning team. The primary goal was to engage with Air France executives to discuss new air travel routes and enhance our existing partnership. This visit was crucial for expanding our international operations and aligning our service offerings with Air France's capabilities.

Details of the Trip

- **Dates:** February 3-7, 2025
- **Location:** Paris, France
- **Attendees:** Michael Johnson (Director of Route Planning), Lisa Ray (Partnership Manager)
- **Purpose:** To negotiate new international routes and strengthen partnership ties.

Objectives and Outcomes

The trip aimed to finalize discussions on opening new routes between the U.S. and smaller European cities, capitalizing on Air France's regional dominance. Key outcomes from the negotiations include:

- Preliminary agreement to assess the feasibility of three new routes.
- Enhanced cooperation on joint marketing initiatives for existing routes.
- Shared insights into operational efficiencies and customer service enhancements.

Meetings Summary

Several strategic meetings were conducted at Air France's headquarters:

- **Day 1:** Overview of current partnerships and performance metrics.
- **Day 2:** Detailed route analysis and potential market expansion discussions.
- **Day 3:** Operational strategies and sustainability initiatives.
- **Day 4:** Final negotiation round and drafting of preliminary agreements.
- **Day 5:** Recap and planning next steps with both teams.

Each session was aimed at deepening our understanding of mutual capabilities and exploring synergistic opportunities. The discussions were constructive, with a strong focus on long-term strategic goals.

Expenses

A breakdown of the trip expenses is as follows:

- **Airfare:** \$1,200 (business class)
- **Accommodation:** \$1,000 (four nights at a centrally located hotel)
- **Meals:** \$400 (business dinners and local dining)
- **Transport:** \$300 (airport transfers and local transportation)
- **Miscellaneous:** \$200 (communication and incidental expenses)
- **Total:** \$3,100

Challenges and Solutions

The primary challenge was aligning both companies' strategic interests with the current economic conditions and regulatory landscapes. To overcome this, we agreed to set up a joint task force to carry out detailed market research and regulatory analysis. This proactive approach ensured that both parties remained committed to the collaborative process, minimizing potential roadblocks.

Conclusion and Recommendations

The business trip to Air France was highly productive, fostering stronger relations and laying the groundwork for significant route expansion. Moving forward, it is recommended to:

- Quickly initiate the agreed-upon market research and regulatory tasks.
- Schedule monthly follow-up meetings to maintain momentum and ensure alignment.
- Prepare detailed proposals for joint marketing campaigns to support new and existing routes.