



Engaging travelers with dynamic, digital and

personalized experiences

A comprehensive guide to successful composable digital experiences for travel and tourism businesses.







The ticket to delivering highly personalized travel experiences

Think about the last time you planned a trip. Chances are, you relied on online resources — from flight bookings to hotel reservations and maybe a virtual tour of your desired destination. Changes in technology have influenced how we travel and redefined our expectations from travel businesses.

Today, the mere thought of booking a trip conjures images of scrolling through reviews, comparing prices on different platforms and the convenience of having all these resources at our fingertips. This influence is a double-edged sword for travel businesses. On one hand, digital advancements provide unparalleled opportunities to reach a global audience and offer seamless experiences. On the other, it presents a multitude of new challenges, from managing an online reputation to staying visible amidst fierce competition.

The global online travel market size was estimated at **nearly** \$520 billion¹ in 2021, and is expected to grow to \$1.13 trillion by 2030.

With this significant growth, businesses can't afford to ignore the digital landscape. Navigating this terrain requires more than just an online presence, however. It demands agility, adaptability and a keen understanding of evolving digital trends. That's where composable digital experience platforms (DXPs), like Contentstack, become indispensable.

In this comprehensive guide, we'll delve deep into the challenges and opportunities that lie ahead for travel businesses. We'll discuss strategies, technological solutions and real-world success stories to paint a picture of the travel industry's most pressing priorities.



The modern landscape of travel and tourism



The allure of exploring new destinations, experiencing diverse cultures and indulging in thrilling adventures has always drawn people to travel. Today, with the integration of digital technologies into the travel industry, that allure has been amplified tenfold.

Travel app revenue boost: 2023 is poised to witness a 17% rise² in global travel app revenues compared to 2022.

The rise of digital touchpoints

Once upon a time, a traveler's journey began at a travel agency's doorstep. Now, it starts at a digital touchpoint. These digital touchpoints are everywhere, from a simple Google search for "best places to visit in summer" to scrolling through Instagram's aesthetic travel shots. They influence choices, shape itineraries and even help make on-the-go decisions. Brands must now identify, monitor and optimize these interaction points to capture and hold the traveler's attention.

Reflecting its growing significance, 41% of business³ and 60% of leisure travelers cement their choices after their online research.

As digital platforms increasingly become the gateway to travel planning, 69.8% of travelers4 lean on search engines for preliminary research.

Building a seamless digital booking experience

Digital integration has revolutionized how consumers book travel. Gone are the days of lengthy consultations and paper tickets. Today's travelers expect — and demand — a swift, seamless and secure digital booking experience. Any friction, be it a cumbersome user interface, unclear pricing or security concerns, can divert a potential customer to a competitor in seconds.

69.8%

of travelers⁴ lean on search engines for preliminary research

41%

of business travelers cement their choices after their online research.

60%

of leisure travelers cement their choices after their online research.

60%

of travelers prefer their mobile device for travel-related digital interactions⁵





Short customer attention spans

With the rise in digital touchpoints comes better access to an overwhelming amount of content. This excess of information leads to shorter attention spans. Travelers today are inundated with options: destinations, packages, accommodations, reviews and more. Capturing and holding their attention becomes a vital task. Brands must offer concise, relevant and compelling content to stand out. Visuals play a critical role, as do testimonials and unique value propositions.

Although digital integration brings unmatched convenience, it has its challenges. A large deal of choices often leads to decision paralysis for travelers. Customer loyalty becomes elusive as offers, discounts and deals constantly vie for their attention. Amidst this dynamic landscape, the only constant is change.

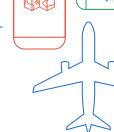
Technological advancements continue to reshape the industry. Augmented reality may soon allow travelers to "experience" a destination before they book. Virtual assistants could personalize itineraries based on travelers' preferences and real-time events. The very definition of travel might evolve as virtual reality offers experiences previously thought impossible.

In this evolving scenario, it's imperative for travel businesses to be agile, innovative and customer-centric. The focus should be on integrating the latest tech and leveraging it to deliver superior customer experiences. The modern traveler is discerning, informed and seeks value — offering that value becomes the key to success in the current travel and tourism landscape.

As we move ahead, the blend of technology and personalized human touch will define the winners in the travel and tourism industry.

The global online travel market is projected to reach a staggering \$1.13 trillion⁶ by 2030 with **69% of revenue generated by online sales,** highlighting the immense potential and importance of digital in shaping the future of the growing industry.







The top digital challenges for travel businesses

From reaching global audiences to offering personalized experiences, digital technology offers tremendous opportunities. But as travel businesses embrace digitalization, they face unique obstacles that demand strategic solutions. Let's dive into some of the paramount challenges confronting the travel industry today.

Online presence and visibility

Simply being online isn't enough. The goal is for the customer to find, see and be captivated by the travel company. This entails search engine optimization, creating value-driven content and staying updated with ever-evolving algorithms. It's no longer just about having a website; it's about making sure it ranks, engages and converts.

Organic search channels drive an **average of 30.7%** of web traffic⁷ for travel-centric platforms.

Competition overload

With many online travel agencies (OTAs) and booking sites vying for consumers' attention, standing out is more challenging than ever. Brands now compete not just on service but also on digital experiences, speed and convenience.

In 2019, the US travel industry earmarked **\$6.09 billion** for digital advertising efforts⁸.





Targeting and understanding the right audience

With the deluge of available data, one would think understanding the audience would be simpler. Yet, deciphering genuine insights from mere noise is an art. Tailoring offers, understanding travel habits and anticipating needs require sophisticated data analysis and an intimate understanding of traveler personas.

80%

of travelers¹⁰ base their decisions on online travel products by carefully analyzing platform reviews.

84% of consumers⁹ **between 18 and 41** showcase a heightened eco-consciousness

74%

of travelers¹¹ report planning their excursions online.

Building and maintaining customer trust

In addition to providing convenience, digital platforms also bring up issues of data privacy and security. Ensuring secure transactions, maintaining transparency in dealings and upholding promises are critical in cultivating and retaining trust. **13%**

of travelers use traditional travel agencies

Competitive dynamic pricing strategies

With real-time price comparisons just a click away, offering competitive pricing has become crucial. Using strategies like adjusting prices based on demand (similarly to how airline ticket prices change) while still ensuring profitability, has become the norm.

72%

of travelers¹² consider online reviews crucial when deciding on accommodations

Managing online reviews and reputation management

A single negative review can spread like wildfire on the internet. Monitoring reviews, addressing concerns proactively and building a positive online reputation are not optional but essential. **52%**

of travelers wouldn't book a property without reviews.



The technological response:

Harnessing modern trends



As technology continues to advance, the travel and tourism industry is evolving rapidly. Facing an array of challenges, the travel sector has increasingly turned to technology — not merely as a problem-solving tool but as a means to redefine the travel experience. Let's examine some pivotal technological trends shaping the contemporary travel landscape in more detail.

Virtual reality (VR)

A doorway to experiential travel: Imagine offering customers a virtual walk along the cobbled streets of Rome or a sneak peek of the underwater marvels of the Great Barrier Reef — all from the comfort of their homes. VR is turning these visions into reality. For travel businesses, VR acts as an immersive marketing tool, enticing travelers by providing a tangible glimpse of what awaits them at their destination.



Al chatbots

Redefining customer support: Customer support in the travel industry has been transformed by AI-powered chatbots. These virtual assistants are available 24/7, providing quick and personalized solutions to user queries and making the overall experience more efficient. They also contribute to data collection for analyzing customer behavior and shaping strategies.



Voice search optimization: The new frontier

With the growing popularity of voice-activated devices, like Amazon Echo or Google Home, voice search optimization is no longer an option but a necessity. Travel businesses are reevaluating their online content to ensure it aligns with conversational queries and can capture the attention of potential travelers using voice search.







Impact of social media and influencer marketing

The pull of picturesque vistas on Instagram or engaging, real-time travel stories on platforms like TikTok is undeniable. Social media has emerged as a powerful tool for destination marketing. Collaborating with travel influencers amplifies reach, builds trust and offers an authentic perspective of destinations, making it an integral part of modern travel marketing strategies.

Data-driven strategies crafting personalized experiences

In the age of information, data is king. Harnessing insights from vast reservoirs of customer data, travel businesses can offer tailored experiences, predict emerging trends and make informed decisions. From suggesting personalized travel itineraries based on past behaviors to dynamic pricing models, data-driven strategies are pivotal in delivering value to today's discerning traveler.

A study reveals that 73% of travelers¹⁵ expect innovation in their travel experience, such as self-service check-in. This underscores the industry's unwavering commitment to embracing modern trends for a competitive edge.

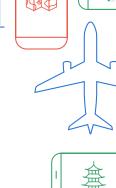
As the boundary between the digital and physical worlds blurs, technology emerges as the bridge connecting businesses with travelers in unprecedented ways. When harnessed effectively, these modern trends have the potential to mitigate challenges and elevate the travel experience to unparalleled heights. For the forward-thinking travel business, it's an era of boundless possibilities: growth, differentiation and enhanced customer satisfaction.

A significant 69.8% of travelers lean on search engines to sculpt their travel plans, with another 36.5% drawing inspiration from social media.

The visual allure of
Instagram has made it a
hub for travel inspiration.

35% of people¹⁴
stumble upon new travel
destinations through
this vibrant platform.





What is a

composable digital experience platform (DXP)?

In an era dominated by harnessing a digital presence, businesses are on the lookout for tools and platforms that can not only enhance their online presence, but also provide holistic experiences for their customers. Enter the digital experience platform (DXP) — a solution crafted to transform and elevate the digital journey.

Understanding the DXP

You've likely heard about the DXP route some companies have taken. Essentially, a DXP is like the Swiss Army knife for the digital age — it's a software framework that meshes together various tools, technologies and services. Its main goal? To empower businesses to build, deploy and refine digital experiences across a gamut of touchpoints, be it websites, mobile apps, or in-store kiosks.

But just like spotting a sleek cordless drill and realizing you're still stuck using a multi-tool, there's a catch. For all its advantages, a DXP can sometimes anchor you to a single vendor, curbing your flexibility. This is what we call vendor lock-in.

The rise of composable DXP

What does "composable" mean in this context? A composable DXP offers a modular approach to the modernized marketing tech stack. Instead of a one-size-fits-all package, it lets businesses choose, combine and interchange various components based on their unique requirements. This flexibility ensures the platform remains relevant and scalable and allows companies to stay agile in order to get ahead of their competition.





Advantages for the travel industry

For the travel industry, a composable DXP offers distinct benefits:

- **Personalization:** Travel is all about experiences. With a composable DXP, businesses can provide tailored content and offers to travelers, enhancing their journey from planning to post-trip reflections.
- Integration capabilities: The travel industry relies on various tools, from booking engines to customer relationship management (CRM) systems.
 A composable DXP seamlessly integrates these tools, ensuring smooth operations and consistent customer experiences.
- **Scalability:** Whether adding a new destination guide or managing an influx of bookings during the peak season, the modularity of a composable DXP ensures that travel businesses can scale their operations effortlessly.
- Rapid innovation: With the ability to plug in new components or replace outdated ones, travel businesses can swiftly adapt to industry trends, from VR-based destination previews to Al-driven travel recommendations.

Gartner predicts that by 2023, organizations embracing a smart composable strategy will **implement new features 80% faster**¹⁶ **than their competitors.**

A composable DXP is more than just a software solution. It's a strategic asset for businesses in the travel sector. It empowers them to craft superior digital experiences, stay ahead of trends and deliver unparalleled value to their customers. That's a competitive advantage worth investing in.







Contentstack:

The DXP solution for travel and tourism

Making the right choice for your business can feel daunting in the relatively new and competitive DXP landscape. Among the myriad options available, Contentstack's composable DXP emerges as a strong choice for travel and tourism. Here's an in-depth look at why Contentstack is consistently recognized as the DXP solution of choice for travel, tourism and hospitality.

Scalability: Expand horizons with ease

Within the travel industry, the capacity to scale is essential. Whether accommodating a surge of users during peak seasons or expanding to cater to new markets, a platform's scalability can make or break a business. Contentstack, with its cloud-native architecture, ensures that digital touchpoints such as websites, apps and other interfaces adapt seamlessly to traffic spikes and rapid content updates.

Personalization: Crafting unique journeys for every traveler

Every traveler's journey is distinct, marked by their preferences, interests and behaviors. Contentstack, recognizing this nuance, offers sophisticated personalization tools. These allow businesses to curate experiences tailored to every traveler's unique desires, ensuring that each interaction is memorable and resonant.

Businesses that deployed the Contentstack headless CMS Platform realized a **295% ROI**¹⁷ **over three years** and a **90% reduction in publishing time.**

Integration capabilities: A symphony of tools and systems

Integration is more than just a tech buzzword. For travel businesses, it's the linchpin that holds their digital ecosystems together. From CRM systems and booking engines to third-party application programming interfaces (APIs) and payment gateways, everything needs to work in harmony. Contentstack's robust API-first approach ensures that integration is feasible and fluid. The result is a seamless digital experience that resonates with the expectations of today's discerning travelers





The Contentstack edge

Several Contentstack features make it easier and faster for travel businesses to connect with customers with superior digital experiences:



Responsive design

As mobile bookings and interactions surge, Contentstack ensures users enjoy a consistent experience across devices.



Multilingual support:

Addressing a global audience requires adept multilingual capabilities, which Contentstack manages effortlessly.



Advanced security

Contentstack prioritizes top-tier security measures, ensuring the protection of both user data and critical business information.



Team collaboration:

Designed with content creators, marketers and editors in mind, the Contentstack platform fosters efficient team collaborations.



Seamless integrations:

Gain valuable insights into customer behaviors and preferences with Contentstack's easy integrations with booking engines and analytics platforms.





поІоп



Delivering personalized experiences

with Contentstack

Travel is all about the experience. From discovering a hidden beach to stumbling upon a quaint cafe in a bustling city, each journey offers memories unique to the traveler. But before the adventure begins, the initial digital touchpoint sets the tone. It's no longer enough to list services. Today, travelers expect businesses to cater to their preferences, seamlessly guiding them from inspiration to reservation. Contentstack is a game-changer in crafting personalized digital experiences.

More than 63% of consumers¹⁸ will stop buying from brands with poor personalization tactics.

Setting the stage: Why personalization matters

Picture two travelers, Alex and Jordan, browsing a travel website. Alex is a solo traveler, passionate about hiking and nature photography. Jordan, on the other hand, prefers luxurious beach getaways. A one-size-fits-all approach might leave both underwhelmed.

Offering Alex the latest beach resort deal or presenting Jordan with an off-the-beaten-path trek doesn't resonate with their distinct interests.

But what if the content dynamically adjusted to each visitor's profile and past behaviors? Alex could receive travel package recommendations highlighting scenic hiking routes, while Jordan is presented with the top beach resorts with spa services.

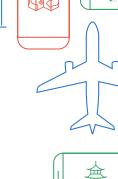
The magic behind personalization with Contentstack

Contentstack's robust API-first architecture makes integrating with leading personalization engines, analytics tools and other platforms a breeze. These integrations allow businesses to leverage existing customer data, enabling the delivery of content tailored to individual preferences.

For example, a travel agency could seamlessly integrate Contentstack with a CRM system. This setup empowers the agency to customize website content based on the traveler's past bookings, searches and feedback, resulting in a tailored digital journey for each user.

13





Tailored recommendations and content: Beyond the basics

Beyond recommendations on services, destinations and experiences, Contentstack allows you to curate a complete narrative around a traveler's preferences, from athletic activities to foodie endeavors. The platform's flexibility allows marketers to craft stories that resonate deeply with each traveler's persona.

Moreover, Contentstack's modular content approach ensures consistency across all digital touchpoints. Whether it's the main website, mobile app, or even an in-flight entertainment system, travelers receive a consistent, tailored message. It's about constructing a linear narrative that speaks directly to travelers, making them feel seen and understood.

53% of companies¹⁹ in the travel and hospitality domain **employ tailored emails** in their communication strategies.

The end game: Loyalty and repeat business

Personalization isn't just a buzzword; it's a business imperative. As travel options multiply, businesses must differentiate themselves to secure customer loyalty. By presenting travelers with content that reflects their unique preferences, companies underscore their commitment to delivering exceptional experiences. As such, they'll have in their hands satisfied travelers who are more likely to return for their next adventure.

Each travel journey tells a story shaped by individual preferences, dreams and aspirations. With Contentstack at the helm, travel businesses have a powerful ally in crafting digital narratives as unique as each traveler, setting the stage for unforgettable adventures.







Embracing agility and adaptability in the travel industry

Agility is a mandate for survival in the ever-evolving travel industry. When unpredictability is the only certainty, the ability to pivot swiftly and effectively becomes a significant competitive advantage. Contentstack stands as the epitome of agility and adaptability for travel businesses.

Adapting on the fly: Tools to pivot quickly

Agility is all about moving quickly and easily. For travel companies, this means having the capability to react instantly to market changes. Perhaps a popular destination suddenly becomes off-limits due to natural calamities, or a previously overlooked city becomes the latest hotspot for tourists. The speed at which travel agencies adapt to these changes directly impacts their bottom line.

For instance, airlines need to adjust flight schedules on the fly, resorts must modify promotional offers in real time and travel bloggers need to update content based on the latest trends. These guick responses are the bedrock of staying relevant.

Craft, adapt, and deliver with Contentstack

Contentstack recognizes the needs of the modern travel industry. Its composable DXP is engineered to offer the kind of flexibility that allows businesses to react to market dynamics in real time, bringing the following benefits:

- Seamless integration: The travel ecosystem comprises various tools, from automation systems like Zapier to e-commerce platforms like Shopify. Contentstack's integration capabilities mean that travel businesses can easily sync their existing tools with the DXP, allowing for an uninterrupted flow of data.
- 2. **Multilingual support:** The beauty of the travel industry lies in its global nature. Catering to a worldwide audience requires content in multiple languages. Contentstack's multilingual support with over 200 languages ensures businesses can simultaneously roll out content in various languages, tapping into broader markets without delays.
- 3. **Efficient content management:** Time-sensitive offers, flash sales, or even a simple itinerary change demand quick content updates. Contentstack's intuitive interface ensures that even non-tech users can make these updates in minutes. No more waiting for the IT team to make those crucial changes.
- 4. **Advanced personalization:** One size doesn't fit all, especially in travel. Contentstack helps you craft tailored digital experiences, so if a snowstorm hits a popular ski destination, businesses can immediately offer alternative recommendations to users looking for winter getaways.





The ripple effects of rapid response

Embracing agility and adaptability doesn't just mean survival — it translates into thriving. When businesses can rapidly respond to travel trends, they enjoy:

- Enhanced customer loyalty: Travelers appreciate companies that provide up-to-date information and offers.
 By being agile, companies can ensure they meet customer expectations consistently.
- Increased revenue opportunities: Agility means capturing opportunities the moment they arise. A trend that's hot today might be gone tomorrow. With swift action, businesses can capitalize on these fleeting trends.
- Robust brand image: In an age where reviews and online reputation are paramount, agility ensures that businesses are seen as proactive and responsive — a massive plus in building a trustworthy brand image.

A notable 67% of company leaders²⁰ agree that enhancing business agility ranks highly on their organization's list of priorities.



Success stories:

Transformations powered by Contentstack

The following case studies delve into the transformational journeys of three distinct companies: Icelandair, Golfbreaks, and GetYourGuide. Each faced unique challenges and found their solutions in Contentstack, ultimately leading to enhanced user experiences and operational efficiencies.





Icelandair: Streamlining content management for enhanced customer experience

Harnessing the power of Contentstack, Icelandair revitalized its content management processes, resulting in improved customer engagement and streamlined operations.

Challenge

Icelandair's traditional content management platforms were proving inefficient. Issues included difficulties supporting modular content design, long batch publishing times and connectivity problems with other applications.

Solution

Icelandair selected Contentstack from 15 potential vendors. The headless CMS' robust features and integrations greatly simplified its processes. In a span of just three weeks, Icelandair transitioned from its previous vendor. This move allowed the company to integrate the Contentstack solution seamlessly with its translation platform, catering to 12 languages and 16 locales within the same CMS.

Automation has also made Icelandair's publishing more effective, efficient and timely, cutting promotional push-out times by over 90%. The platform's user role management facilitated effortless collaboration among the team.

Results

- A 90% decrease in time taken to push promotions
- Empowered both creative and technical teams to collaborate seamlessly
- Ability to manage content in 12 languages for 16 locations without exiting the CMS







Golfbreaks: Achieving a hole-in-one with Contentstack

Golfbreaks addressed core governance issues, reinforcing its brand's consistency and expediting its web development journey.

Challenge

Golfbreaks grappled with governance and consistency issues in its previous CMS, EpiServer, which undermined its branding across different sites. The lack of governance led to discrepancies in information across sites. Additionally, content managers made structural and stylistic changes that affected brand consistency. Over time, its 5-year-old content deteriorated, prompting Golfbreaks to consider a headless solution.

Solution

Golfbreaks opted for Contentstack after a positive pre-sales experience and robust developer documentation. With Contentstack, the company could separate core content from visuals, allowing UX and UI experts to handle presentation. The transition to Contentstack gave it a single source of truth for content, enhancing governance and consistency. The marketing team could now focus on content quality instead of web page design.

Golfbreaks' partnership with Contentstack has transformed its content delivery process. With features like the GraphQL API, global fields, and webhooks, Golfbreaks' development became more agile. Contentstack's flexible nature allowed developers to use their preferred tools, frameworks and languages, speeding up the development process.

Additionally, Golfbreaks integrated some of its stored data in a customer data platform (CDP) with Contentstack for personalization. The company is building a data layer on its website to profile customers, leveraging data from Contentstack for email retargeting.

Results

- Faster publishing: Golfbreaks witnessed a 90% increase in publishing speed.
- Efficient site development: Golbreaks can build websites 80% faster.
- Developer time saved: Golfbreaks reduced developers' time building sites by 70%.

"Contentstack frees up developers' time. We can design the schemas and give them to the development team. Contentstack's flexibility allows developers to use their preferred tools, reducing developer time by a significant 70%."



Simon Hatchard





GetYourGuide: Personalizing travel experiences at scale

Leveraging Contentstack's flexibility, GetYourGuide transformed its content delivery, tailoring personalized travel experiences for its vast audience and swiftly adapting to the dynamic travel industry.

Challenge

GetYourGuide, a travel site, aimed to provide robust content around travel opportunities to meet the demands of its over 500,000 daily visitors. Bottlenecks in workflows hindered the company's ability to adapt quickly to new travel trends. It needed a platform to deliver content across various channels seamlessly.

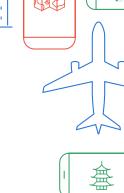
Solution

GetYourGuide chose Contentstack to enhance its content strategy. This platform enabled team members to utilize pre-approved components, reducing approval times efficiently. Previously, content teams spent up to 40% of their time on support and approvals, but with Contentstack, this was reduced to just 10%. Contentstack's APIs and a catalog of connectors from the Contenstack Marketplace allowed for swift content distribution across channels. This modularity and integration capability enabled GetYourGuide to introduce new travel opportunities faster.

Results

- Rapid content strategy acceleration to match the growing demands of travelers.
- Substantial staff reduction needs for development and support, allowing teams to focus on innovative projects.
- Over 90% faster content delivery, even for richer experiences incorporating videos and influencer content.
- A new minimal viable product (MVP) program that speeds up the development and deployment of new experiences.





Takeaways

Digital technology is everywhere and it's transforming travel and tourism. Integrating technologies, especially composable DXPs like Contentstack, is an industry necessity, not a luxury.

Travel businesses operating without an adaptive, agile and personalized digital strategy risk being left behind. Leveraging modern technologies addresses these challenges head-on and unlocks unprecedented revenue streams and customer engagement levels.

Contentstack is tailor made to drive revenue for the travel industry, offering solutions tailored to its unique needs. From streamlining operations to delivering unmatched personalized experiences, the benefits are measurable.

As we look toward the future of travel and tourism, assess if your technology can support the needs of your customers and your growing business:. Will your current tools empower you to scale globally? How can you deliver a more personalized experience and do you have the tools you need to foster customer trust and loyalty? Does your existing technology enable you to deepen customer connection? Connect with Contentstack today, and let's embark on this transformative journey together.





Endnotes

- 1. Grand View Research. Online Travel Booking Service Market Size, Share & Trends Analysis Report. 2022.
- 2. Statista. Digitalization of the travel industry statistics & facts. 22 March 2023
- 3. ZipDo. Essential Marketing For Travel Industry Statistics In 2023. 11 August 2023.
- 4. Travel Marketing Statistics 2023. Amra & Elma. 2023.
- 5. Hervouet, I. <u>Understanding the behavior of the digital traveler</u>. Hospitalitynet. 29 August 2022.
- 6. Grand View Research. Online Travel Booking Service Market Size, Share & Trends Analysis Report. 2022.
- 7. Holmes, K. 20+ Travel Marketing Statistics That You Can't Ignore. Ruler Analytics. 23 August 2021.
- 8. Statista. <u>Travel industry digital advertising spending in the United States from 2019 to 2023.</u> January 6 2023.
- 9. Travelport. Modern Retailing Has Changed What Customers Expect.
- 10. Jin, L. and Hu, B. <u>Influencing factors of online products decision-making oriented to tourism economy under the guidance of consumer psychology.</u> National Library of Medicine. 3 August 2022.
- 11. Tourism & Technology, the perfect duo! LinkedIn. 21 February 2023.
- 12. TripAdvisor. Online Reviews Remain a Trusted Source of Information When Booking Trips, Reveals New Research. 16 July 2019.
- 13. Travel Marketing Statistics 2023. Amra & Elma. 2023.
- 14. Travel Marketing Statistics 2023. Amra & Elma. 2023.
- 15. Oracle Hospitality in 2025: Automated, Intelligent...and More Personal. PR Newswire. 1 June 2022.
- 16. Gartner. Gartner Identifies the Top Strategic Technology Trends for 2022. 18 October 2021.
- 17. Contentstack. Forrester: The Total Economic Impact™ of Contentstack Headless CMS Platform.

 December 2022.
- 18. Smart Insights. Personalisation: Stats and Trends for 2022. 12 January 2022.
- 19. Travel Marketing Statistics 2023. Amra & Elma. 2023.
- 20. Deloitte. Deloitte Business Agility Survey 2021. 2021.