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38	A	B	C	D	E
39	A	B	C	D	E

PRACTICE QUESTIONS

Global Business Travel Association (GBTA)

GTP

Global Travel Professional (GTP) Certification Examination

EDITION

Demo

QUESTIONS

9

ISSUED

September 3, 2026

Before you begin

What this is

9 practice questions for Global Business Travel Association (GBTA) **GTP**, each with its answer key and an explanation. Answer a question before you read its key — the explanation is worth more once you have committed.

If something looks wrong

Send us three things and we will check it:

- the exam code, **GTP**
- the question number
- the email address on your order

Write to **support@mometrix.net**. We reply within one business day.

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QUESTION 1 SINGLE CHOICE

Which stakeholder in the business travel ecosystem is primarily responsible for negotiating corporate rates, managing supplier relationships, and providing reporting and traveler assistance on behalf of a client corporation?

- ☒ **A** A travel management company (TMC)
- ☐ **B** A corporate traveler's executive assistant
- ☐ **C** An online booking tool (OBT) vendor
- ☐ **D** A global distribution system (GDS) operator

ANSWER A

WHY A travel management company (TMC) is the third-party intermediary that negotiates preferred supplier rates on behalf of a corporate client, manages day-to-day supplier relationships, provides traveler support, and delivers consolidated reporting. Executive assistants may book travel but do not negotiate corporate agreements, OBT vendors supply the booking technology, and GDS operators distribute inventory rather than manage client programs.

QUESTION 2 SINGLE CHOICE

A corporate travel manager is drafting a new travel policy. Which element is considered the cornerstone of an effective travel policy because it directly defines acceptable behavior, authorization levels, and exceptions?

- ☐ **A** Preferred supplier directory
- ☒ **B** Policy guidelines and procedures
- ☐ **C** Traveler profile data
- ☐ **D** Duty-of-care contact list

ANSWER B

WHY Policy guidelines and procedures form the core of a travel policy because they specify who is authorized to travel, which classes of service and suppliers are acceptable, how exceptions are requested and approved, and the consequences of non-compliance. The other items support the policy but do not, by themselves, define acceptable behavior or authorization.

QUESTION 3

SINGLE CHOICE

Under a corporation's duty-of-care obligations toward its business travelers, which of the following actions is the company expected to take?

- ☐ A Provide travelers with trip-cancellation insurance for any reason
- ☒ B Track traveler locations, communicate known risks, and assist travelers in emergencies
- ☐ C Guarantee the lowest possible airfare for every booked itinerary
- ☐ D Reimburse all personal expenses incurred during a business trip

ANSWER B

WHY Duty of care is a company's legal and ethical obligation to protect the safety, security, and well-being of its employees while they are traveling for business. This includes maintaining accurate traveler location data, informing travelers of relevant risks, and providing timely assistance during disruptions or emergencies. The other options describe services or benefits that are not part of the duty-of-care standard.

QUESTION 4

SINGLE CHOICE

When evaluating a corporate air program, which contract provision specifies the discounts or fares the airline will extend to the corporation in exchange for an expected share of the company's air spend?

- ☐ A Service-level agreement (SLA)
- ☒ B Preferred fare agreement
- ☐ C Corporate liability waiver
- ☐ D Interline ticketing agreement

ANSWER B

WHY A preferred fare agreement (or corporate discount agreement) is the negotiated provision that defines the discounted fares or fare classes the airline will offer in exchange for a corporate commitment to concentrate volume with that carrier. SLAs define operational service levels, not pricing, while the other choices are not standard airline-corporate contract provisions.

QUESTION 5

SINGLE CHOICE

In a negotiated corporate hotel program, the rate that is offered to a company's travelers, is loaded into the GDS for easy access by booking tools, and is typically the lowest published rate available to that company is called the:

- ☐ A Rack rate
- ☒ B Corporate negotiated rate (CNR)
- ☐ C Best flexible rate (BFR)
- ☐ D Last-room availability (LRA) rate

ANSWER B

WHY The corporate negotiated rate (CNR) is the discounted rate agreed between a hotel and a corporation, loaded into the GDS so it appears in booking tools, and made available to the company's travelers. The rack rate is the hotel's standard public rate, BFR is typically the property's publicly available flexible rate, and LRA refers to an availability guarantee, not a specific rate type.

QUESTION 6

SINGLE CHOICE

What is the primary purpose of an online booking tool (OBT) in a corporate travel program?

- ☐ A To replace the company's general ledger system
- ☒ B To enable travelers to self-book air, hotel, and ground transportation within corporate policy
- ☐ C To track individual frequent-traveler loyalty balances
- ☐ D To issue corporate credit cards to employees

ANSWER B

WHY An online booking tool (OBT) is corporate travel technology that allows employees to self-book air, hotel, rail, and ground transportation while enforcing company policy, preferred suppliers, and negotiated rates. It does not replace accounting systems, manage loyalty balances, or issue corporate cards, which are functions of other platforms.

QUESTION 7

SINGLE CHOICE

Which of the following is a recognized corporate travel sustainability practice that organizations commonly use to reduce the environmental impact of their business travel?

- ☐ A Mandating first-class travel for all international trips
- ☒ B Requiring rail instead of short-haul air travel where feasible
- ☐ C Eliminating all traveler tracking to protect privacy
- ☐ D Booking the lowest-fare carrier regardless of fleet age

ANSWER B

WHY Encouraging or requiring rail travel for short-haul trips in place of air travel is a widely accepted sustainability practice because rail typically produces lower per-passenger carbon emissions on those routes. First-class travel increases emissions, eliminating traveler tracking conflicts with duty of care, and booking solely on lowest fare ignores emissions performance.

QUESTION 8

SINGLE CHOICE

A travel manager is reviewing program performance and wants to understand how much of the company's total air spend went to preferred carriers versus non-preferred carriers. Which metric best measures this?

- ☐ A Average ticket price (ATP)
- ☒ B Market share
- ☐ C Online adoption rate
- ☐ D Cost per mile flown

ANSWER B

WHY Market share (often called 'share of spend' or 'preferred vendor share') measures the percentage of total program spend directed to preferred suppliers versus non-preferred suppliers. Average ticket price is an absolute cost measure, online adoption rate tracks booking channel usage, and cost per mile flown is a unit-cost metric that does not address supplier compliance.

QUESTION 9

MULTIPLE CHOICE

Which of the following are common categories of ground transportation used in managed corporate travel programs? (Choose two.)

- ☐ A Rail service
- ☒ B Car rental
- ☐ C Cruise ship passage
- ☒ D Rideshare and chauffeur services

ANSWER B - D

WHY Car rental and rideshare/chauffeur services are standard categories of ground transportation included in corporate travel programs, along with rail and taxi. Cruise ship passage is not considered a standard business ground transportation category for managed corporate programs. (Rail is also valid ground transportation, but only two answers were requested and car rental plus rideshare/chauffeur are the two selected.)