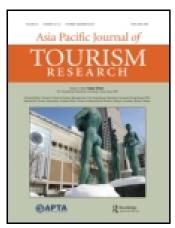
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# The Recent Asian Wave in Tourism Research: The Case of the Journal of Travel & Tourism Marketing

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# The Recent Asian Wave in Tourism Research: The Case of the Journal of Travel & Tourism Marketing

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This paper presents the findings of a review of research papers that were published in the Journal of Travel & Tourism Marketing from January 2011 to December 2013. Content analysis was used to analyze 159 research papers. The results revealed that, out of the eight research areas identified, consumer behavior, brand management, and e-marketing are the three most popular research topics among studies that collected data from Asian and non-Asian countries/regions. One notable exception is that research related to demand models and pricing seems to be dominated by research in Asian countries/regions. The study concludes with a general discussion of the implications, trends in tourism marketing research, and study limitations.

Key words: journal publication, Asia, research area, marketing

#### Background

The last decade has experienced growth in the social, cultural, political, and economic significance of tourism to many countries/regions, particularly in Asia. Although the economic crisis hit the world in 2008, tourism arrivals to this region have recovered faster and stronger than expected. According to the United Nations World Tourism Organization (UNWTO), the Asia-Pacific region has

received an increase in inbound tourist arrivals from 199 million to 233 million between 2009 and 2010. The increase continued in 2011 to 258 million, representing average growth of more than 11% per year (United Nations World Tourism Organization [UNWTO], 2011). Such massive tourism demand has brought substantial inbound tourism expenditure – US\$350 billion in 2011 (UNWTO, 2012). Perhaps due to the high level of investment in new resorts and hotels during recent

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years, together with the easing of visa requirements and political openness in many Asian countries such as China, there is clear trend of "Asian Wave", which is defined as a phenomenon of gradual shift in travel toward Asia (Winter, 2009). Indeed, the UNWTO (2007) has forecasted that Mainland China (hereafter known as China) is likely to be the top international destination country in the world by the year 2020. The rapid growth of Asian tourism is not only evident in statistical figures, but has also been recognized by the academia who have organized conferences in 2007 and 2009 using "Asian Wave" as central theme (Lema, 2007; Winter, 2009), as well as writing insightful discussions regarding this phenomenon (Winter, Teo, & Chang, 2009).

The tourism business is facing a new set of transformations in the twenty-first century under an uncertain and dynamic new competitive environment (Tribe, 2010). This poses not only many challenges but also opportunities for practitioners to explore Asian markets for further business growth. As competition in the tourism industry becomes more intense, the role and contribution of effective marketing strategies are increasingly critical in establishing a competitive position for the enterprise (Tsai, Song, & Wong, 2009). In order for scholars to accurately reflect the changes in the tourism industry, it is important to conduct continuous, rigorous, and systematic research studies. As such, given the growing importance of marketing management, especially in Asia, a comprehensive and critical review of the latest research studies would be useful so that tourism practitioners can update their knowledge on current marketing trends and academia can identify possible gaps for new research. In addition, it is useful to assess how hospitality and tourism scholars have adapted to the extensive

changes in the market that might impact hospitality and tourism research (Line & Runyan, 2012).

The Journal of Travel & Tourism Marketing (JTTM) is recognized as a leading applied research journal specializing in travel and tourism marketing (McKercher, Law, & Lam, 2006). The Asia Pacific Journal of Tourism Research, on the other hand, aims to publish articles that advance knowledge of tourism particularly related to the Asia-Pacific region. Some examples of recent systematic reviews of prior research in hospitality and tourism have focused on information technology (IT) application (Law, Leung, & Buhalis, 2009) and social media (Leung, Law, van Hoof, & Buhalis, 2013). A review that analyzes the overall pattern of travel and tourism marketing research specifically focusing on Asia is, however, lacking but would be beneficial for readers from understanding the research conducted in Asia. The purpose of this study is, thus, to fill this gap by consolidating and synthesizing the research focus of manuscripts that have been published in the JTTM over the past three years, and examining whether the research that focused on Asia differs from research that focused on other regions. It is hoped that tourism researchers and practitioners will be able to better understand what have been studied that might be relevant to their learning and what gaps in knowledge remain to be explored in the future.

# Methodology

Similar to many published review articles, this study conducted a content analysis to examine articles individually. Journal articles were downloaded in August and November 2013 for review. Only full-length research articles published in the *ITTM* from January 2011 to

December 2013 were included. Research notes, conference reports, book reviews, introductions to special reports, and communications were excluded. A total of 159 articles were retrieved from the publisher's website for categorization. The method for publication categorization followed the method of Tsiotsou and Ratten (2010), who classified tourism research into seven categories: consumer behavior, market segmentation, brand management, service performance, e-marketing, demand models/pricing, and strategic marketing/marketing concepts. In addition, literature review was added as another area. An Excel worksheet was created to document the characteristics of each paper, including research area and focus, authors' country of affiliation, data analysis methodology, and country of data source. Each researcher read the paper carefully and then recorded its category, research focus, and methodology on a separate worksheet. In addition, if any of the selected papers' authors were affiliated with an Asian institute and/or the data source was in Asia, the name of the country was recorded in the worksheet for further analysis.

Because it is difficult to verify the weighting of each author's contributions in each paper, this study simply counted all instances where there was an Asian affiliation or data source. In other words, if an author came from an Asian country/region or if the data were collected in Asia, the paper was counted as Asian (i.e. one point was added). After the categorization by each researcher was completed, the worksheets were cross-checked and consolidated by three experienced researchers in tourism management. In cases where there were discrepancies, the researchers discussed the discrepancies until an agreement was reached.

Table 1 shows the frequency distribution of the research areas for the 159 analyzed papers.

These papers were further sub-divided by their geographical focus. If the research data were collected within Asia, the paper was categorized as "Asia". Otherwise, papers were categorized as "non-Asia". A majority of the papers focused on non-Asian regions, whereas around 41% focused on Asia. Among all of the 159 papers, consumer behavior, brand management, and e-marketing were the top three topics for the past three years. Demand models/pricing was the leastexplored area, with only four papers published in the past three years.

## Findings and Discussions

### Asian Data Source and Affiliation

Among the 159 papers, 65 (41%) used Asia as their data source. Among all Asian countries/ regions, one-fifth of the studies (13 papers) focused on Hong Kong, and 12 papers (19%) focused on Taiwan. China ranked third with 11 papers (17%). Nine other papers focused on more than one Asian country/region. Two papers compared the tourism situation in China and Taiwan; one paper compared China and Hong Kong; one compared Japan and Korea; one examined the differences between Malaysia and Korea; and four studies compared several Asian countries.

Among the 159 papers, 46 papers were coauthored by scholars across more than one country. Out of those 46, more than 80% (37 papers) involved institutes in Asia. This strongly hints that the majority of international collaborations were connected with Asia. By counting the number of country occurrences, there were 223 counts among 159 papers, where 45% (72 papers) had at least one author from an Asian institute.

Table 1 Research Areas and Topics in Tourism Marketing Research

		Number of journal pa		rnal papers
Research areas	Topics	Asia	Non- Asia	Total
Consumer behavior	Motives, perceptions, satisfaction	19	22	41 (26%)
Brand management	Destination branding, destination image, destination personality, destination image measures	15	23	38 (24%)
E-marketing	Transaction, promotion, Web 2.0, user-generated content, social media, mobile services	9	14	23 (14%)
Strategic marketing/ marketing concept	Market orientation, relationship marketing, experiential marketing	9	13	22 (14%)
Market segmentation, targeting, positioning	Psychographic and behavioral segmentation factors	5	10	15 (9%)
Service performance	Service quality, service delivery, service failure	4	5	9 (6%)
Demand models/ pricing	Demand prediction models and pricing strategies	3	1	4 (3%)
Literature review	2 0	1	6	7 (4%)
Total		65 (41%)	94 (59%)	159 (100%)

Note: Research areas and topics were adapted from Tsiotsou and Ratten (2010).

Among Asian papers with at least one Asian institute affiliated author, Hong Kong ranked the first, with 34 papers (41%), Korea ranked second with 21 papers (26%), and Taiwan ranked third with 15 papers (18%) (Figure 1).

#### Research Area

As previously discussed, the selected papers were divided into the following eight research areas: brand management, consumer behav-

ior, demand models/pricing, e-marketing, market segmentation, service performance, strategic marketing, and literature review.

Consumer Behavior. Consumer behavior was the most popular topic in the study period, with a total of 41 papers (26%). The number of Asia-focused papers about consumer behavior (19, 46%) was just slightly more than the number of non-Asia-focused papers (22, 54%). Table 2 shows the research summary of all journal papers on consumer behavior.

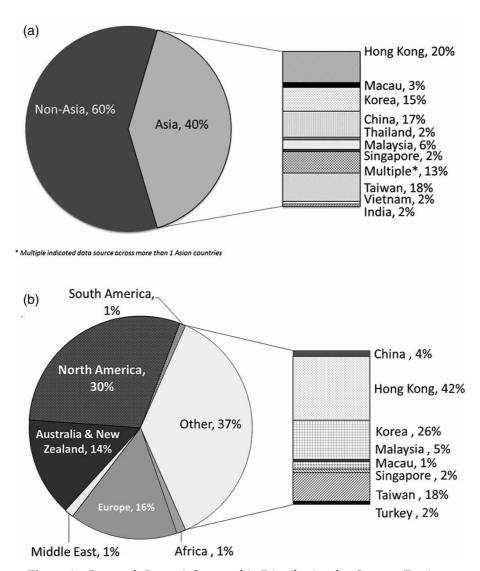


Figure 1 Research Papers' Geographic Distribution by Country/Region.

Asian research in consumer behavior. The wave of tourism to Korea seems to be a hot topic in consumer behavior. Out of the 17 Asian research papers, 5 studies focused on Korea: medical tourism (Lee et al., 2012); TV drama and film tourism (Kim, 2012); the flow and tourism wave (Lee & Yoo, 2011); tourist behavior (Kim & McKercher, 2011); and the use of social networking (Kim & Tussyadiah, 2013). With the massive increase of Mainland Chinese tourists traveling around the world, many practitioners would like to understand their behavior in order to get ready to receive this growing market: tourists' travel behavior (Chow & Murphy, 2011) and preferences of Chinese tourists (Agrusa et al.,

Table 2 List of Papers Focused on Consumer Behavior

Author	Research focus and data source country	Country of affiliation
Asian data source		
Agrusa, Kim, and Wang (2011)	Chinese tourists characteristics and preferences in Hawaii	USA, Korea, and Taiwan
Au and Cheng (2012)	Hong Kong employees' satisfaction with an airline information system	Hong Kong
Chen and Xiao (2013)	Longitudinal study on motivations of repeat international tourists in China	China and Hong Kong
Chih, Wu, and Li (2012)	Consumers' impulsiveness could be an internal factor that affects whether they make purchases on Taiwan travel websites	
Chow and Murphy (2011)	Chinese tourists' travel behavior via a pre- and post-tour survey in Australia	Australia
Jamal, Othman, and Muhammad (2011)	Psychological factors that influence homestay tourism in Malaysia	Malaysia
Kim and McKercher (2011)	The collective effect of the Korean nation's culture and tourists' home culture on tourist behavior	Korea and Hong Kong
Kim and Tussyadiah (2013)	Use of social networking and support by young professionals in Korea	USA and Denmark
Kim (2012)	Korean TV drama and film tourism	Australia
Kucukusta, Pang, and Chui (2013)	Hong Kong customers' preferences and selection criteria in the spa business	Hong Kong
Lee and Yoo (2011)	The flow and structure of the experience of the Korean tourism wave	Korea
Lee, Han, and Lockyer (2012)	Japanese medical tourism to Korea	Korea and New Zealand
Liang (2013)	Children influential power on the purchase of online travel products in Taiwan	Taiwan
Lim (2013)	Time pressure for visitors to a travel fair in Singapore	Singapore
Lin and Wang (2012)	Repurchase intentions in Taiwan	Taiwan
Musa, Doshi, Wong, and Thirumoorthy (2012)	Malaysian hospitality examined international tourists' satisfaction	Malaysia

Table 2 Continued

Author	Research focus and data source country	Country of affiliation
Su and Hsu (2013)	Tourist experience – service fairness influence satisfaction and behavioral intentions in the context of Chinese natural heritage tourism	China and USA
Tsang, Tsai, and Leung (2011)	Price bargaining in Hong Kong's open-air markets	Hong Kong
Xie, Wu, and Hsieh (2012)	Authenticity of Taiwanese souvenirs, including tourists' perceptions	USA and Taiwan
Non-Asian data source		
Barlés-Arizón, Fraj-Andrés, and Martínez-Salinas (2013)	Spanish woman with different profile influence different family vacation decision stages	Spain
Bonnefoy-Claudet and Ghantous (2013)	Emotions can affect perceived value at French ski resort	France
Gration, Raciti, and Arcodia (2011)	Australian "Festivalgoers" actively disassociate themselves from the "tourist" tag	Australia
Han and Hyun (2012)	Proposed an extension of the existing four- stage loyalty model	Korea
Karatepe (2011)	Tourists' behavior affects hotel employees in Arab descent	Turkey
Kim and Qu (2012)	Refined a model for relationship selling in the USA	Korea
Kim, Sun, and Kim (2013)	Tested attitudes and behavioral intentions in social commerce in the USA	USA
Koc (2013)	All inclusive Turkey packages may change tourists dieting habits and may cause obesity	Turkey
Lee, Castellanos, and Choi (2012)	Examined the readiness of US customers using self-service check-in kiosks	USA and Canada
Lee, Han, and Willson (2011)	Tourists' behavior affects visit intentions and word of mouth in a green hotel	Korea and Australia
López-Bonilla and López- Bonilla (2013)	Compared self-service technology and traditional service on air-ticket purchases in Spain	Spain
Mattila and Hanks (2012)	Visitors' emotions while they were queuing for services in the USA	USA

Table 2 Continued

Author	Research focus and data source country	Country of affiliation
Mikulić, Paunović, and Prebežac (2012)	Neural network-based importance— performance analysis to find out how to enhance the visitor experience in a wine fair in Croatia	Croatia
Phillips and Back (2011)	Interpersonal mediation, materialistic hedonism, and status had influences on US visit intentions	USA
Polo Peña, Frías Jamilena, and Rodríguez Molina (2013)	Assessed the impact of IT on Spain rural tourism enterprises	Spain
Prayag (2012)	Predicted the travel motivation and intentions of French senior citizens	France
Savinovic, Kim, and Long (2012)	Ethnic minorities' motivation, satisfaction, and intentions to re-visit a cultural festival in Australia	Australia and UK
Shields (2011)	Wanderlust begins with early and varied travel experiences, and then it continues and inspires future travel behavior for American	USA
Suni and Komppula (2012)	How a film village in France acts as a push factor that attracts tourists	Finland
Walls, Okumus, and Wang (2011)	Conceptual paper on the tourist vacation decision-making process	USA
Yamada and Fu (2012)	Planned behavior influences people visit in a museum in the USA	Korea and USA
Zamora, Vasquez-Parraga, Rodriguez, and Gonzalez (2011)	Compared the motivations and loyalty for travelers that use train or bus services in Chile	Chile and USA

2011). Furthermore, a longitudinal study conducted in Xiamen, China, examined the motivations of repeat international tourists (Chen & Xiao, 2013). Asian tourists seem liking purchase souvenirs; therefore, several studies focused on their purchase behavior: authenticity of souvenirs (Xie et al., 2012), repurchase intentions (Lin & Wang, 2012),

consumers' impulsiveness affects purchases on travel websites (Chih et al., 2012), and price bargaining in open-air markets (Tsang et al., 2011). Besides, Liang (2013) investigated the influential power of children on the purchase of travel products. As a service-oriented industry, the hospitality industry needs to focus on the important factor of

customer satisfaction (Musa et al., 2012) and employees' satisfaction with an airline information system (Au & Cheng, 2012). Su and Hsu (2013) confirmed that service fairness influences satisfaction and behavioral intentions in the context of Chinese natural heritage tourism. To increase customer satisfaction and increase business opportunities, businesses must examine customers' preferences and selection criteria, especially in the spa business (Kucukusta et al., 2013). Psychological factors could influence homestay tourism (Jamal et al., 2011) and time pressure for visitors to a travel fair (Lim, 2013).

Brand Management. Brand management was the second most popular research area, with 38 papers (24%). There were 15 Asian papers (39%) and 23 non-Asian papers (61%). Table 3 lists the articles that focused on brand management research.

research brand Asian in management. Many Asian studies have focused on understanding destination image from travelers' perspective. Li and Wang (2011) investigated China's image through the eyes of Western travelers. Battour et al. (2012) showed that the mediating effect of Malaysian Muslim tourists' satisfaction was positively associated with destination loyalty. Destination brand equity of Korea as an Islamic-friendly destination (Im et al., 2012) and low perceived risk tended to have more positive ratings of destination image (Tavitiyaman & Qu, 2013).

With the increasing number of Chinese tourists traveling around the world, destination management offices (DMOs) should know more about the perceptions of Chinese tourists. Korea's food-themed TV drama affected Chinese perception of the national image of Korea and their intentions to visit

(Kim et al., 2012); another study assessed the perceived image of Taiwan by interviewing Mainland Chinese tourists (Song & Hsu, 2013). In addition, various studies have examined China's destination image. Chen et al. (2013) stated that destination image was perceived positively in terms of historic sites, fairs and festivals, natural scenery, and hospitality and friendliness. Song et al. (2013) examined destination loyalty with a multiple mediation model at China's Hainan Island, and competence, excitement, sophistication, and ruggedness are four building blocks of destination personality of Beijing (Xie & Lee, 2013).

Besides China, several studies have examined other Asian destinations. Two prior studies focused on Kaohsiung, Taiwan. One examined Kaohsiung's destination attractiveness and revisit intentions (Wang & Wu, 2011), and the perception gap between blogs and DMO promotion of Kaohsiung (Chen et al., 2012). In addition to tourists' perception, studies have examined employees' perceptions and the brand equity of theme parks in Hong Kong (Tsang et al., 2011) and casino management in Macau (Tsai et al., 2013). Additionally, Jeong and Holland (2012) confirmed that optimal amount of travel information exposure provided a saturation effect on perceived Korea destination image formation, and travelers' attitudes toward Korea street food fully mediated the relationship between benefit perception and behavioral intention (Choi et al., 2013).

E-marketing. E-marketing research ranked third, with 23 papers (14%). There were nine papers (39%) focusing on Asian countries and 14 (61%) focusing on non-Asian countries/regions. Table 4 summarizes the research finding for these journal papers that focused on e-marketing.

Table 3 List of Papers Focused on Brand Management

Author	Research focus and data source country	Country of affiliation
Asian data source		
Battour, Battor, and Ismail (2012)	Mediating effect of Muslim tourists' satisfaction with Malaysia	Malaysia and Egypt
Chen, Chen, and Wang (2012)	Perception gap between blogs and DMO promotion of Kaohsiung	Taiwan and USA
Chen, Hua, and Wang (2013)	Destination image of China	USA
Choi, Lee, and Ok (2013)	Korean consumers' perceptions on the risk of street food	USA and Korea
Im, Kim, Elliot, and Han (2012)	Destination brand equity of Korea conducted in Malaysia	Korea, Hong Kong, and Canada
Jeong and Holland (2012)	Korea's destination image formation	Korea and USA
Kim, Kim, Agrusa, and Lee (2012)	Chinese tourists' perception of the national image of Korea from Korea's food-themed TV drama and their intentions to visit	Korea and Hawaii
Li and Wang (2011)	China's image through the eyes of Western travelers	USA
Song and Hsu (2013)	Perceived image of Taiwan through the eyes of Chinese tourists	Australia and Hong Kong
Song, Su, and Li (2013)	Destination loyalty to Hainan Island in China	China
Tavitiyaman and Qu (2013)	Thailand's destination image and tourist behavior	Hong Kong and USA
Tsai, Lo, and Cheung (2013)	Casino Brand Equity in Macau	Hong Kong
Tsang, Lee, and Li (2011)	Hong Kong employees' perceptions and the brand equity of theme parks	Hong Kong
Wang and Wu (2011)	Kaohsiung's destination attractiveness and revisit intentions	Taiwan
Xie and Lee (2013)	Destination personality of Beijing, China	USA and Hong Kong
Non-Asian data source		
Abreu Novais and Arcodia (2013)	Event image could be transferred to the sponsor in Australia	Australia

Table 3 Continued

Author	Research focus and data source country	Country of affiliation
Agapito, Oom do Valle, and da Costa Mendes (2013)	Relations between cognitive, affective, and conative dimensions of Portugal's destination image	Portugal
Bianchi and Pike (2011)	Brand salience, brand image, and brand value are positively related to Australia's destination loyalty from Chilean tourists	Australia
Björk (2012)	Proposed a quick-fix model for brand recovery in Finland	Finland
Bruwer and Lesschaeve (2012)	Winescape framework to measure wine tourists' perceptions of a Canadian wine region	Australia and Canada
Cervera-Taulet, Schlesinger, and Yagüe-Guillen (2013)	Spain's advertisements affect airline brand personality	Spain
Cox and Wray (2011)	Australia's regional tourism destinations	Australia
Oom do Valle, Mendes, and Guerreiro (2012)	Portugal residents' participation in the events supports the repositioning of the destination image	Portugal
Glover (2011)	Australia's destination image could affect students' choice of study destination	UK
Huang, Oh, Zhang, and Choi (2013)	Destination branding from college students in the USA	USA
Jin, Lee, and Huffman (2012)	US restaurants experiences affect brand image and customer loyalty	USA
Jones, Day, and Quadri- Felitti (2013)	Definition of boutique hotels around the world	USA
Kim and Perdue (2011)	American ski destinations effects of cognitive and affective images	USA
Koutra and Karyopouli (2013)	Motivation factors that form Cyprus' destination image	UK
Mathisen and Prebensen (2013)	How promotional film affect Norway's destination image	Norway
Pan and Hanusch (2011)	Faster tempo music of tourism TV commercials gain the audience's attention	Hong Kong and Australia

Table 3 Continued

Author	Research focus and data source country	Country of affiliation
Pratt (2013)	Australian travelers' perceptions on awareness, visitation history, and destination perceptions at South Pacific	Hong Kong
Regan, Carlson, and Rosenberger (2012)	Travel motivations, affective Australia's destination image	Australia
Ryan and Ninov (2011)	Dubai's overall image was determined by a specific location	New Zealand and UAE
Silkes, Cai, and Lehto (2013)	Food experiences contribute to the cognitive component of US destination image	USA
Trembath, Romaniuk, and Lockshin (2011)	Relationship between brand salience and destination choice of Australia	Australia
Wheeler, Frost, and Weiler (2011)	Regional destination branding of Australia	Australia
Ye and Tussyadiah (2011)	Visual cues have to stimulate the imagination of the USA	USA

Asian research on e-marketing. E-marketing was one of the least-researched areas in Asia. Interestingly, a majority of these papers focused on social media, and only two papers examined e-marketing strategies. One study examined the performance of Hong Kong hotels' social media websites (Chan & Guillet, 2011) and the image of Malaysia as perceived by Muslims from online photos (Syed-Ahmad et al., 2013). Asian studies mainly focused on website evaluation. Fuzzy Analytic Hierarchy Process were adopted to rank Hong Kong hotel websites (Ip et al., 2012), and content analysis was used to evaluate hotel websites in China and Taiwan to understand their effect on the hotel images (Ting et al., 2012). In Korea, studies investigated the cultural effects of tourists' online information searches on destination websites (Cho & Sung, 2012), how websites affect the

medical tourism industry (Yu et al., 2011), and how trust affects the loyalty of online tourism shopping websites (Kim et al., 2012). Technology helps the tourism industry maintain its competitiveness without geographical barriers. IT can affect online system transaction costs (Chathoth & Law, 2011), and Lin and Fu (2012) identified three dimensions that are important for successful e-commerce on business-to-consumer websites: technology, product, and service.

Strategic Marketing/Relationship Marketing. Strategic and relationship marketing ranked fourth, with 22 papers published. Nine papers (41%) focused on non-Asian countries, and 13 papers (59%) focused on Asian countries/regions. The papers on strategic marketing and relationship marketing are summarized in Table 5.

Table 4 List of Papers Focused on e-Marketing

Author	Research focus and data source country	Country of affiliation
Asian data source		
Chan and Guillet (2011)	Performance of Hong Kong hotels' social media websites	Hong Kong
Chathoth and Law (2011)	IT can affect online system transaction costs in India	Australia and Hong Kong
Cho and Sung (2012)	Cultural effects of tourists' online information searches on Korean destination websites	Korea and USA
Ip, Law, and Lee (2012)	Fuzzy Analytic Hierarchy Process to rank Hong Kong hotel websites	Hong Kong
Kim, Chung, Lee, and Kim (2012)	Trust affects the loyalty of online tourism shopping websites in Korea	Korea
Lin and Fu (2012)	Factors affect the successfulness of e- commerce on Taiwan business-to- consumer websites	Taiwan
Syed-Ahmad, Musa, Klobas, and Murphy (2013)	Image of Malaysia as perceived by Muslims from online photos	Malaysia and Italy
Ting, Kuo, and Li (2012)	Upscale Taiwanese hotel image affect the information published on their websites	Taiwan
Yu, Lee, and Noh (2011)	Websites affect the medical tourism industry in Korea	Korea and Australia
Non-Asian data source		
Browning, So, and Sparks (2013)	Online hotel reviews influence service quality and firms' ability to control service delivery	Australia
Chhabra, Andereck, Yamanoi, and Plunkett (2011)	Gender equity in the USA's tourism advertisements	USA
Hudson and Thal (2013)	Consumer decision process	USA
Kang and Schuett (2013)	US tourists share their travel experience on social media	USA
Kim, Choi, and Kim (2013)	Social media affect the motivation of American college students	USA and Korea

Table 4 Continued

Author	Research focus and data source country	Country of affiliation
Lee, Law, and Murphy (2011)	Effect of electronic Word-of-mouth (eWOM) performance internationally in TripAdvisor on the reputation and credibility of the content creator	Hong Kong and Australia
Leung and Bai (2013)	Social media affect the motivation of American travelers	USA
Milwood, Marchiori, and Zach (2013)	Compared social media usage, e-word of mouth in USA and Switzerland	USA, Switzerland, and Denmark
Rasty, Chou, and Feiz (2013)	International customers' attitudes toward Internet travel advertising	Iran and Taiwan
Schroeder, Pennington- Gray, Donohoe, and Kiousis (2013)	Role of social media in crisis management in various countries	USA
Senders, Govers, and Neuts (2013)	Social media affect customer loyalty for tour operations in Dutch-speaking countries	Belgium
Tham, Croy, and Mair (2013)	eWOM in social media affect destination choice	Australia
Tussyadiah (2012)	Social gaming and location-based social network marketing in the USA	USA
Wen (2012)	Online travel purchase intentions in the USA	USA

Asian research in strategic marketing/relationship marketing. Among the Asia focused papers, three researched Hong Kong, and three researched Taiwan. Lo et al. (2011) confirmed travelers would adopt risk-reduction strategies that are related to their travel characteristics and their socio-demographic characteristics, and travel distance affects Hong Kong travelers' choices (Guillet et al., 2011). Although information searches on the Internet for travel information were very popular, travel guidebooks still play an important role during travel and post-travel.

Tsang et al. (2011) concluded that travelers have six underlying dimensions when using travel guidebooks. In order to successfully enhance tourists' experiences in a heritage museum in Taiwan, tourist must have involvement, willingness, and ability to actively participate in the story-telling experience (Chronis, 2012), and Huang and Chuang (2013) proposed a multiple channel strategy model for travel agencies.

Culinary tourism is popular in Asia, and Horng and Tsai (2012) proposed a culinary tourism strategy based on the results of

 Table 5
 List of Papers Focused on Strategic Marketing/Relationship Marketing

Author	Research focus and data source country	Country of affiliation
Asian data source		
Chronis (2012)	Enhance tourists' Taiwan experiences depended on tourists' involvement, willingness, and ability to actively participate in the story-telling experience	USA
Guillet, Lee, Law, and Leung (2011)	Hong Kong residents' travel distance affects their destination choices	Hong Kong
Hahm and Wang (2011)	Destination image of Japan from the film <i>Lost</i> in translation	USA
He, Park, and Roehl (2013)	Perceived travel risks in China	USA
Horng and Tsai (2012)	Culinary tourism strategy in Taiwan	Taiwan
Huang and Chuang (2013)	Multiple channel strategy model for Taiwan travel agencies	Taiwan
Lo, Cheung, and Law (2011)	Perceived travel risks in Hong Kong	Hong Kong
Park, Qu, and Lee (2011)	Image differentiation positioning positive effect on future consumer behavior in Korean airline industry	USA and Korea
Tsang, Chan, and Ho (2011)	Role of travel guidebook in the eyes of Hong Kong residents	Hong Kong
Non-Asian data source		
Dolnicar, Grün, and Yanamandram (2013)	How survey question influence survey quality in Australia	Australia and Austria
Kerr, Cliff, and Dolnicar (2012)	DMOs should attract business travelers to become holiday makers to Australia	Australia
Kim, Jeon, and Hyun (2011)	Service providers communication style affect perceived relational benefits and loyalty in the USA	Korea
Kim, Kim, and O'Neill (2013)	Increase in advertisement expenditure could increase total and unsystematic risk in the USA	Hong Kong and USA
Levy, Getz, and Hudson (2011)	Consumer-to-consumer relationships and interaction increase tour members' satisfaction and enjoyment in North America	USA, Canada, and Sweden

Table 5 Continued

Author	Research focus and data source country	Country of affiliation
Martínez, Pérez, and Rodríguez del Bosque (2013)	Developed a scale to assess corporate social responsibility in Spain tourism	Spain
Okumus, Kock, Scantlebury, and Okumus (2013)	Authentic local cuisines play a critical role in destination promotion of four small Caribbean islands	USA and Aruba
Pforr and Locher (2012)	Reform of healthcare system in Germany affects the spa and health resort industry	Australia
Redondo (2012)	Appropriate movies could help promote Spain	Spain
Tung and Ritchie (2011)	Canadian senior travelers travel intention	Canada
Walters and Mair (2012)	Celebrities to endorse Australia post-disaster recovery campaign messages	Australia
Weaver and Lawton (2011)	Word of mouth was the most important source of US visit intentions	Australia
Zach and Racherla (2011)	Promote USA via film and TV drama	USA

various qualitative methodologies. Zach and Racherla (2011) stated that film could provide positive and negative destination images; a study on the image of Japan in the film Lost in translation found similar results (Hahm & Wang, 2011). Park et al. (2011) established and tested a model of airlines' strategies for image differentiation positioning, and they found it has positive effect on future consumer behavior. He et al. (2013) investigated the effects of religion on perceived risks that are associated with travel to China. Results indicated that the travelers who reported a religious affiliation perceived more risk than non-religious travelers did.

Market Segmentation. Market segmentation ranked fifth with 15 papers (9%). Five of them (40%) were Asia focused, and 10 papers (60%) were non-Asia focused. Table 6 lists

the papers that researched on market segmentation.

market Asian research in segmentation. The five Asian-based papers that focused on marketing segments examined five different countries'/regions' tourists: China, Hong Kong, Korea, Macau, and Vietnam. Li et al. (2011) segmented Chinese tourists and attempted to understand the constraints of outbound travel. Lo et al. (2011) used risk-reduction strategy to segment tourists. Moreover, Lyu and Lee (2013) classified visitors who participated in a golf event in Korea by leisure benefits; Wong et al. (2013) focused on visitors who are interested in religious tourism in China; and Le and Pearce (2011) segmented international visitors to battlefield sites in Vietnam. However, the results

Table 6 List of Papers Focused on Market Segmentation

Author	Research focus and data source country	Country of affiliation
Asian data source		
Le and Pearce (2011)	Segmented international visitors to battlefield sites in Vietnam	New Zealand
Li, Zhang, Mao, and Deng (2011)	Constraints of outbound travel in China	Hong Kong and Australia
Lo, Law, and Cheung (2011)	Risk-reduction strategy to segment tourists in Hong Kong	Hong Kong
Lyu and Lee (2013)	Classified Korean visitors by leisure benefits	Korea
Wong, Ryan, and McIntosh (2013)	Religious tourism in China	Macau and New Zealand
Non-Asian data source		
Dawson, Havitz, and Scott (2011)	Activities involvement of Alpine skiers in Canada	Canada
Hung and Petrick (2012)	Background constraints to cruises between cruisers and non-cruisers	Hong Kong and USA
Jovanovic, Dragin, Armenski, Pavic, and Davidovic (2013)	Constraining factors of nautical tourism in Serbia	Serbia
Kattiyapornpong and Miller (2012)	Analysis tourists shopping patterns in Australia	Australia
Kruger and Saayman (2012)	South African arts festival visitors' demographic backgrounds and their purpose of visit	South Africa
Lahav, Mansfeld, and Avraham (2013)	Classified DMOs' media coverage by their public relations expenditure	Israel
Lehto, Lin, Chen, and Choi (2012)	US family vacation activities	USA, Taiwan, and Korea
Lima, Eusébio, and Kastenholz (2012)	Segmented Portugal mountain visitors based on their expenditures	Portugal
Odunga and Maingi (2011)	Segmented wildlife tourists in Kenya	Kenya
Tkaczynski and Rundle-Thiele (2013)	Australian music festival attendees' demographic backgrounds and their purpose of visit	Australia

Table 7 List of Papers Focused on Service Performance

Author	Research focus and data source country	Country of affiliation
Asian data source		
Chang and Chung (2012)	Service failure in Taiwan	Taiwan
Kim, Choi, and Schwartz (2012)	Importance-performance model testing using Korean data	USA and Korea
Lin, Shiu, and Wu (2012)	Relationship between tourists' perceptions and the service quality in Taiwan	Taiwan
Tsang, Lee, Wong, and Chong (2012)	THEMEQUAL model for theme park in Hong Kong	Hong Kong
Non-Asian data source		
Jang, Cho, and Kim (2013)	Handling disappointment and dissatisfaction in the service industry in Spain	USA and Korea
Kim and Severt (2011)	Service quality on entertainment shows in the USA	USA
Lee and Khan (2012)	US restaurants' service guarantee strategy	USA
Sabiote, Frías, and Castañeda (2012)	Culture acts as a moderator between service quality and tourists' satisfaction in UK	Spain
Sun and Qu (2011)	Word of mouth and service quality in midscale US hotels found no significant difference across genders	USA

indicated that the battlefields were not a factor affecting whether tourists visit Vietnam.

Service Performance. Service performance ranked sixth with nine papers (6%), of which four papers (44%) were Asia focused, and five papers (56%) were focused on non-Asian countries/regions. The papers on service performance were listed in Table 7.

Asian research in service performance. Among the four Asia-related papers, each had a different research focus. Tsang et al. (2012) proposed the THEMEQ-UAL model for measuring theme park service quality. Lin et al.'s (2012) study on the service quality of Taiwanese bed and break-

fasts showed that tourists from different market segments have different preferences for service quality. Since service failure in group tour packages that incur third-party complaints, service organizations must be careful when handling the potential risk (Chang & Chung, 2012). A study conducted in Korea focused on the importance—performance model and tested whether it could contribute to the tourism literature (Kim et al., 2012).

Demand Models/Pricing. Demand models and pricing were the least-researched area with only four papers (3%). There was only one non-Asian paper, and the other three papers focused on Asian countries/regions.

Author	Research focus and data source country	Country of affiliation
Asian data source		
Jones, Lee, and Chon (2011)	Future issues in revenue management and sales and marketing in China	Hong Kong
Law, Leung, Guillet, and Lee (2011)	Online travel agents' pricing strategy in Hong Kong	Hong Kong
Tsai and Gu (2012)	Room capacity and profitability in Hong Kong	Hong Kong and USA
Non-Asian data source Vanegas (2013)	Tourists forecast in El Salvador	USA

Table 8 List of Papers Focused on Demand Models/Pricing

This was the only research area that had a higher ratio of Asian-based publications than non-Asian-based publications. All four papers' research focuses were listed in Table 8.

research in demand models/ Asian pricing. Three papers explored demand and forecasting in Asia, and all of them were related to Hong Kong. Tsai and Gu (2012) examined the room capacity and profitability of Hong Kong hotels using a single-period inventory model. Jones et al. (2011) illustrated future issues in revenue management and sales and marketing in China using the Delphi approach. Law et al. (2011) examined online airfare changes for a fixed departure date to understand online travel agents' pricing strategy.

Literature Review. Other than the seven research areas above, JTTM also published seven articles that reviewed prior research. Generally speaking, literature reviews did not have geographical focus, but one of the reviews examined the Asia paradigm. Therefore, it was classified as Asian-based research.

All the literature review focuses were summarized in Table 9.

Asian research in literature review. There was only one paper focused on Asia. Leung et al. (2011) examined the research publications in four leading travel and tourism journals from 1999 to 2008. Their findings indicated a growth of Asia-related research in the tourism sector in the decade.

# Conclusions, Limitations, and Future Studies

This study categorized research papers published in the *JTTM* into eight areas and further sub-categorized them into Asia and non-Asia focused. Among all eight categories, consumer behavior was the most popular topic with 41 papers. Demand models/pricing was the least popular topic with only four papers published in three years. This is in line with a review performed by Yoo, Lee, and Bai (2011) on four other hospitality journals. Among the papers, 41% focused on Asia,

 Table 9
 List of Papers Focused on Literature Review

Author	Research focus and data source country	Country of affiliation
Asian data source		
Leung, Leung, Bai, and Law (2011)	Research collaboration in Asia	Hong Kong and USA
Non-Asian data source		
Amaro and Duarte (2013)	Online travel purchase	Portugal
Goh and Law (2011)	Forecasting and tourism demand methodologies	Hong Kong
Lee and Law (2011)	Research productivity of academic institutes	Hong Kong
Lee and Law (2012)	Most popular analysis methods	Hong Kong
Leung et al. (2013)	Content analysis	Hong Kong, USA, and UK
Xiao, Li, and Lin (2011)	Three areas: economics, geography and environment, and sociocultural studies	Hong Kong and Singapore

while the remaining 59% were non-Asia focused.

However, among all eight categories, Asia-focused research was less common than non-Asian research on marketing segmentation and strategic marketing (Asian research made up 33% of each category). On the other hand, Asia-focused research makes up a higher proportion of the papers that focus on demand models/pricing (75%). This may suggest that scholars in Asian universities tend to have more interest or strength in quantitative and mathematical modeling research.

As the role of the Internet and social media in marketing has become increasingly important, marketing research in this area should increase to keep up with the trend. This study revealed only nine Asia-based (focused) papers on e-marketing. Therefore, researchers should be aware of this under-explored area. While most prior research has focused on Western countries, cultural differences between Asian and non-Asian cultures may be another interesting area to further explore because tourism is by nature a multi-cultural business involving travelers from different parts of the world. In view of the rapid and sustainable growth of Asian tourism in the coming years as increasingly recognized by the industry practitioners and academia, findings of this study can reveal general research gaps and opportunities where resources can be more effectively directed upon and strategically focused in the future. Specifically, by taking advantages of the skills and familiarity of quantitative modeling and cultural differences associated with Asian-based scholars, more focus could be on strategic marketing in the Asian region. As such, the "Asian Wave" can further be manifested and enhanced.

This study has several limitations. First, it only analyzed one tourism journal for three

years. Therefore, the results may not represent the entire situation of Asian research, especially as the Asian tourism industry has witnessed significant growth for more than a decade (Leung et al., 2011). The sample size should be expanded to get a fuller picture of research focuses in Asia. Second, this study only focused on one marketing journal, which is not comprehensive enough to reflect the entire situation. It would thus be beneficial to include more leading tourism journals, perhaps including non-English journals from different countries. Future research could also consider exploring whether research areas are associated with demographic and/ academic background of researchers. This would certainly be useful identifying opportunities for possible research collaboration.

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