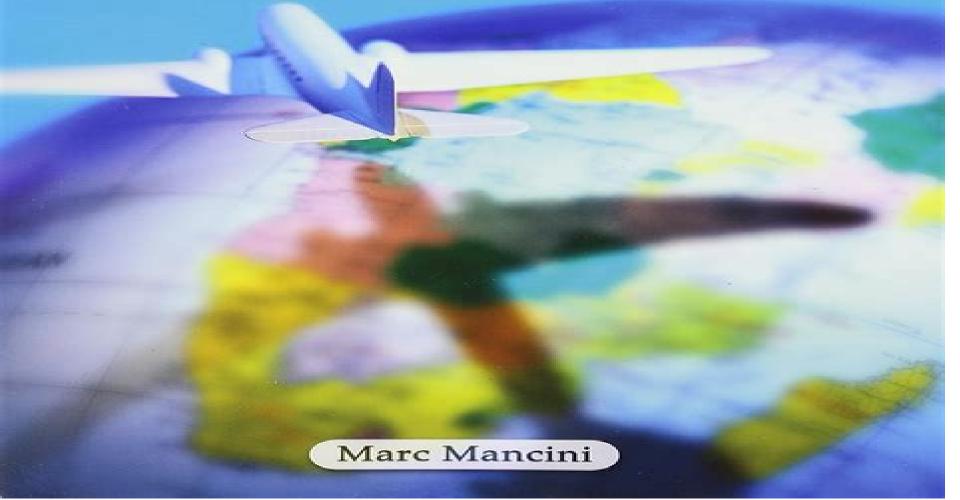


Selling Destinations Geography for the Travel Professional

FIFTH CANADIAN EDITION



Selling Destinations Geography For The Travel Professional

Marc Mancini

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Selling Destinations: Geography for the Travel Professional Marc Mancini, 2012 This special 5th Canadian edition of the bestselling Selling Destinations Geography for the Travel Professional offers a fresh approach to destination geography It argues that geography provides the foundation for the entire travel tourism and hospitality industries and that travel professionals need to know not just the facts about places but also how to sell them to the traveling public Selling Destinations features In depth exploration of the nations regions and cities that Canadian travelers favor most Sales and marketing factors such as visitor profiles their preferences motivations and misgivings as well as other sales and marketing considerations Hundreds of photos maps charts and graphics that help organize the content for the reader and make geography come alive Detailed information on climate attractions transportation sample itineraries and cultural patterns Mini case studies map exercises and creative activities that pull together each chapter's content to create an interactive and entertaining learning experience A style that is relaxed informal and enjoyable not unlike a leisure vacation itself Selling **Destinations** Marc Mancini, 1999 Recognizing that geography is something the travel industry sells this text provides students with aspects about different places that enable the students to effectively match clients and destinations Students will have exposure to maps of cities and areas most frequented by tourists geographic facts about major destinations and other details that enhance the book s sales geography philosophy Selling Destinations Marc Mancini, 2004 Selling Destinations is the resource no student or travel professional from any sector of the industry will want to do without The author's sales geography philosophy is supported by essential information on major tourist destinations around the world as well as lesser known hot spots The author uses more than 300 maps graphs and other visual aids to give the reader a wealth of information about location selection modes of travel to and around the desired area climate cultural patterns lodging options day trips attractions and allied destinations Each chapter closes with a map activity testing knowledge of geographic locations and their attractions a case study to apply the knowledge learned to hypothetical travelers and a creative activity that challenges the reader to find an innovative solution to a hypothetical situation **Selling Destinations** Selling Destinations, Geography for the Travel Professional, 4th Ed ,2004 Mancini, 1992-03-01 Selling **Destinations** Marc Mancini, 2008-12-04 SELLING DESTINATIONS has been the travel professional s definitive guide to matching travelers with the destinations that are most appropriate for them Informative and tightly organized the book is a visual encyclopedia with hundreds of maps charts and other illustrative materials Detailed information on attractions climate lodging and cultural patterns as well as sample itineraries and profiles of typical visitors to each destination round out the coverage New To This Edition Fully updated and expanded information on climate modes of travel local customs lodging itineraries major attractions and of course sales strategies Important Notice Media content referenced within the product description or the product text may not be available in the ebook version **Selling Destinations** Marc Mancini, 1999

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