

NELSON

# **Selling** Destinations

## Geography *for the* Travel Professional

FIFTH CANADIAN EDITION



Marc Mancini

# Selling Destinations Geography For The Travel Professional

**Marc Mancini**



## **Selling Destinations Geography For The Travel Professional:**

**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**

Mancini, 1992-03-01 **Selling Destinations, Geography for the Travel Professional, 4th Ed**, 2004 **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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Cruising Marc Mancini,2000 This comprehensive new guide written in conjunction with the Cruise Lines International Association CLIA explains cruising in detail the fastest growing segment of the travel industry Chapters cover everything from who cruises and why to how to successfully market and sell cruises to the public Detailed information is provided on cruise history ship types the cruise experience where to cruise how the industry operates and promotional materials The variety of activities including Internet activities found throughout reinforces concepts through practical application of learned material Information on how to obtain Cruise Lines International Association certification is included Managing the Guest Experience in Hospitality Robert Clayton Ford,Cherrill P. Heaton,2000 Describes fourteen principles of successful hospitality management and discusses their relation to guest experiences at tourism venues considering issues of strategy staffing and systems

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## **Table of Contents Selling Destinations Geography For The Travel Professional**

1. Understanding the eBook Selling Destinations Geography For The Travel Professional
  - The Rise of Digital Reading Selling Destinations Geography For The Travel Professional
  - Advantages of eBooks Over Traditional Books
2. Identifying Selling Destinations Geography For The Travel Professional
  - Exploring Different Genres
  - Considering Fiction vs. Non-Fiction
  - Determining Your Reading Goals
3. Choosing the Right eBook Platform
  - Popular eBook Platforms
  - Features to Look for in an Selling Destinations Geography For The Travel Professional
  - User-Friendly Interface
4. Exploring eBook Recommendations from Selling Destinations Geography For The Travel Professional
  - Personalized Recommendations
  - Selling Destinations Geography For The Travel Professional User Reviews and Ratings
  - Selling Destinations Geography For The Travel Professional and Bestseller Lists
5. Accessing Selling Destinations Geography For The Travel Professional Free and Paid eBooks

- Selling Destinations Geography For The Travel Professional Public Domain eBooks
- Selling Destinations Geography For The Travel Professional eBook Subscription Services
- Selling Destinations Geography For The Travel Professional Budget-Friendly Options
- 6. Navigating Selling Destinations Geography For The Travel Professional eBook Formats
  - ePub, PDF, MOBI, and More
  - Selling Destinations Geography For The Travel Professional Compatibility with Devices
  - Selling Destinations Geography For The Travel Professional Enhanced eBook Features
- 7. Enhancing Your Reading Experience
  - Adjustable Fonts and Text Sizes of Selling Destinations Geography For The Travel Professional
  - Highlighting and Note-Taking Selling Destinations Geography For The Travel Professional
  - Interactive Elements Selling Destinations Geography For The Travel Professional
- 8. Staying Engaged with Selling Destinations Geography For The Travel Professional
  - Joining Online Reading Communities
  - Participating in Virtual Book Clubs
  - Following Authors and Publishers Selling Destinations Geography For The Travel Professional
- 9. Balancing eBooks and Physical Books Selling Destinations Geography For The Travel Professional
  - Benefits of a Digital Library
  - Creating a Diverse Reading Collection Selling Destinations Geography For The Travel Professional
- 10. Overcoming Reading Challenges
  - Dealing with Digital Eye Strain
  - Minimizing Distractions
  - Managing Screen Time
- 11. Cultivating a Reading Routine Selling Destinations Geography For The Travel Professional
  - Setting Reading Goals Selling Destinations Geography For The Travel Professional
  - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Selling Destinations Geography For The Travel Professional
  - Fact-Checking eBook Content of Selling Destinations Geography For The Travel Professional
  - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
  - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

#### 14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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