

PalArch's Journal of Archaeology  
of Egypt / Egyptology

**ANALYTICAL STUDY ON INCENTIVE TRAVEL AND  
MOTIVATION**

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**Ms. Devika Sood , Dr.M. Sajnani ,Dr. Prashant Kumar Gautam , Analytical Study  
On Incentive Travel And Motivation , Palarch's Journal Of Archaeology Of  
Egypt/Egyptology 18(4). ISSN 1567-214x.**

**Keywords: Travel, Motivation, Development, Policy, Incentive.**

**Abstract:**

The part of incentive travel is talked about and the capability of the Indian generated incentive travel market is inspected. In view of the information gathered, proposals for additional business advancement were given to DMC. Travel motivation hypothesis assists with clarifying which specific parts of travel make it an appealing prize. The article presents an early on applied structure for understanding the connection between motivator travel and work inspirations and goes about as an establishment for future examination here. The outcomes gave significant ramifications to Indian travel organizations and policy creators, and worldwide incentive travel clients and organizers to see better the condition of incentive travel opportunities in India.

**Introduction:**

Incentive travel, comprehensively characterized, is the bait of a travel excursion to persuade employees at work. Incentive travel has gotten progressively famous with a ton of organizations over the most recent couple of years. To such an extent that it has become a colossal market for the business. In this Unit, we will examine the development of Motivator travel and its various stages. The piece of master inspirational houses in such way has in like manner been discussed [1]. The Unit moreover considers the possible destiny of motivating force travel and the structure it might require following several years. The possibility of motivating force travel is that it should act normally trading to the association [4]. With everything taken into account, the motivating force program should pay for itself through

extended arrangements or reduced association costs. Infact, motivating force travel is the carrot before the representatives who may then work harder and more brilliant to profit it.

This is on the grounds that it is quite possibly the clearest types of acknowledgment – the fundamental component in any incentive program. It likewise offers a novel possibility for the administration to speak with its employees[6]. Incentive projects additionally fill some instructive need in by far most of occurrences where conferences, presentation of new items, seminars and training programs for salesmen, and so forth are likewise consolidated in the travel programme. Truth be told, incentive travel is generally suggested by HRD specialists as a motivational apparatus as well as a compensation perk for pulling in ability to the association.

The motivation of tourism academia to better recognize and to forecast variables affecting tourism decisions has attracted substantial attention since the 1960s [7]. According to Backman and others, motivation is conceptually treated as "a state of need, a condition for showing different types of behaviors for certain types of activities, developing preferences, and reaching a reasonable outcome." This driver has dominated the habits of travel to preserve and accomplish one's will and improve one's own value.

This is a working paper and further research is being carried out on the basis of the hypotheses designed post the pilot study.

### **Literature Review:**

Chatchuda Thumachai (2017) we investigated inventory network structures and characteristics of the motivating force travel industry, which is a unique area of the travel industry and cordiality industry. Since the theoretical structure customized for this area can't be discovered, we built up a conventional model to plot central members and primary activities, for example, joint efforts and relationships between major parts in the store network. At that point we confirmed the model with observational information gathered from the incentive travel industry in Thailand. A centre gathering conversation was coordinated to approved and contextualize the proposed structure. Four followed up top to bottom meetings with incentive store network major parts in Thailand were directed. Information were cross-approved utilizing different information sources including private area, public area and instructive establishments. Revelations show that the key parts in motivating force creation network are the impetus houses, who plan constantly the motivator program for the corporate contemplating the quantifiable benefit (ROI), and target organization associations (DMC), who execute the program at the goal. Connections and joint exertion between players are basic to the achievement of motivating force program transport since the motivator travelprograms are viewed as extraordinary occasions that necessary custom made supplies and activities. At last, potential examination field additionally talked about with recommended strategies.

M.Jacobs (2017) Incentive travel is motivational and utilized for rewarding accomplishment. This makes life-changing recollections yet to return to a similar objective is a vulnerability in view of impacts and encounters. Understanding the impact of objective encounters is significant for advertisers who view rehash guests as a steady wellspring of income. This subjective investigation remembered three profundity interviews with incentive travel organizers and two semi-organized center gatherings with incentive travelers who empowered a more profound knowledge and comprehension of the complexities in

reselecting an incentive objective. It is presumed that there are encounters which will and which won't impact the choice to return to an incentive objective.

Judith Mair (2015) Despite the financial significance of the gatherings, incentives, meetings, and presentations (MICE) industry, it remains respectably under investigated. The locale of motivating force travel is particularly feeble in scholastic assessment and stays without a strong theoretical foundation. Described verification suggests that motivation travel is seen as a huge and colossal compensation by affiliations and their representatives. In any case, while noteworthy investigation has dissected how to convince representatives in the workplace, including the use of motivators, there has been little assessment of why travel makes, for instance, extraordinary impetus. With an end goal to address this opening, this applied article organizes the movement business inspiration composing with the composition on representative inspiration, with explicit reference to trust speculation. Expectation theory suggests that the valence of a prize (its charm) is a basic fragment of convincing representatives.

George G. Fenich (2015) The whole purpose of offering Incentive Travel has been examined from the perspective of the senior management involved in decision making The greatest thing that Incentive travel offers is recognition and chance for employees to know each other and most importantly the higher management. Another purpose of study spun around the "destination choice process". The interaction is informal as the whole setting is outside the business setting. The study revealed how destinations were chosen, who made the choice, regardless of whether members were overviewed on their inclinations, and whether the reaction impacts the decision of destination. It was discovered that numerous organizations utilize an outsider seller or incentive organization to help them select destinations dependent on the rules they want. It was additionally discovered that organizations need to consider numerous contemplations while picking a destination. Some normally revealed contemplations included. Incentive travel gives encounters that the single traveler could always be unable to bear/arrange all alone.

### **Objectives:**

1. Ascertaining product benefits and features associated with incentive travel;
2. Aspects to choose the incentive travel destination

### **Research Methodology:**

An examination can be planned in two different ways to give two kinds of information, quantitative and subjective. The contrasts between these two strategies are that quantitative asks realities, for example, what, where, how much and how regularly. The data collected for the study by using secondary sources through random sampling method with tentative sample size of 40 organizations who offer incentive travel for employees to enhance the work motivation among them.

### **Site selection:**

Figure 1 indicates that in the incentive context of travel, the site selection variables found as part of this research are especially significant. Many of the factors for site selection essential for conference promoters have also been seen to be important for reward planners. Factors other than those previously listed in Convention Site Selection Literature tended to be factors (which were illustrated in the diagram)[9]. In turn, in this segment, each element is addressed.

The main variables in this analysis were the usability, affordability and picture of the destination. Conference services and the site environment were deemed to be less critical for reward planners[11]. Other critical factors that have emerged, but not generally known as site selection variables, were destination novelty, perceived risk and exchange rates/currency.



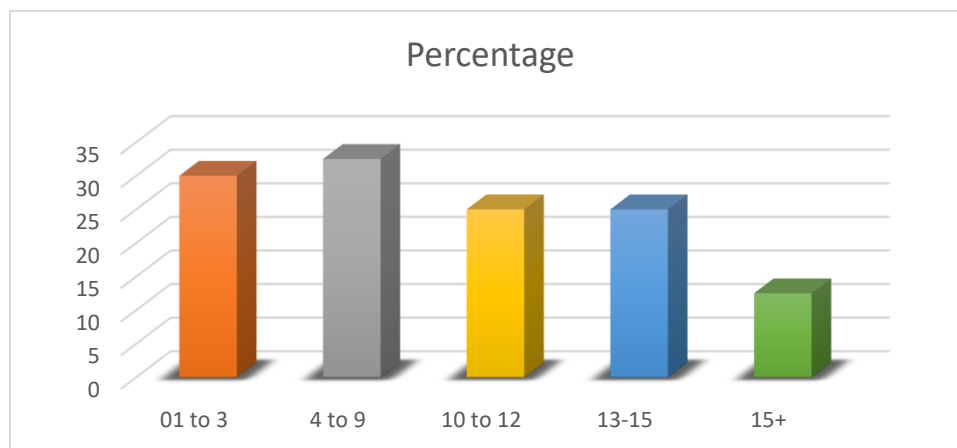
**Figure 1. Incentive travel planners' site selection factors**

#### Data Analysis:

As seen on Table 1 over, 32.5 % of offices coordinated 4 to 9 incentive travels for each year, 30 % coordinated more than 1-3 travels, 25 % coordinated 10 to 12 travels, and 12.5 % coordinated 13 to 15 travels yearly.

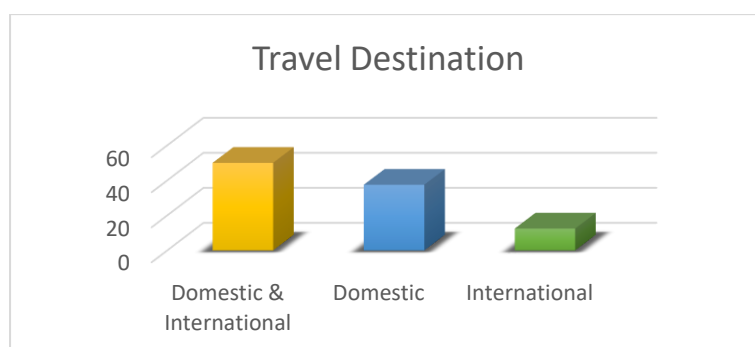
**Table 1: Average Number of Incentive Travels Organized Per-year**

Variable	Frequency	Percentage
1-3	12	30
4-9	13	32.5
10-12	10	25
13-15	10	25
15+	5	12.5
<b>Total</b>	<b>40</b>	<b>100</b>

**Graph 1: Organized Incentive Travel****Table 2: Overall Incentive Destination Choices of Companies**

Variable	Frequency	Percentage
<b>Domestic &amp; International</b>	<b>20</b>	<b>50</b>
<b>Domestic</b>	<b>15</b>	<b>37.5</b>
<b>International</b>	<b>5</b>	<b>12.5</b>

50 % of companies choose domestic and international incentive destination while 37.5 % prefer domestic and 3 % inclines toward just international destination.

**Graph 2: Incentive Destination Choice**

The exploratory factor study was carried out to investigate the influences that impact the desire of tourists to visit a destination. Four factors could be identified in the results: sporting events, emotional refreshment and relaxation, visits to historic places and entertainment.

**Table 3: Exploratory Factor Analysis**

<b>Variables</b>	<b>Sports Events</b>	<b>Emotional Refreshment</b>	<b>Relaxation</b>	<b>Historical Places</b>
<b>To get close to nature</b>	<b>.775</b>			
<b>To relax</b>	<b>.786</b>			
<b>To be Active</b>	<b>.723</b>	<b>.817</b>		
<b>To Engage in Sports</b>		<b>.809</b>		
<b>To become emotionally and physically refreshed</b>		<b>.645</b>		
<b>To spend time with people cared deeply about</b>			<b>.873</b>	
<b>To increase knowledge of new places</b>			<b>.854</b>	
<b>To seek adventure</b>				<b>.808</b>
<b>To spend time with people cared deeply about</b>				<b>.718</b>
<b>To have fun</b>		<b>.712</b>		<b>.536</b>
<b>To visit historical and cultural sites</b>	<b>.543</b>			
<b>To mix with fellow tourists</b>			<b>.934</b>	

Thus, visitors with more or more other nationalities may be replicated in the future. The studies may be repeated in other countries, and other variables, such as gender, age, occupation, wages, and cultural backgrounds, may be related to tourist destinations' motivation[6]. The business segments and destination loyalty may be other factors of academic concern in their connection with destination selection and incentive for tourists.

### **Conclusion:**

The points of the examination were to explain the objectives of incentive excursions, discover the short-and long-term advantages of incentive outings and investigate incentive travel as a productive motivation apparatus. Subsequent to gathering and investigating the data accumulated, recommendations for future business improvements for the commissionaire of the examination, DMC, must be introduced. It is imperative to recognize that as a theoretical article, the constraints are clear that the initial calculated structure proposed above will require generous observational testing before any firm choices about its relevance to motivating force travel can be drawn[8]. In the one side, the writers tried to identify factors, to select a destination and its motivating features, as well as potential distinctions in the way tourism chooses and motivates visitors on the basis of their nationality[9]. The findings showed that visitors were inspired to visit locations, to have fun and meet new people by certain special features, such as sports, exploring nature, relaxation, spiritual and physical regeneration. Similarly, four variables summarized these characteristics[10]. Furthermore, future studies should suggest demonstrating the connection between attitudes and expectations. It can also be remembered that incentive is just one potential variable that explains the choice behaviour of tourist attractions. In order to understand more thoroughly tourist attitudes and motivating influences in various environments and more broadly generalize the findings, comparative research should be considered.

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