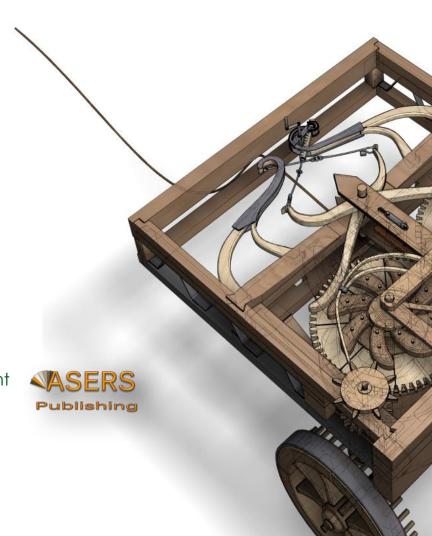
# Journal of Environmental Management and Tourism



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### Fall 2023 Volume XIV Issue 6(70)

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# Call for Papers Winter Issues 2023 Journal of Environmental Management and Tourism

Journal of Environmental Management and Tourism is an open access, peer-reviewed interdisciplinary research journal, aimed to publish articles and original research papers that contribute to the development of both experimental and theoretical nature in the field of Environmental Management and Tourism Sciences. The Journal publishes original research and seeks to cover a wide range of topics regarding environmental management and engineering, environmental management and health, environmental chemistry, environmental protection technologies (water, air, soil), pollution reduction at source and waste minimization, energy and environment, modelling, simulation and optimization for environmental protection; environmental biotechnology, environmental education and sustainable development, environmental strategies and policies.

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## **Exploring Factors Shaping Tourist Satisfaction: A Case Study of the Chefchaouen Destination in Morocco**

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**Abstract:** This study aims to identify determinants of tourist satisfaction in Chefchaouen, an authentic destination in the north-eastern of Morocco. Our study identifies factors that contribute more to tourists' satisfaction and comes up with recommendations.

Methodologically, an extended bibliographical review is presented to establish the hypotheses and the research conceptual model. A deductive approach is suitable for this study. It is a quantitative study based on a survey filled out by tourists on a visit to produce results.

The results of our study show that two dimensions 'joy' and 'positive surprise' have a direct and positive influence on tourist satisfaction. the results also show that staying in Chefchaouen gives them joy, pleasure, a sense of wonder, inspiration, and amazement. Generally, this destination provides them with pleasant and surprising experiences.

Our study also has some limitations due to the small size of our sample and its composition. It neglects domestic tourists All these limitations constitute new research perspectives in marketing tourist destinations. This research is original because it reveals to Chefchaouen and other destination marketing managers, the importance of emotional dimensions in evaluating the destination tourist experience.

Keywords: tourist satisfaction; tourist destination; emotions; tourist experience.

JEL Classification: Z32.

#### Introduction

Tourism has become a strategic sector for many countries. They are engaged today in fierce competition and a race for attractiveness that regularly results in a world ranking of destinations based on criteria such as natural and cultural resources or transportation infrastructure. The success of some destinations is primarily related to the satisfaction that tourists receive from their tourism experience (El Archi *et al.*, 2023). Several research has been conducted to a better understanding of what makes the tourist experience satisfying.

No one can deny that it is crucial to guarantee tourist satisfaction, not only because it allows destinations to obtain a flow of tourists and therefore stable revenues, but also to reduce complaints and guarantee positive comments to other tourists. Chefchaouen now enjoys a reputation as a tourist destination that combines gastronomy, cultural heritage, and sustainable development. It has a geographical aspect with two facets: mountainous, surrounded by peaks of more than 2,000 m altitude, and maritime, with 120 km of coastline, and a rich history of over five centuries.

Chefchaouen with a population of around 45,000, is the only city and the provincial capital with 420,000 inhabitants, whose rurality affects the majority of the population. It's 'the only medina of the intermontane situation' thanks to its natural setting. Due to the abundance of rock stores, it's the only Moroccan city rich in mineral drinking water. It's provided by the natural springs of Ras el-Ma and Tissemlal.

The heritage wealth of the province of Chefchaouen the cultural and natural side has made this province one of the 'tourist host countries' of Morocco (PAT: Abbreviation of 'Pays Accueil Touristique') since 2003, (Berriane, 2020). This significant potential is because it's the only Moroccan city with a large number of attributes encouraging more and more tourist stays. However, it is important to examine the factors that most contribute to

tourist satisfaction because it will help to design strategies for increasing the number of local and international visitors. This work aims to identify the main tourists' determinants of satisfaction among visitors of Chefchaouen destination and to examine the relationships between the attributes of the destination and positive emotions. This research begins with the presentation of the theoretical framework, followed by the development of the conceptual framework, the research model design with formulation-related hypotheses, and then the presentation of the results.

#### 1. Theoretical Framework

Satisfaction is a major construct in the field of tourism research, with many articles devoted to this subject. This research explains the importance of satisfaction for tourism management destinations and specific tourism offers. Therefore, satisfaction management should be a priority for any tourism manager (Vermeulen and Seegers, 2009; Zehrer, Crotts and Magnini, 2011). The literature reveals that satisfaction is a subjective opinion based on the tourist's evaluation after having different experiences in a place or destination (Pizam *et al.*, 1999). In other words, it's the realization of an expectation (Oliver, 1999) that can be expressed as an affective state, (Bake and Crompton, 2000) a cognitive state (De Rojas and Camarero, 2008) or a combination of both (Del Bosque and San Martín, 2008), after experiences in this place. From this perspective, we can say that satisfaction is a positive appreciation by the tourist of the benefits obtained in a place (Yoon and Uysal, 2005).

Strategic marketing, consumer behaviour, behavioural theory, psychology, management and sociology, all these fields are interested in the concept of satisfaction.

From a tourist point of view, Chefchaouen's destination is a coherent geographical territory, endowed with a strong cultural identity and varied potentialities allowing a diversified offer.

The city began to receive its first tourists more than thirty years ago and also benefits from its strong proximity to Europe (Berriane and Moizo, 2016). To highlight all its assets, it's, therefore, important to put the satisfaction of tourists among the priorities of tourism professionals. Nevertheless, studies on visitor satisfaction remain scarce, not only in the north of Morocco context in general but also in Chefchaouen and its surroundings more specifically. Further research on factors related to destination attributes as well as those influencing tourists' emotions is requested.

#### 2. Conceptual Framework, Model and Research Hypotheses

#### 2.1. Conceptual Framework and Research Model

Satisfaction is an important construct in the field of tourism research. Tourist satisfaction represents feelings. beliefs and opinions an individual has about the destination's ability to satisfy the special needs of this same person (Sukiman et al. 2013; Johann et Anastassova, 2014). Lately, it has been asserted that satisfaction might be Influenced by different factors, such as customer relationship management, that is why, customer satisfaction is related to a past interaction with a provider too (Nyadzayo and Khajehzadeh, 2016). The main objective of the study of tourist satisfaction in the scientific literature is twofold. On the one hand, it makes it possible to understand and measure the needs of tourists in the most efficient way possible and on the other hand to meet these needs and expectations through innovative improvements and creative solutions (Aliman et al., 2016; Meng et al., 2011). Tourist experiences often include positive and pleasant responses (Hosany and Parayag, 2013). The tourist's satisfaction will only be total when the perception of the tourist product or service corresponds to the image that the tourist has already formed before even being in contact with the tourist product or service (Aliman et al., 2016). Aliman et al. (2016) did not fail to point out that research on tourist satisfaction is important for the success of destination marketing, because it influences the choice of destination, the consumption of products and services and the decision to revisit the destination. Thus, to manage the destination, it needs to change the focus from destination to tourist per se (Almeida-Santana and Moreno-Gil, 2018). Therefore, it's useful to emphasize the importance of tourist satisfaction to increase loyalty (Chi and Qu, 2008; Chatzigeorgiou and Simeli, 2017). For these reasons, we can consider tourist satisfaction as a sine qua none condition to guarantee tourism success in a given destination.

The concept of satisfaction is a process related to the needs, motivations and characteristics of the service offer. Therefore, we need to analyse deeply the antecedents behind each evaluation and not just its appreciation. It means we should not limit ourselves to understanding the emotional experiences of the tourists during their interactions with the services offered by the destination (Gountas *et al.*, 2007). Destination image depends on the attractiveness of destination attributes (El Archi and Benbba, 2023), and positive emotions (joy, love, or positive surprise) affect satisfaction (Pragay, Hosnay, Muskat, and Del Chiappa, 2017; Ramkissoon, Smith and Weiler,

2013). The following sections briefly discuss the theoretical underpinnings of each hypothesis formulated in this study.

Following this literature reading, we can assume that the determinants of tourist satisfaction depend on the attributes of the destination and the predisposition of tourists to have positive emotions. We can arise the following hypothetical-deductive model:

Positive relation N°1
The determinants of satisfaction

Destination attributes

Positive relation N°2

Tourists' positive emotions

Figure 1. Conceptual model of the study

#### 2.2. Research Hypotheses

#### 2.2.1. Destination Attributes

According to Sari *et al.* (2019), tourism is a travelling activity to get satisfaction, improve health, relieve fatigue realize a pilgrimage, or execute a task. Furthermore, according to Ridwan *et al.* (2019), tourism is a human movement done consciously to have services by people within the country of origin itself or other countries and to seek and get satisfaction through original experiences.

A destination is recognized by its unique character, according to Moon *et al.* (2018), who present a description of the destination attributes like a collection of different destination components, that include both the physical and natural environment as well as services and facilities, that attract tourists. Moreover, Moon and al. (2018) also highlighted that destination attributes that attract tourists are history or local culture, special activities and events, accessibility, hospitality, service quality, destination management, infrastructure, superstructure and shopping quality. According to Auliya and Prianti (2022), we can say that tourist satisfaction is obtained thanks to positive destination attributes.

The main purpose for which tourists travel is to discover a destination. Destination image refers to the attractiveness of destination attributes (El Archi and Benbbe, 2023). These attributes can be the physical landscape such as the beauty of the landscape, the natural environment, access to nature, and the availability of various facilities, such as an information centre, restaurants, and hotels... This is mainly why tourists visit the city of Chefchaouen.

#### H1: Tourist satisfaction is influenced by the type of destination attributes.

#### 2.2.2. Positive Emotions

Emotions, especially positive ones (joy, love, or positive surprise) influence satisfaction (Pragay, Hosnay, Muskat, and Del Chiappa, 2017; Ramkissoon, Smith and Weiler, 2013). Considering the effects of emotions on tourist behaviours is also a notable development in tourism research, this is due to their pervasiveness in travel activities (Aho, 2001). Tourist's emotions would be present in his memory, and this causes the tourist to have a dis/satisfaction about a destination (Izard, 2013; Pestena *et al.*, 2020; Christou *et al.*, 2018). The tourist who frequently experiences positive emotions in a given period is extremely willing to get a better hedonic trail and unforgettable tourist experience (Pearce, 2009; Prayag *et al.*, 2013). However, to reach such a level of hedonism feeling, positive emotions should express engagement of pleasure feelings with a tourist destination, we can quote about joy and positive surprise (Su and Hsu, 2013; Breiby and Slatten, 2015). Such a form of engagement that comes from the accumulation of positive emotions may increase tourists' satisfaction (Prayag *et al.*, 2016; Huang *et al.*, 2014). The second type of emotion that the tourist can feel is negative emotion (Hosany and Prayag, 2013; Nawijn and Brian, 2018). The possibility of facing negative emotions in a happy destination was neglected and our objective in this research is how to reach tourist satisfaction and not dissatisfaction, that's why we don't consider it.

Emotions influence not only post-travel evaluation but also all travel and stay stages (Pragay, Hosnay, and Ode, 2013; Ene and Schofield, 2011). They also play a primary role in defining memorable experiences (Mitas *et* 

al., 2012b). The positive influence of emotions on tourist satisfaction being well established in the marketing and tourism literature leads us to assume that positive emotions are likely to determine tourist satisfaction in a destination.

#### H2: Positive emotions positively influence tourist satisfaction.

#### 3. Research Methodology

Chefchaouen's destination is strategically placed as a Moroccan tourist destination. This study was conducted in Chefchaouen. Despite its potential for tourism attraction and its various competitive advantages, until now, the development and promotion of tourism in this city is little supported by scientific research that examines the issues from the perspective of visitor satisfaction. This is the main contribution of the present research.

This study adopts a quantitative research approach. The relevant literature review serves as the basis for adapting scales to measure tourist satisfaction. Our survey has four sections: Section 1 deals with the socio-demographic elements of tourists; Section 2 presents the attribute questions as well as all the feelings and emotions that tourists have for a destination and their relationship to overall tourist satisfaction. Section 3 invites visitors to share the determinants of their overall satisfaction and provides other suggestions and opinions in case they still have other issues that our survey did not cover.

Main studies that examine satisfaction have not been able to establish any consensus on its measurement. This question relative to the diversity of instruments and scale formats used to measure the level of satisfaction remains a major problem in marketing research (Aurier and Evrard, 1998). An analysis of the marketing literature allows us to distinguish two main approaches that have marked the evolution of this concept. There are a transactional approach and a relational approach. The indicators used to measure satisfaction have also evolved according to these approaches. Thus, the transactional approach is the concept or paradigm of disconfirmation or non-confirmation of the expectations of Oliver (1980). This unidimensional measure will then evolve to become multi-attribute (or analytic). After, researchers express the necessity to include these two forms of measurement to argue that satisfaction from consumer experience is a two-dimensional construct (Hawkins and Mothersbaugh, 2013).

#### 3.1. Scale for Measuring Emotions: Presentation and Justification

#### 3.1.1. Presentation and justification of the DES

In our research context, we follow specialist researchers in this field. We adopt it to measure the emotions and affective reactions of tourists as a factor determining their satisfaction with the destination experience. Researchers chose the **Destination Emotions Scale (DES)**, elaborated by Hosnay and Gilbert (2010). This choice is justified by the following reasons:

- This scale was designed especially for tourist destinations and their set of dimensions is theoretically compatible with conceptions of emotions in experiential consumption marketing;
- It was designed specifically to measure emotions as part of the overall tourism destination experience;
- It has strong psychometric properties in terms of one-dimensionality, reliability, and validity both convergent, discriminant, and predictive. It is used, tested, and validated in a study on the evaluation of the determinants of the emotional reactions of tourists (Hosany, 2012). Same as in the study by Prayag Hosany and Odeh (2013) examine the relationship between the emotional patterns of visitors and their post-consumption evaluations. Also, in a study by Achaba and Rabiai, (2020) the emotional experience of the destination, satisfaction, and intention to recommend: Case of the destination of Agadir Morocco:
- The external validity of the scale was also proven by Prayag, Hosany, Muskat, and Del Chiappa (2016) in a study of two separate international destinations: Thailand and Petra.

Hosany and Gilbert's (2009) DES scale includes 15 items structured around three emotional dimensions: Joy, Love and Positive Surprise.

#### Joy dimension:

The results of the study conducted by Hosany and Gilbert (2009) demonstrate that joy is a key aspect of tourists' emotional experiences. Indeed, joy is considered an intrinsic component of peak experiences (Mathes *et al.*, 1981). In the same way, Currie (1997) has shown that the pursuit of pleasurable experiences is motivating tourists. They have a higher disposition to pleasure-seeking experiences while on vacation (Carr *et al.*, 2002). This pleasure-seeking is an essential aspect of tourism experiences (Nawijn, 2011).

#### Love dimension:

When we think of love it refers to feelings such as tenderness, caring, and affection (Hosany and Gilbert, 2009). Love is an attitude of one person toward another particular, involving the predispositions of thinking, feeling, and behaving in a certain way toward this same person (Rubin 1970, p. 265). This dimension retained in the DES model is, according to Albert, Merunka, and Valette-Florence (2008), consistent with marketing research that has established the relevance of love as a marketing concept. In other words, consumers feel love towards products and brands. According to Carroll and Ahuvia (2006), brand love is the degree of passionate and emotional attachment to a brand. This love for a brand is linked to increased brand loyalty and therefore positive word of mouth.

#### Positive surprise dimension:

In marketing and tourism literature, it has been proven that positive surprise is a determinant of customer satisfaction and loyalty. Since we are dealing with the topic of satisfaction, it is important to mention that positively surprised customers are generally more satisfied and show increased loyalty (Westbrook and Oliver 1991). This dimension refers to feelings such as wonder, inspiration, and amazement. Positive emotions and more specifically positive surprises are present in the tourism experience, as vacations are characterized by a set of positive experiential processes (Hirschman and Holbrook, 1982; Mannell and Iso-Ahola, 1987). They are primarily consumed for hedonic purposes (Tung and Ritchie, 2011b). In addition, several countries and cities have implemented marketing strategies to promote their brands. For example, the Thailand case with its slogan: 'Amazing Thailand, Amazing Value', the German case 'Simply Inspiring', Malaysia case: 'Fascinating Malaysia', or also the case of the Netherlands with the general slogan for its cities: 'Amazing cities', and the case of the city of Edinburgh: 'Inspiring Capital'.

#### 3.2. Justification of the Measurement Tool Chosen

For our results, we chose the Chi-square test to decide whether the variables are probably related or not. To show this relationship, we will examine this link between the factors under study by crossing each factor with the others as shown in Table 1. In this table, we express the relationship between the destination attributes and positive emotions. It clearly illustrates the interdependence between these two factors.

#### 4. Results and Discussion

Our sample is about 200 tourists.

Table 1. The relationship between the destination attributes and positive emotions, the case of Chefchaouen destination

	Destination attributes									ø.
Positives Emotions	Nature	Culture	Shopping	Accessibility	Infrastructure	Reception	Services	Cost and price	Total	Significance
	Sample									Chi-square
Joy	19	2	1	2	4	1	1	2	32	
Enthusiasm	2	3	2	0	1	0	0	4	12	
Wonderment	4	4	0	0	0	0	0	2	10	
Happiness	3	3	1	1	1	1	0	3	13	
Pleasure	2	2	0	1	0	0	0	1	6	
Tenderness	7	1	0	1	0	1	1	4	15	
Love	2	12	0	0	0	0	1	3	18	
Attention	1	2	0	2	0	0	1	2	8	
Affect	1	4	1	1	1	0	0	1	9	0.0000*
Warmth	9	3	0	1	1	0	0	1	15	
Stupefaction	4	2	0	0	0	0	0	2	8	
Astonishment	2	4	0	0	0	0	0	2	8	
Fascination	3	6	1	0	0	0	0	1	11	
Inspiration	2	1	0	3	0	0	0	2	8	
Surprise	4	1	1	2	4	2	2	11	27	ı
Total	6	5	7	14	12	5	6	41	200	

Source: Author

<sup>\*</sup>Correlation is significant at the 0.01 level

It seems to be slightly marked by middle-aged tourists (61.1%) and young tourists (20.3%). The majority of tourists in our sample are women (71%) and 29% are men, the majority of them are married (70.3%), followed by (18.1%) of singles, divorced (8.7%) and a minority are widowers.

We can observe that the importance of the destination attributes and the positive emotions move in the same direction. We find 19 tourists among 65 who are attracted by the nature of the destination. It gives them mainly a feeling of joy more than other emotions.

The satisfaction of visitors is mainly due to the attributes of Chefchaouen's destination. It is about natural attributes (landscapes, forests and mountains: natural beauty) and cultural attributes, 50 tourists amongst 200 are attracted by the culture and develop a feeling of love for a destination. This is due to what Chefchaouen and its province represent in the history of the kingdom of Morocco. It's one of the privileged places where Andalusians settled (Jews, and Muslims) when they returned from Spain. They have spread thus, an Arab-Andalusian culture in the African land. This contribution made an alchemy of cultures and spiritualities.

The study of the results of Chefchaouen destination research considers the relative influence of each emotional dimension. It shows that the two dimensions 'joy' and 'positive surprise' directly influence tourist satisfaction. In this sense, we prove that 'joy' and 'positive surprise' are essential aspects of tourists' emotional experiences. 'Joy' is considered an intrinsic component of peak experiences and is often associated with fun and affirmation of the meaning of life. This is coupled with a 'positive surprise' constituting an essential motivating factor of the tourist whose high degree of achievement manifests the attainment of the expected goals of the stay in a destination (Prayag, Hosany and Odeh, 2013).

Thus, the results of these two dimensions ('joy' and 'positive surprise') show that tourists find that staying in Chefchaouen's destination gives them joy and pleasure and also a sense of wonder, inspiration, and amazement. They show that the destination is judged to offer a pleasant and surprising experience.

The importance of all of these affective dimensions must therefore be taken into account by the management and marketing responsible for Chefchaouen's destination in their marketing and promotional strategies.

Staying in a unique tourist destination with traditional charm carries complex and memorable experiences in which sentimental and emotional dimensions (Ladwein, 2003) are pervasive (Aho, 2001). It plays a central role in defining memorable experiences (Tung and Ritchie, 2011a) which have a favourable influence on satisfaction (Yuksel and Bilim, 2010). Emotional dimensions should therefore be considered by tourism destination stakeholders and managers (Mitas *et al.*, 2012a) in designing destination products and services.

#### Conclusion

Our results, therefore, are a contribution to literature improvement in terms of the evaluation of the destination's tourist experience. This concept remains complex and multidimensional more particularly on the role of emotions in tourists' behaviour. Concerning a practical and managerial contribution, our research provides Chefchaouen and other destination management and marketing responsible an idea about the importance of emotional dimensions in the evaluation of the destination tourist experience. Thus, it's required to consider them in future studies and satisfaction surveys, loyalty, and the destination tourist experience. Moreover, it must be considered in the development of offer programs, the formulation of marketing, promotional strategies, and action plans for the destination.

As with any research, our study also has some limitations that mitigate the results. These limitations are due, in particular, to the small size of our sample and its composition. Our sample neglects domestic tourists and visitors who represent an increasingly large proportion of the tourist population visiting Chefchaouen. Their perception and evaluation of the tourist experience may differ from international ones, as has been shown in some research (e.g., Tasci, Gartner 2007 and Yuksel, 2004).

All these limitations constitute many sources of future research perspectives. It can bring an important improvement of knowledge and an advancement for research in marketing tourist destinations.

#### **Declaration of Competing Interest**

The authors declare that they have no known competing financial interests or personal relationships that could have appeared to influence the work reported in this paper.

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