

# Foreword

## Background

In view of the sustained growth of tourism activity worldwide, it would be reasonable to assume that the ecotourism sector will develop along parallel lines. However, no extensive international market research has hitherto been conducted with a view to corroborating this hypothesis.

On the occasion of the designation by the United Nations of 2002 as the International Year of Ecotourism (IYE), the World Tourism Organization (WTO) has decided to undertake research with a view to increasing knowledge of the following seven countries in their capacity as ecotourism generating markets: Germany, USA, United Kingdom, Canada, Spain, France and Italy<sup>1</sup>.

Market studies of this type must be based on a coordinated approach among the experts concerned, similar research methods and, more importantly, a common concept of the term «ecotourism» if they are to deliver well-founded conclusions and global recommendations. However, concepts of ecotourism clearly vary, not only from one country to another, but also within the same territory. Likewise, the specific attributes of each of the markets studied, the availability of tour operators to respond to surveys depending on whether they were run in peak or low seasons and the inclusion of ecotourism products in more general products do not permit a strict comparability of the different studies presented in this series of monographs.

Readers are therefore asked to consider the results of these studies as general trends relative to the ecotourism market, rather than absolute reference data. This is the first time that such researches have been initiated. These are pioneer studies, whose methodology and results can serve as basis for future researches in this topic.

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<sup>1</sup> Another WTO publication, prepared with the technical contributions of its member States, is also devoted to the IYE. This publication consists of a compilation of good ecotourism practices and includes approximately fifty case studies.

## Aims, definitions and methodology

After briefly summarizing the general characteristics of tourism markets, these surveys set out to analyse and evaluate, in each of the aforementioned countries, the nature tourism and ecotourism generating market, its volume, characteristics, major trends and development prospects, consumer profiles, the role of the different marketing actors, product typologies and the main communication and marketing tools used in these markets.

It was with a view to meeting these aims that WTO hired seven experts – one per country – all of whom adopted similar research methods:

- gathering the results of existing research studies with the aim of making an initial appraisal of the volume of this market;
- running consumer surveys based on a single questionnaire for all countries with a view to studying demand trends;
- running surveys among tour operators whose policies and products are commensurate, to some extent at least, with ecotourism concepts;
- studying the catalogues and brochures put out by these tour operators;
- organizing tour operator discussion forums (or focus groups) on the occasion of tourism trade fairs with a view to comparing marketing methods and results, but also with the aim of discussing the very notion of ecotourism.

It should also be noted that the same definition of ecotourism was used by all the different experts. WTO has defined this activity at two levels:

1. **Nature tourism:** a form of tourism in which the main motivation is the observation and appreciation of nature.
2. **Ecotourism:** a form of tourism with the following characteristics:
  - i. All nature-based forms of tourism in which the main motivation of the tourists is the observation and appreciation of nature as well as the traditional cultures prevailing in natural areas.
  - ii. It contains educational and interpretation features.
  - iii. It is generally, but not exclusively, organised for small groups by specialized and small locally-owned businesses. Foreign operators of varying sizes also organize, operate and/or market ecotourism tours, generally for small groups.
  - iv. It minimizes negative impacts on the natural and socio-cultural environment.

- v. It supports the protection of natural areas by:
- generating economic benefits for host communities, organizations and authorities that are responsible for conserving natural areas;
  - creating jobs and income opportunities for local communities; and
  - increasing awareness both among locals and tourists of the need to conserve natural and cultural assets.

### **The most outstanding results of the seven studies can be summed up as follows**

1. The use of the term «ecotourism» in the marketing and promotional tools and used by tour operators is still relatively limited. It would appear that this term has not yet been integrated in the marketing strategies of the nature tourism sector.
2. Likewise, the tourism sector that most closely matches the concept of ecotourism represents a relatively small share of the market, an observation that is borne out by the small dimension of the tour operators that comprise this segment and the small number of tourists they cater for.
3. Conversely, these same tour operators apparently believe that the growth of ecotourism may outpace that of other tourism activities overall. Moreover, this growth appears to be consolidating irrespective of the destination considered. A priori, no world region appears to have a head-start although each region does have several landmark destinations.
4. The surveys conducted among the various audiences show that enthusiasm for nature tourism invariably goes hand-in-hand with a desire for meeting local communities and discovering different facets of their culture (gastronomy, handicrafts, customs, etc.).
5. According to tour operators, ecotourism enthusiasts are mostly people from relatively high social brackets and with relatively high levels of education; they are over 35 and women slightly outnumber men.
6. These studies also show that environmental awareness, while still in its infancy, is clearly growing.

As mentioned above, these initial findings must be confirmed on the basis of future studies. These preparatory surveys should nonetheless provide a springboard for a more in-depth examination of ecotourism markets, which will be one of the key elements of the World Ecotourism Summit to be held in Quebec, Canada, from 22 to 24 May 2002.

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# I Introduction

## 1. Purpose of the Study

The United Nations has declared 2002 the Year of Ecotourism. In anticipation thereof, studies have been commissioned by the World Tourism Organization in Germany, Great Britain, Italy, Canada, the United States of America, France and Spain to analyse the ecotourism market in each country.

Germany is one of the most important departure countries in international tourism, and is home to many large and specialized tour operators.

The main objectives of the market analyses are:

- To quantify the current market volume for ecotourism
- To determine the current market share of ecotourism trips in the portfolios of German tour operators
- To comment on market trends and market development
- To define target groups for ecotourism and describe their specific travel behaviour
- To describe ecotourism products
- To discuss the marketing of ecotourism

## 2. Territorial Coverage

All the following refer to the territory of the Federal Republic of Germany, that is, to the German population and to tour operators with headquarters in Germany.

The analysis of the destinations of German eco-tourists, in contrast, includes the whole world.