## TOWARD THE BEST DATA WORKOUT FOR DESTINATION MARKETING

Prof., Han Woo Park YeungNam Univ. Korea <u>hanpark@ynu.ac.kr</u>



Dr. Han Woo Park was a pioneer in network science of open and big data in the early 2000s (often called *Webometrics*) when he used to work for Royal Netherlands Academy and lead the World Class University project. He has published more than 100 articles in *SSCI* Journals.

# Birth of Internet and Web 1.0



### 소련 스푸트니크 발사와 미국의 충격 1957



### SOVIET FIRES EARTH SATELLITE INTO SPACE: IT IS CIRCLING THE GLOBE AT 18,000 M. P. H.; SPHERE TRACKED IN 4 CROSSINGS OVER U.S.

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### Navy Picks Up Radio Signals-4 Report Sighting Device

COURSE RECORDED

No WARREN WELLSTON.



Device Is 8 Times Heavier Than One Planned by U.S.

SATELLITE SIGNA



560 MILES HIEH

Visible With Small

Binoculars, Mescow

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In Proof's of Sylamour-

he Information Age: Economy, Society and Culture/People also searc

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Manuel Cast...

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새로운 사회의 도래

identity Manuel Cast... Image of the Network Society (1996)
The Power of Identity (1997)
End of Millennium (1998)

End of Millennium (1998)

THE INFORMATION AGE

The Internet Galaxy Manuel Cast... Manuel Castel

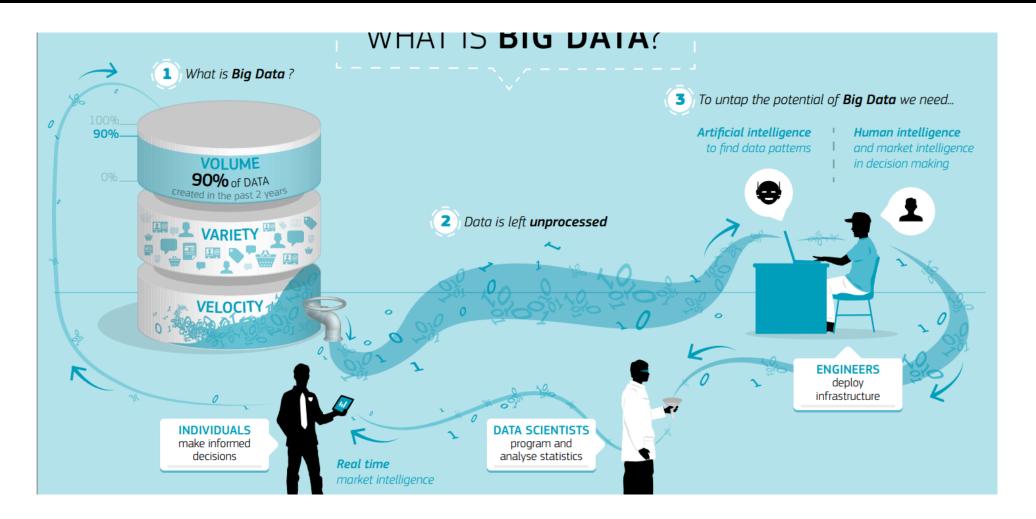


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### Web 2.0 and Big Data

### 빅데이터의 개념과 이해 - 시기별 흐름





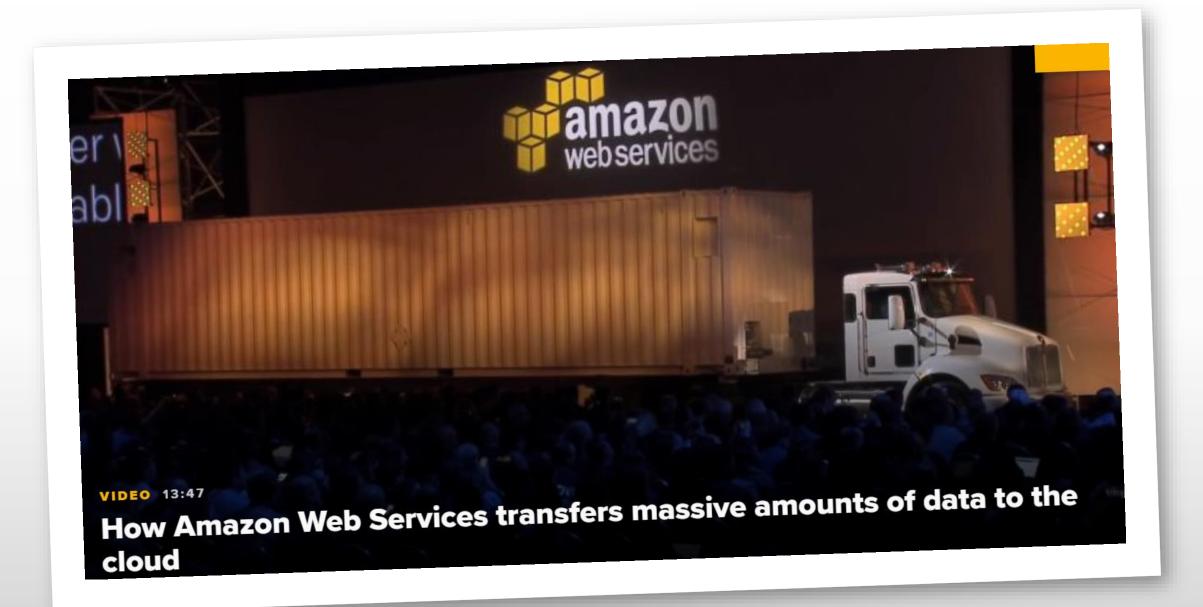
VOLUME

the sheer size of data in terms of storage and access VELOCITY

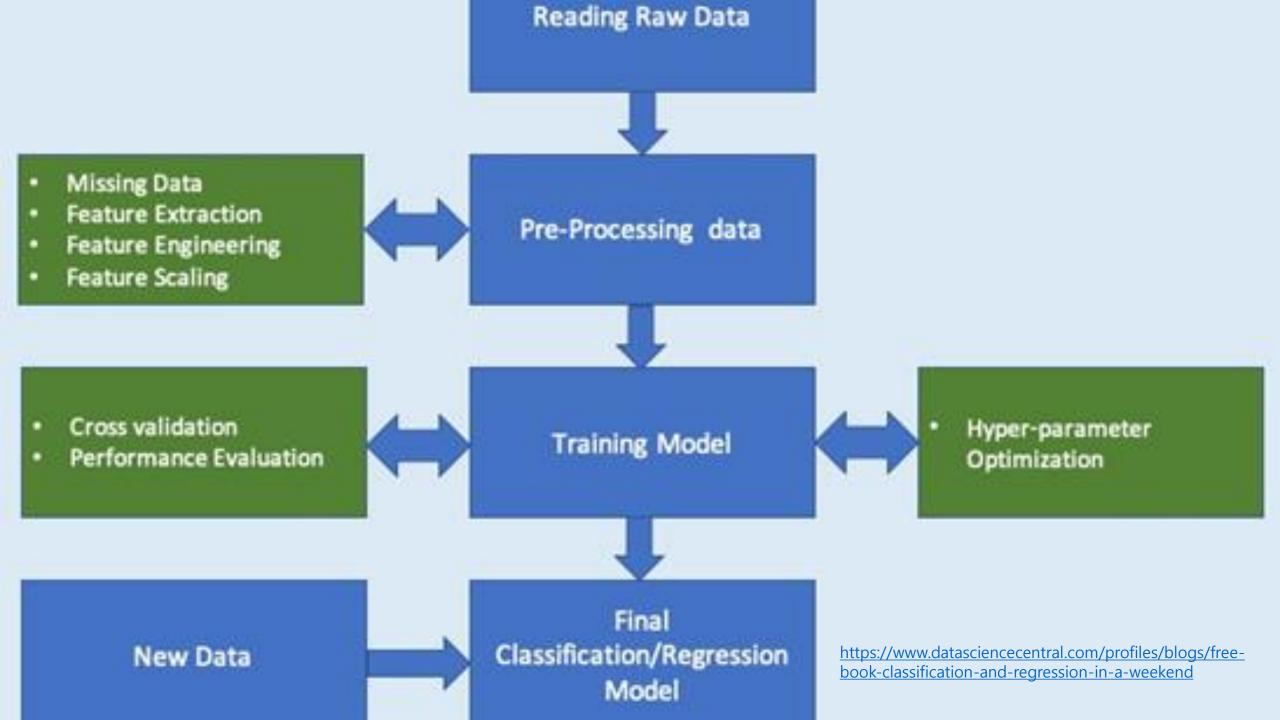
the speed of incoming data and the time it takes to process. VARIETY

the types of files and formats of data as well as sources.

http://www.kensvalley.com/volume-velocity-variety/



https://www.cnbc.com/2019/07/19/how-amazon-uses-snowmobile-trucks-snowball-devices-for-data-transfer.html



# Understanding Human Behavior and the Social Environment

### How "Big Data" Can Predict Your Divorce

PURCHASES: TEETH WHITENER GYM MEMBERSHIP HOTEL ROOMS

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tips://www.boutubra:320m/watch?v=DS310JMdu2s

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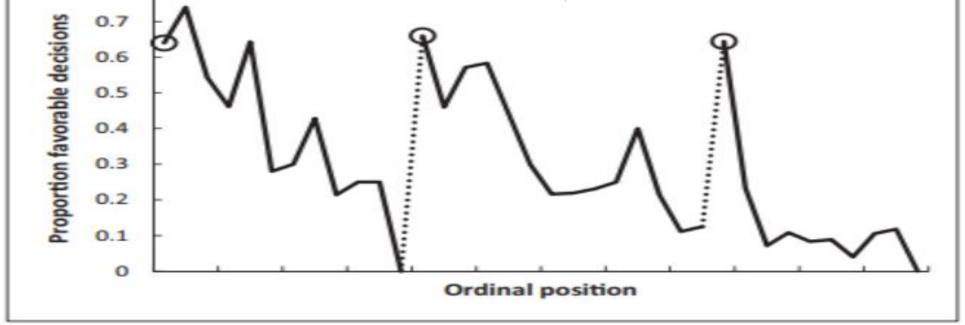


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### Extraneous factors in judicial decisions

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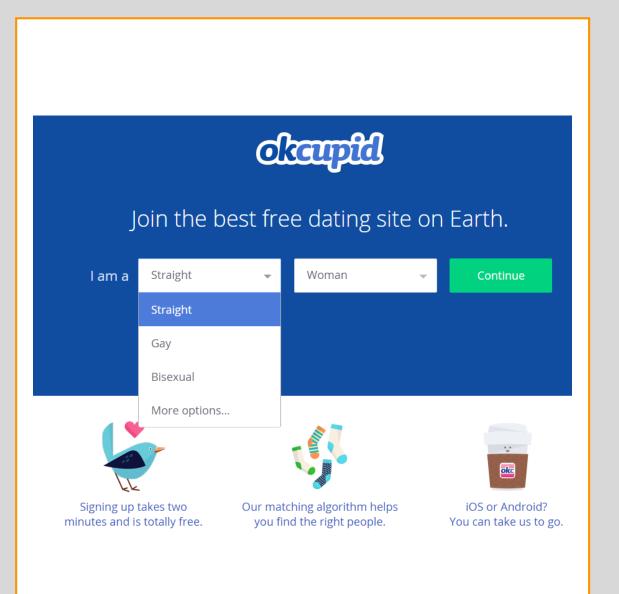
"You are anywhere between two and six times as likely to be released if you're one of the first three prisoners considered versus the last three prisoners considered." The authors of the peer-reviewed paper looked at more than 1,000 rulings made in 2009 by eight judges. They found that the likelihood of a favourable ruling peaked at the beginning of the day, steadily declining over time from a probability of about 65% to nearly zero, before spiking back up to about 65% after a break for a meal or snack.

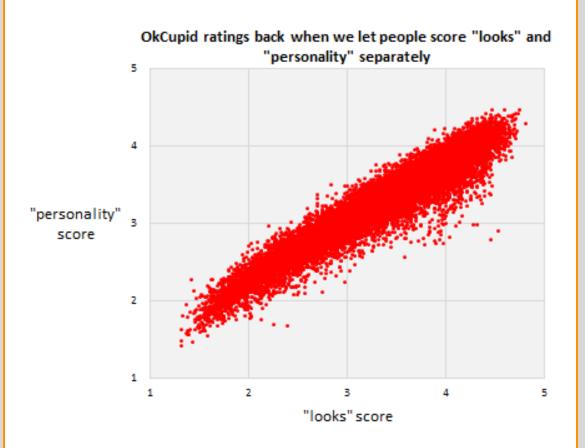


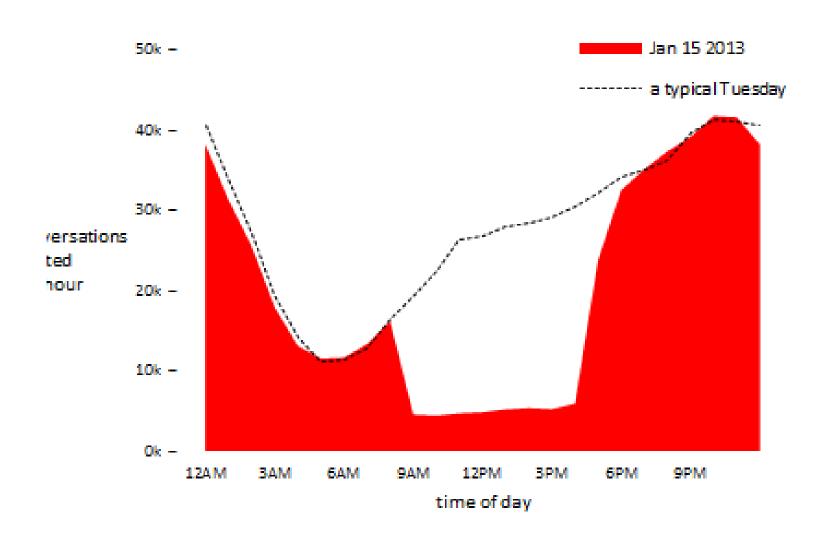
**Fig. 1.** Proportion of rulings in favor of the prisoners by ordinal position. Circled points indicate the first decision in each of the three decision sessions; tick marks on x axis denote every third case; dotted line denotes food break. Because unequal session lengths resulted in a low number of cases for some of the later ordinal positions, the graph is based on the first 95% of the data from each session.

https://www.pnas.org/content/108/17/6889



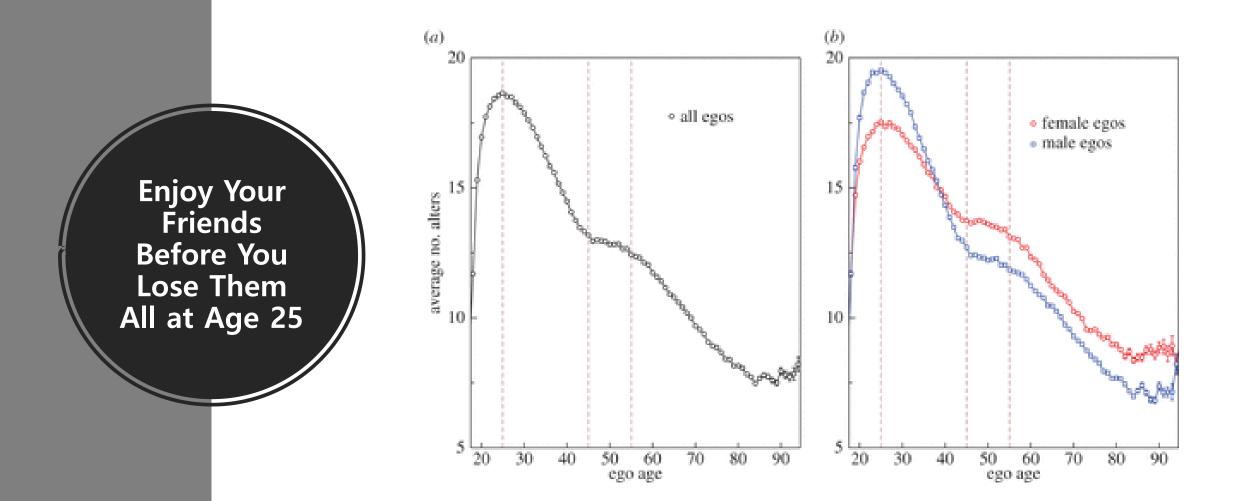






we chose to celebrate the app's release by removing all the pictures from OkCupid on launch day. "Love Is Blind Day" on OkCupid — January 15, 2013.

https://theblog.okcupid.com/we-experiment-on-human-beings-5dd9fe280cd5#.35q9jxzgk



http://rsos.royalsocietypublishing.org/content/3/4/160097.full?ijkey=xtX37zRENRaOonz&keytype=ref#F1

# Where are we going?

### Han Woo Park`s 4<sup>th</sup> People Revolution

Han Woo Park's 4<sup>th</sup> People Revolution

## Steam engine Homogeneous Humans

Pre-Channel Viralization

Han Woo Park's 4<sup>th</sup> People Revolution

# Electronic engine Heterogeneous Humans

Single Channel Mass Mediazation

4<sup>th</sup> People Revolution

### Computer engine Selective Humans

Multi-Channel Digitalization

# The VCR (1975-2016)

All ADD

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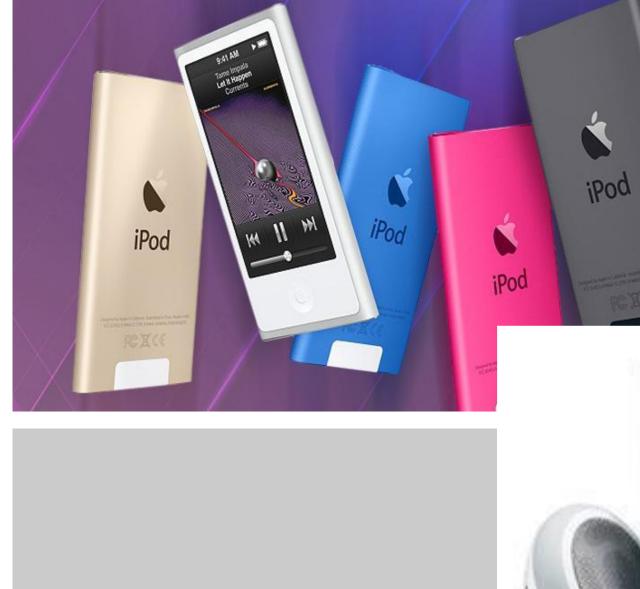
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### BlackBerry Phones (1999-2016)











Han Woo Park's 4<sup>th</sup> People Revolution

## Data engine Fragmented Humans

19 avr.

New Visitor II Reported too

Omni-Channel Datafication







Publications - Law Topics - LegalTech Event LegalWeek Event Perspectives Legal Newswire - Practice Tools - All Sections -

### Facebook Tries to Snuff Out Class Action Brought Under Illinois Biometric Law

In a case involving Facebook's "tag suggestions" feature, the Ninth Circuit heard arguments Wednesday over collection of an individual's biometric data in violation of the Illinois Biometric Information Privacy Act is sufficient establish standing in federal court.

By Ross Todd | 6월 13, 2019 at 02:00 오전



### **Trending Storie**

Black Law Stud Columbia Call Central Park 5

NEW YORK LAW JO

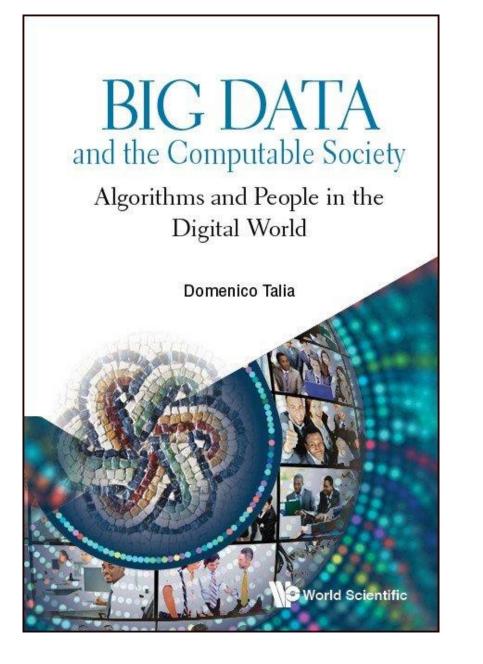
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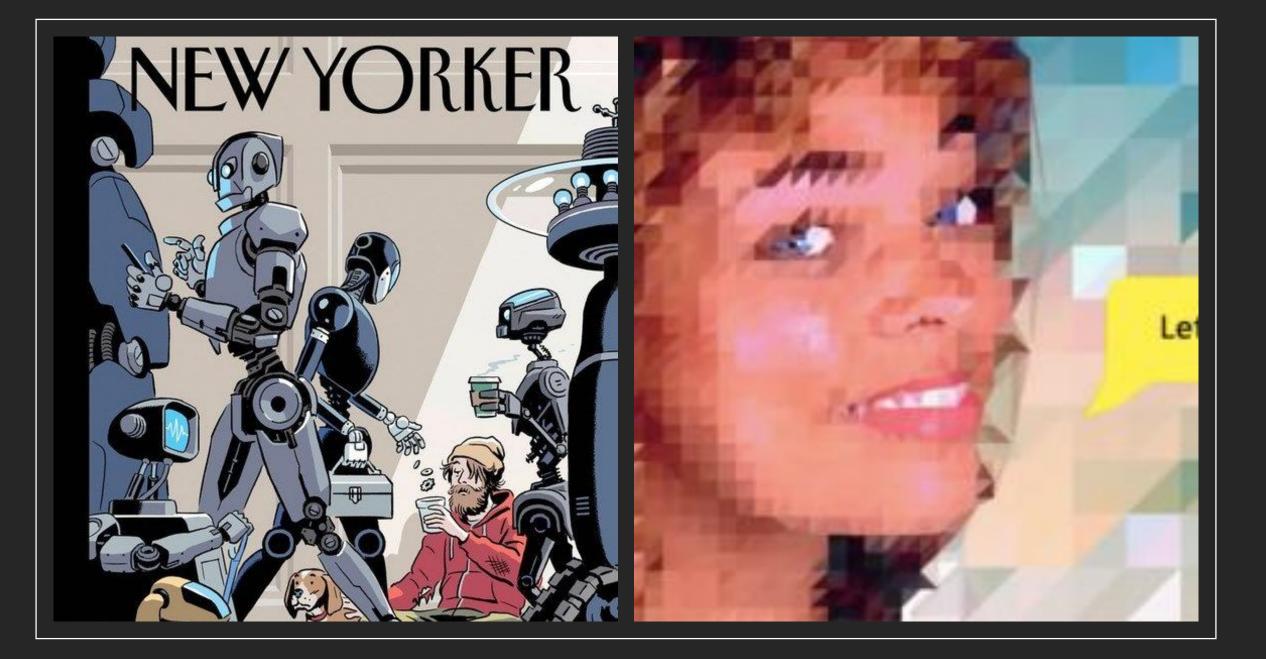
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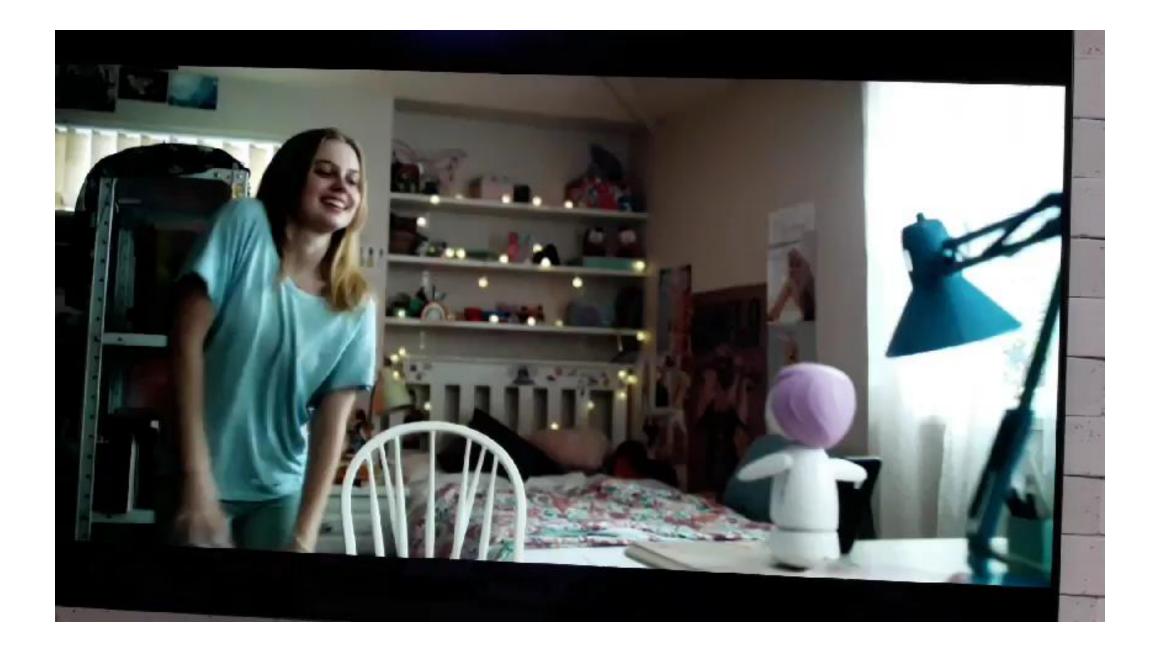
Forgetting is More Difficult than Remembering

The Hypermnesia of the Network

Data Brokers Know Us Without Being Our Friends









aster morning 1900: 5<sup>th</sup> Ave, New York City. he automobile.



purce: US National Archives.

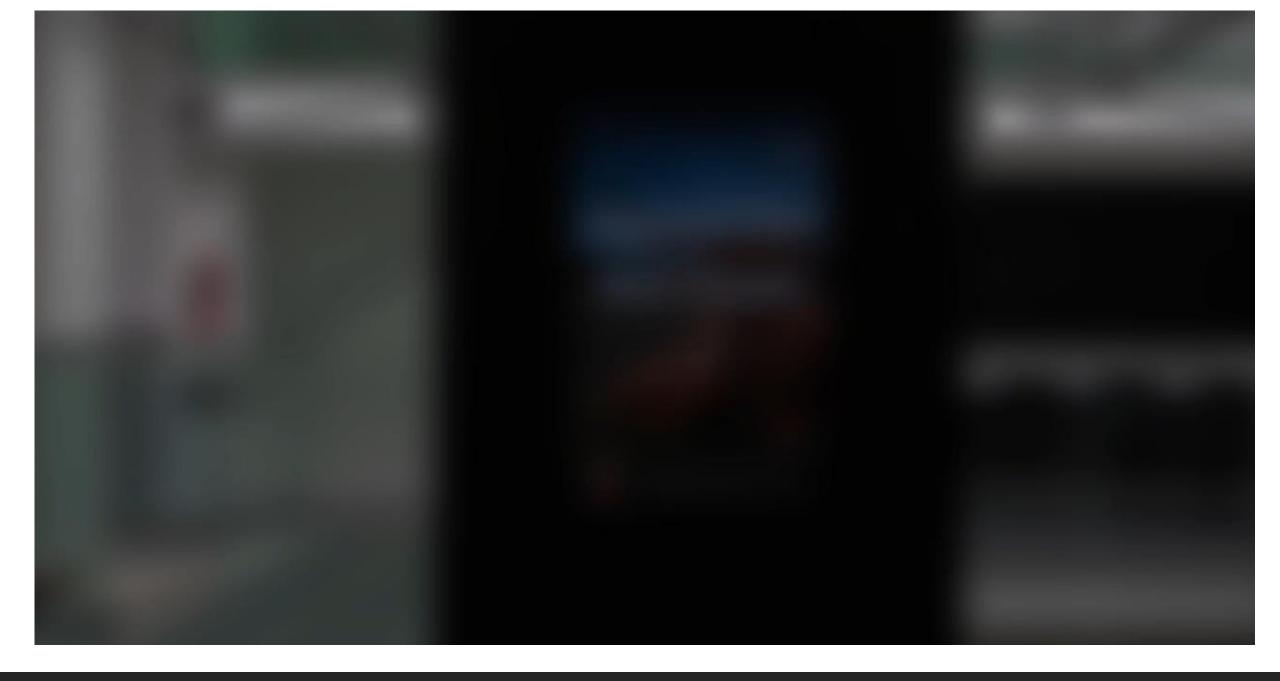


Strategy for Data Workout



# M&C Saatchi Experiments With Artificial Intelligence in Outdoor Published On Jul 23, 2015

https://adage.com/creativity/work/artificial-intelligence-poster-ad-video/42818?



#### Different Strategy per Your Level

 $\leftarrow$ 



Datamarts	Update Calendar	Glossary	API	More	
					Search
32 databases	s - 60 million records				

#### Other UNSD Databases:



# Population Afghanistan Afghanistan Albania Algeria Northern Africa Sub-Saharan Africa

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DM has been focused on a visitor's tourism activities and shopping behaviors

From nature tourism to cultural tourism: Japan's gastrodiplomacy as soft power <a href="http://www.gastrodiplomacy.net/gd-explanation">http://www.gastrodiplomacy.net/gd-explanation</a>

Related to cultural tourism, international communication theories (e.g. cultural proximity, cultural hybridism, comparative culture, etc.) should be discussed more.

DM agencies now require a transition from tourism resources to improve their use of data

about online information seeking and

life & business-related activity

in order to properly respond to the reduction of outdoor activities due to environmental factors

Data-based behavioral economics perspective is necessary

# THE DESTINATION MARKETING STRATEGY IS SHIFTING

# You position yourself

#### Table 1. Big data business model typology

Туре	Example functions	Dependencies
Data users	Using data to inform strategic deci- sions; building data into products	Depend on suppliers for raw data, and on facilitators for infrastructure and skills
Data suppliers	Gathering primary data; aggregating and packaging data for sale	Depend on <i>facilitators</i> for infrastruc- ture and skills, and on <i>users</i> both as customers and as sources of data
Data facilitators	Supplying infrastructure; consul- tancy; outsourced analysis	Depend on users and on suppliers as customers

Schroeder, R. (2016) "Big Data Business Models: Challenges and Opportunities", Cogent Social Sciences.

ound visits to Britain from Sou	th Korea		
Jse these filters to update the About trip: Pur		ow Isport Package	]
➢ More filters:			⊗ Clear Filter
Display: Visits	Spend Nigh	nts	Enlarge Seasonality 2015 (Share of visits) 40% - 20% -
Display: Visits	Spend Nigh	nts	40%
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50	09 2010 2011 2012	2013 2014 2015	20% - London Stt Scotland Wales Northers Mights London Stt Scotland Wales Northers Mights Bouth Korea AllMarkets Enlarge
			Journey purpose 2015 (Share of visits)

#### https://www.visitbritain.com/hk/en/markets/south-korea

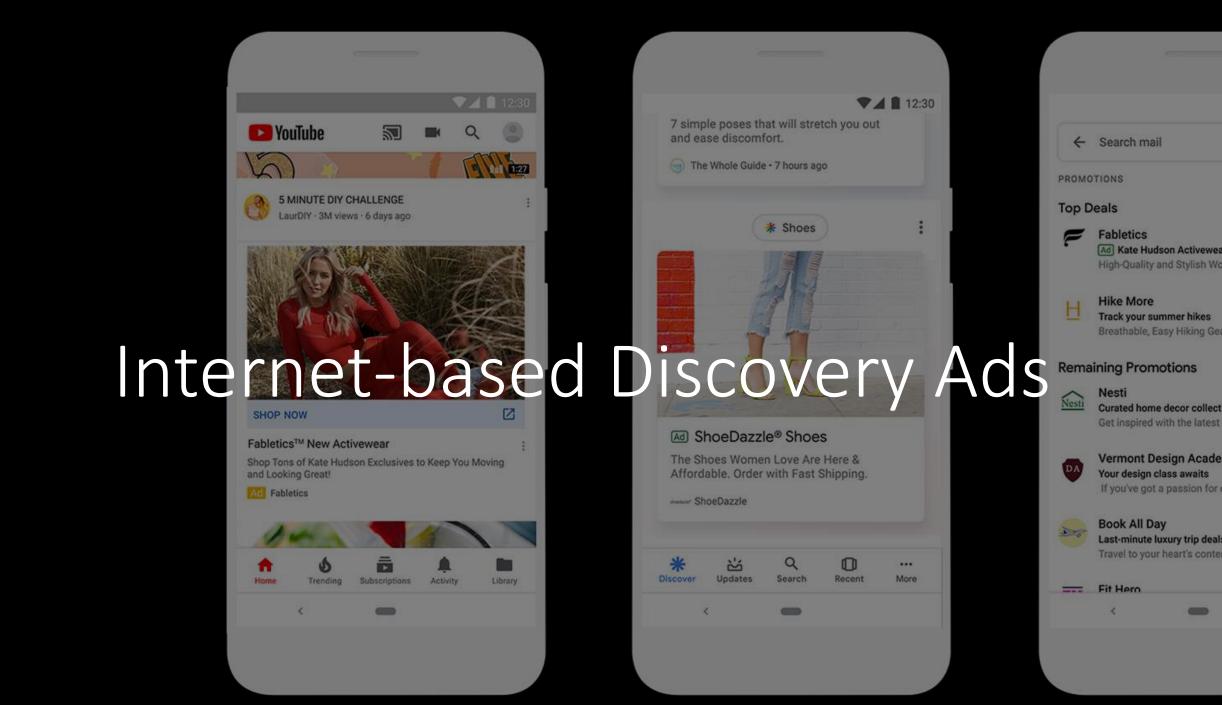
Number of visits	224,126	11.08%
Total expenditure (GBP)	£138.99 m	-30.04%
Total nights spent	1.54 m	-10.01%
Average length of stay (Nights)	6.89	-18.96%
Average spend per visit (GBP)	£620	-37.03%



#### ownload a CSV file containing data for South Korea 🖉

Global context	
Measure	2015
International tourism expenditure (US\$bn)	25
Global rank for international tourism expenditure	8
Number of outbound visits (m)	21.5
Most visited destination	China
Most visited destination in Western Europe	France

# Know Your Customer using Big Data



### Culturing new atmosphere for Googlers

#### **Discovery Tourism**

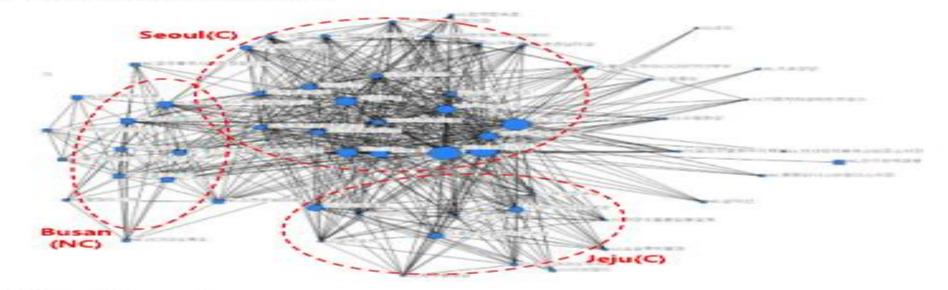
 Visitors are very interested in coming across new place without active effort

#### Gallery Tourism

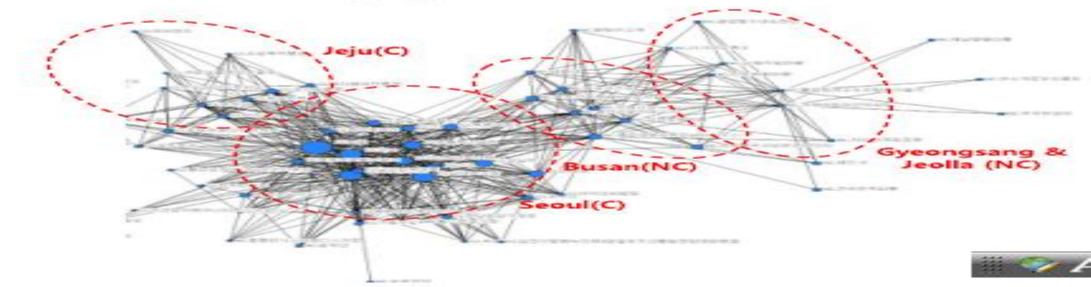
• Visitors find things to explore when making a query

I coined this typology based on the following piece "Google launches two new types of ads: intent-based Discovery ads and query-based Gallery ads"

#### (a) Online information seeker group



(b) Offline information seeker group



Do online information sources really make tourists visit more diverse places?: Based on the social networking analysis,

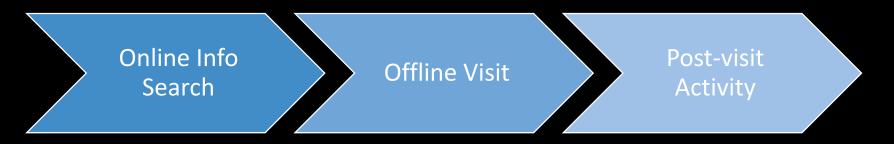


#### Journal of Travel & Tourism Marketing

ISSN: 1054-8408 (Print) 1540-7306 (Online) Journal homepage: http://www.tandfonline.com/loi/wttm20

#### From online via offline to online: how online visibility of tourism information shapes and is shaped by offline visits

Mi Kyung Lee, Ho Young Yoon & Han Woo Park



- In addition, tourism, which combines online and offline, is a new concept. The motivation of
  offline tourists is influenced by the search and use of online media.
- Of course, online and offline channels have reciprocal effects. In this process, cultural factors are the intermediary factor.
- Therefore, it is necessary to discuss it in the context of search engines and social media cultural tourism.

#### <u>Self-Tracking</u>

What happens when people turn their everyday experience into data: an introduction to the essential ideas and key challenges of self-tracking.

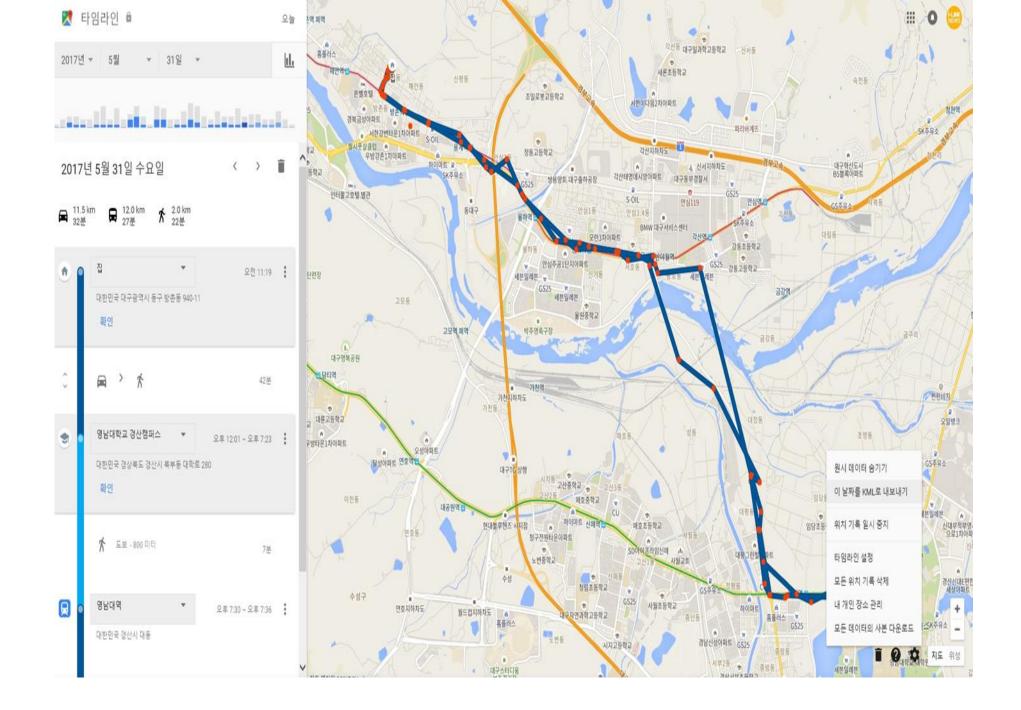
Ending your summer with a vacation? <u>"For a</u> <u>Relaxing Vacation, Look to the Data"</u>

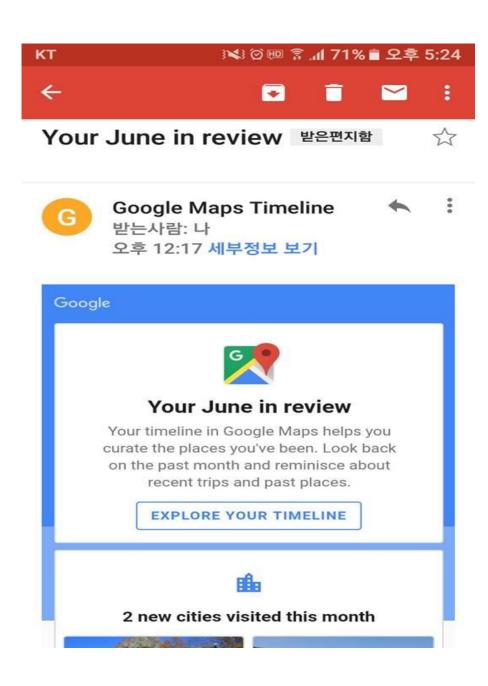
#### SELF-TRACKING

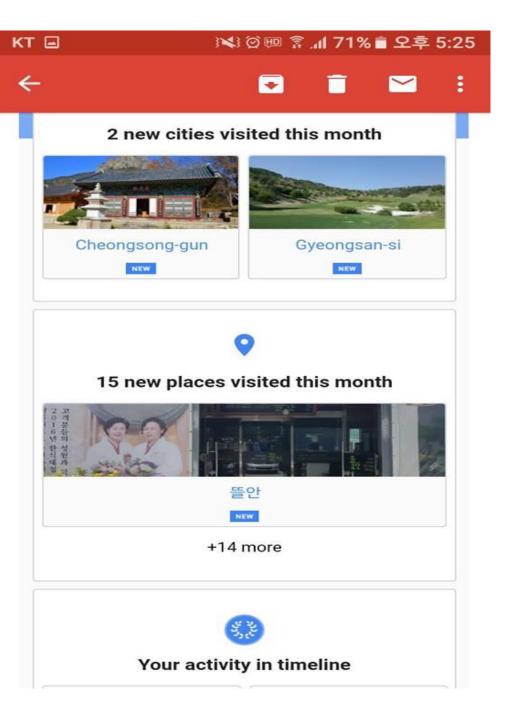
#### GINA NEFF AND DAWN NAFUS

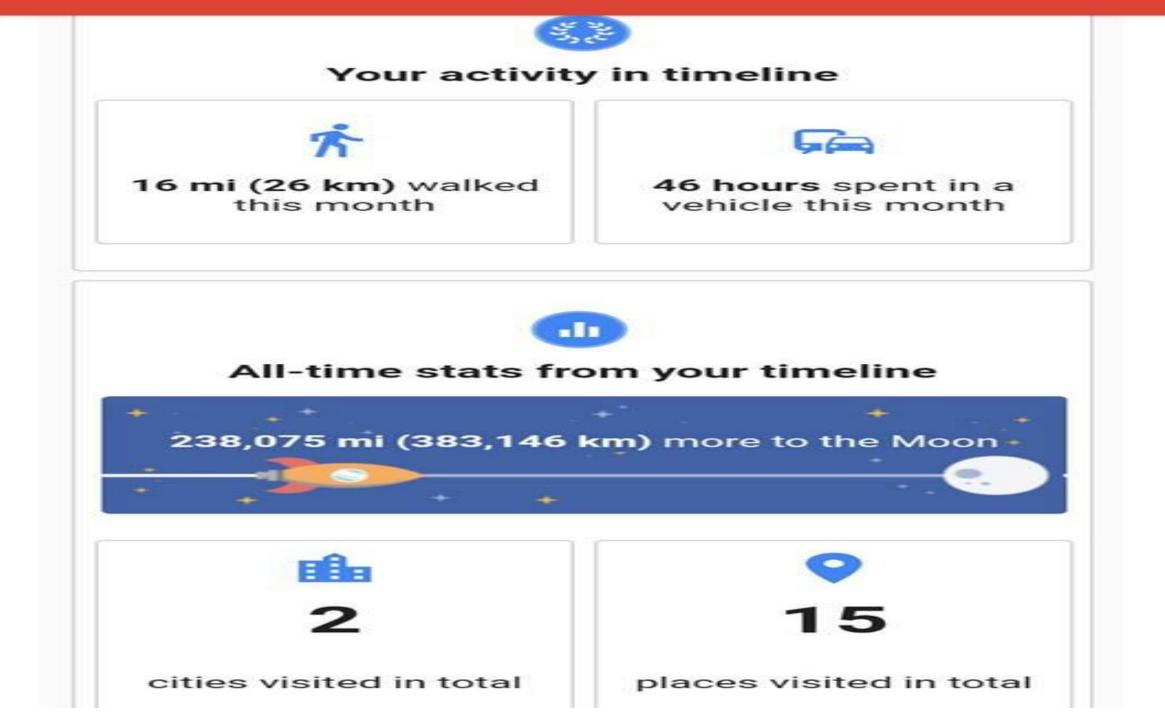


THE MIT PRESS ESSENTIAL KNOWLEDGE SERIES









# From Mobilization To Micro-Action

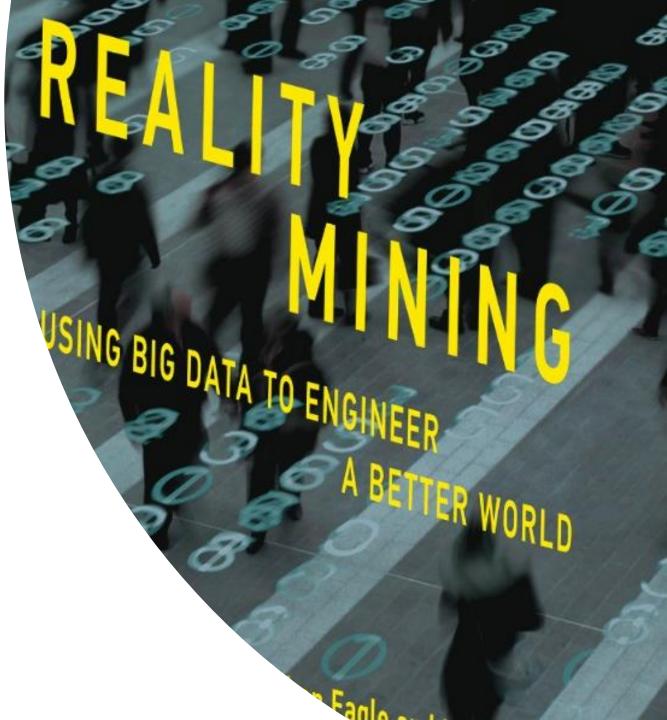
FIT(Free Independent Tour)

 We often make the mistake of thinking of people who travel freely as isolated beings. However, they (i.e. Z-generation) can communicate freely and easily with others through smartphones. DWO(Do it With Others)

 FIT develops into DWO, a personal free cooperative tourism project. It is evolving into a third-generation tour where people with similar tastes and purposes temporarily form a group and enjoy meetings and trips with low cost and high efficiency.

<u>Reality Mining</u>

 Co-written by Nathan Eagle, voted one of "50 people who will change the world" by Wired, and Kate Green, an essayist, journalist, poet, and former laser physicist, *Reality Mining* looks at how Big Data can be put to positive use, from helping users break bad habits to tracking the global spread of disease



#### **Smart Tourism Based on Internet of Things**

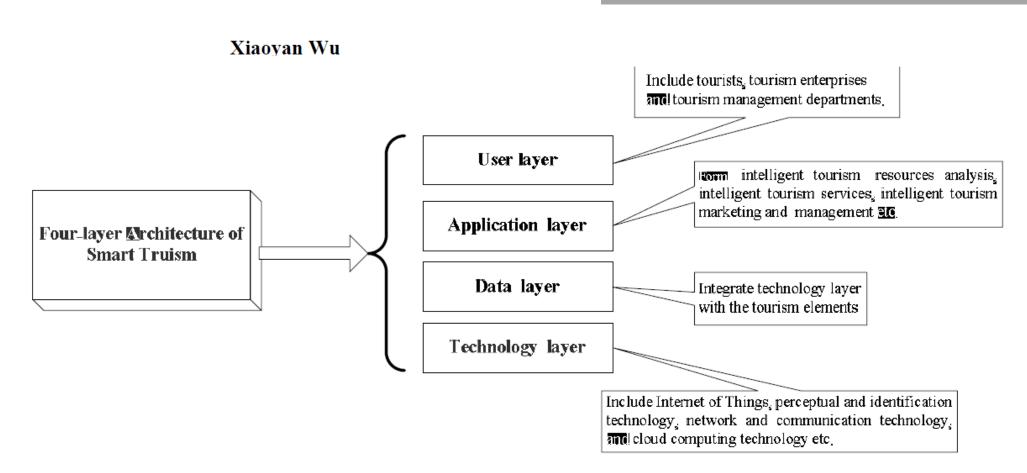


Figure 2. Four-layer architecture of Smart Truism

### Insufficient sparks to trigger related activity

- Prepare data UI/UX based on target audience
- Since visitors' tourism activities are still affected by popular places among residents, it is important to plan tourism content that they want to promote to outsiders based on the analysis of insiders' interests.
- Culturing atmosphere for spontaneous data workout

- Tourism communication leadership is crucial in developing an atmosphere for user-generating data activities and the government's role that may facilitate data-driven innovation.

### http://www.choosemyplate.gov/

MEAT & BEANS



# 데이터 호환성, 다형데이터, 크로스콜라보

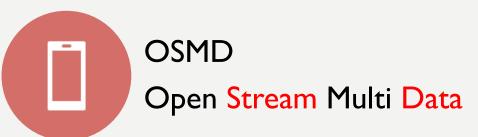


OSMU One Source Multi Use





OSMU Open Stream Multi Use



# 붉은 여왕 효과

# WONDERLAND

An Adaptation of LEWIS CARROL'S The Adventures of Alice in Wonderland and Through the Looking Glass

http://zezecool.tistory.com/17