

# Data needs of tourism destinations from a personal user's point of view

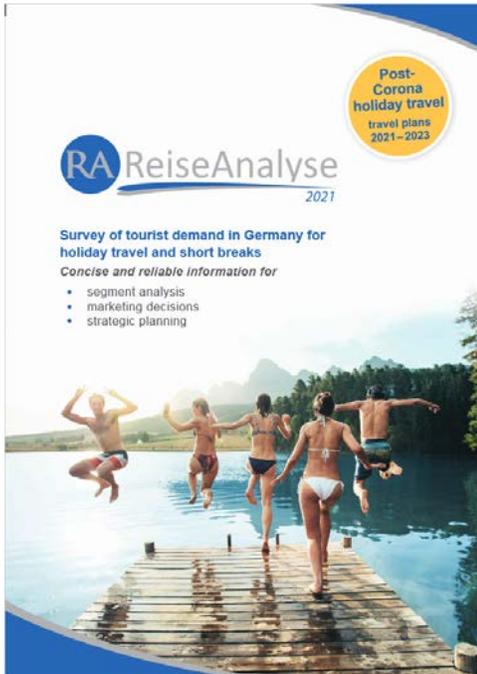
Big Data Enabling Tourism Competitiveness  
8 March, 2021  
Ulf Sonntag, NIT

## The NIT – and why I am talking to you (I think ...)

- » Insights for tourism (destinations, administration, policy, industry)
- » Local, regional, national, international
- » Independent, privately organised (no regular funding), public shareholders
- » Data driven –  
not focussed on a particular instrument
- » We are very open and interested in new data sources but at the same time very critical.
- » We need to understand the way data is produced and try to reproduce them –  
we have very much the quality and applicability of the data in mind.

# Using and producing (and testing) data to measure tourism

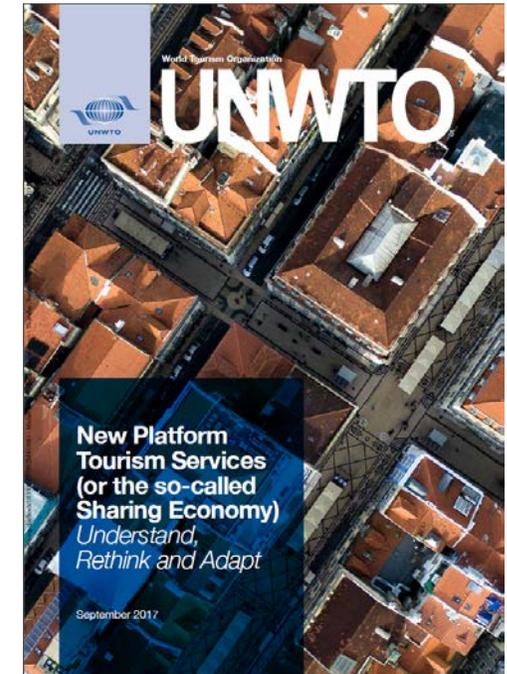
## Demand side data



## Passive mobile data



## Platform data



- » Accommodation statistics (complete regional tourism accommodation capacities incl. <10 beds)
- » Economic impact of tourism (local, regional level)
- » Sustainability / Overtourism (e.g. resident surveys)

# Data needs of a tourism destination – in a world that is becoming faster and more complex



... we need to adapt our tools ...



... and then choose and wisely ...

**OWN  
DATA**

**OFFICIAL  
DATA**

**COMMERCIAL  
DATA**

- » **For destination organisations:** Build your own “data ecosystem” according to your needs, priorities and budget
- » **For NSIs:** NSIs do not need to have all the tools in their hands, NSIs should focus and prioritise
- » **For all stakeholders:** Talk, exchange, learn about the needs and innovate

# NSI data should be data we can trust

Neutrality

Quality

Reliability /  
knowing the biases



**WORLD  
STATISTICS  
DAY**

20.10.2020

**CONNECTING  
THE WORLD  
WITH DATA  
WE CAN TRUST**

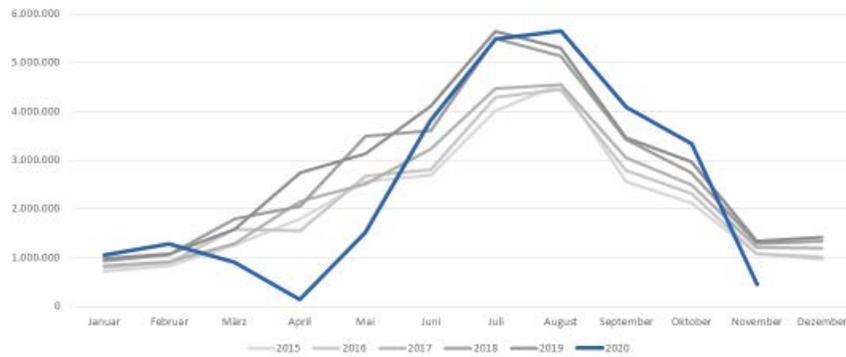
Timeliness

Coverage / granularity

Comparability /  
harmonisation

# Need to combine data of different sources

Entwicklung 2020:  
Übernachtungen von Inländern in Schleswig-Holstein



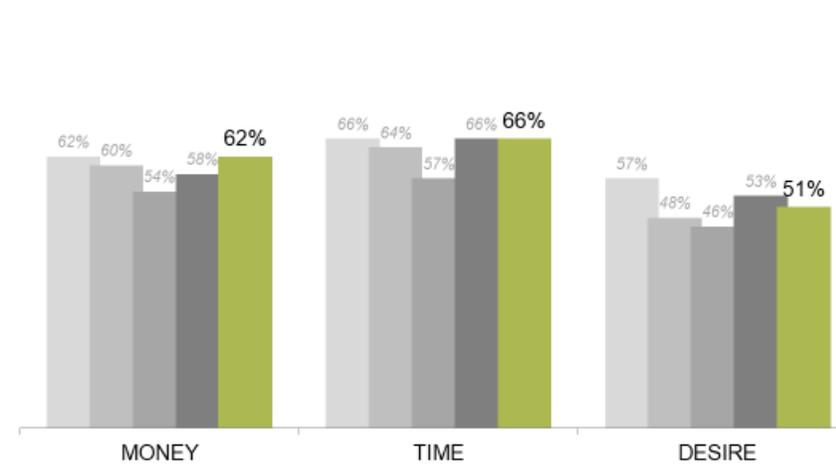
Übernachtungen von deutschen Gästen in Betrieben ab 10 Betten in Schleswig-Holstein; einschließlich Campingplätzen (Touristik-Camping) ab 10 Stellplätzen;  
Datenquelle: Monatsberichte zum Tourismus, Statistisches Bundesamt, abgerufen am 18. Januar 2021

RA Reise

## Ability and desire to travel in the next 12 months

RA ReiseAnalyse

JAN-NOV  
SH: -1  
Kiel: -3



■ Nov 2019  
■ Mai 2020  
■ Jul 20  
■ Sep 20  
■ Nov 20

Only 16% do not want to travel in the summer

Question: What about [...] your holiday plans? Here you can see statements about holiday trips [...]  
Basis: German-speaking population 18-75 years; source: RA 2021, Corona Recovery Module 09/2020 and previous studies

9

- » Need to understand what will happen in the future
- » If a trend is not clear, work with scenarios
- » You will need data from different sources for forecasting and modelling the future

## Passive mobile data (in Germany) & platform data

- » New data sources add to the toolbox on how to measure tourism
- » They make it possible to measure aspects of tourism that you could not measure before, which are interesting in some contexts (e.g. booked flight seat trends)
- » Often they seem cheaper, more complete and more timely as the established instruments
- » BUT in our experience, they are at closer look often not as “shiny as they appear”.
- » There are still big concerns regarding availability and continuity of the data ...
- » ... and even bigger ones regarding reliability and long-term trustworthiness.
- » You should really take a very close look and not be blinded by the fact that they appear new and modern.
- » In our experiences so far, they are not suitable to replace data collection for tourism statistics (at least not on a European level).
- » *Publication 2020: Opportunities and limits of passive mobile data for tourism*  
<https://doi.org/10.1016/j.jdmm.2020.100481>

# Personal conclusion & wishes for official tourism statistics

## Accommodation statistics

- » Better granularity:  
Arrivals/bednights NUTS 3 & cities,  
originating regions of arrivals
- » Better timeliness
- » Better coherence between different  
statistical data sources
- » Better completeness:  
Enterprises <10 beds

- » Reporting unit = Enterprise
- » Digital solutions etc. to ensure a complete  
and fast reporting of the enterprises
- » Forecasting models?
- » Addition: Platform data etc. for the <10 beds
- » Precise definitions needed (e.g. a booking is  
not the same as an arrival, a moving mobile  
device is not a tourist)

## Demand statistics

- » Usability / Deployment of statistical data
- » Better timeliness
- » Personal issue of “trust”

- » SPSS file of data for users
- » Now I look at 2016 data ...
- » Examples of usage

# Personal priorities for official tourism statistics

1.

Accommodation statistics are key – keep up the good work and try to improve

2.

Keep your eyes open for new methodologies, additional insights – but not in conflict with 1.

3.

Discussion about concepts and definitions to keep track of what's relevant in tourism today

# Personal vision of how destinations can work well with data

1.

Know about your questions

2.

Know about your priorities and limitations

3.

Choose data sources wisely and always cooperate



**Ulf Sonntag**

Head of Market Research  
Associate Director

# Thank you!

Institute for Tourism Research  
in Northern Europe

Fleethörn 23  
D-24103 Kiel

Phone: +49431 666 567 14

Fax: +49431 666 567 10

[ulf.sonntag@nit-kiel.de](mailto:ulf.sonntag@nit-kiel.de)