

Religious Tourism the Core Strategy of Shaping Life Style: Evidences from Iran

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Abstract : Religious tourism is the core strategy of shaping Iranian's life-style. Why and How? This paper answers to this question. Theoretical base: From strategic marketing point of view, Life style is pattern of believes values, interests and acts. Strategy can be defined as a set of continuous important decisions. Here, strategy is making decisions about the target place and vehicle of touristic travel due to reform and redefine the self-identity and shaping life style. Methodology: Target society of this research is the selected residents of three provinces at northwest of Iran. The data collection instrument is interview and questionnaire and the collected data analysis by SEM (structural Equation Modeling) and LISREL software. Results: The primary results show that variety of touristic travels play an important role on shaping new life style of Iranian people. The target places of touristic travel (Europe, USA. Japan and etc.) are at the second priority. The number of foreign friends is at the third position. The fourth criteria are the number of travels. Among all kind of touristic travels the religious tourism from competitive point of view plays the main role. Findings: The geometry of Iranian life style are shaping and reshaping through some domestic and international tourism strategies particular religious strategy. During the dynamic trend of identity redefine, so many Iranians put the quantity and quality of their touristic travel on the first priority.

Keywords : religious tourism, core strategy, shaping life style

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