

## **The Consumer Behavior and Tourism Marketing of International Tourists Visiting Phuket in Thailand**

**Authors :** Wipanee Maen-In

**Abstract :** This research aims to study the tourism marketing and the trip behaviors profile of international tourists who visited Phuket in Thailand and study the influence of their selected demographic characters on their selected trip behaviors. The study was conducted through survey by using questionnaires asking 400 sample respondents from international tourists who visited Phuket. The result found out that type of group travel is the key variable that indicates higher and lower daily spending tourists, tourists spend more when they visit with their family. Trip arrangement is the key variables that indicate shorter and longer stay tourists. From these findings, it is recommended that both private and public sectors should make marketing to potential tourists in order to increase tourism revenue and to be a sustainable tourism, all of agencies that involves in Phuket tourism industry should coordinate to satisfy tourists to revisit and recommend Phuket to friends and relatives.

**Keywords :** consumer behavior, international tourists, Phuket province, tourism marketing

**Conference Title :** ICEABM 2016 : International Conference on Economics, Accounting and Business Management

**Conference Location :** Amsterdam, Netherlands

**Conference Dates :** December 01-02, 2016