Manuscript Details

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Title	Tourism planning and innovation: The Caribbean under the spotlight						
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Abstract

The importance for the islands to work together toward a multicentre product for tourists has been highlighted as early as the 1980s, and yet hardly anything has been done in that sense. Can cluster be considered as the way forward for the sustainable development of the Caribbean? This question could be considered as the first step of the tourism planning process. Hierarchical method or linkage method that works by identifying entities that match each other based on the investigator selection of similar attribute categories is the most suitable clustering approach for the Caribbean. Despite the fact that cluster appears as a potential solution for issues faced by some Caribbean islands and other destinations in the world, it can't be seen as a panacea.

Keywords	Caribbean; Tourism; Cluster; Tourism planning; Marketing
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Suggested reviewers	Jim Butcher, Laurent Botti

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Figure [31.01.18].docx [Figure]

Table [31.01.18].docx [Table]

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RE: Re-Submission to JDMM

Dear Prof Alan Fyall,

Please find attached our revised paper entitled:

Tourism planning and innovation: The Caribbean under the spotlight

We would like to thank reviewers for their valuable and helpful feedback and comments, and for the opportunity to resubmit this revised version.

We feel that we have considerably revised the paper following the helpful comments from the reviewers (see track changes in document below).

Please do not hesitate to contact us should you wish to discuss any aspect of this revision with us, and we look forward to hearing from you in due course.

Kind regards,

Hugues et al.

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We feel that we have considerably revised the paper following the helpful comments from the reviewers (see track changes in document below). Also, see below the response to reviewer 4:

<u>The authors are encouraged to provide a systematic response to reviewers issues. A track change</u> version is not sufficient. The reviewer acknowledges that the authors have revised the article in <u>significant ways</u>.

We have provided track changes as well as systematic response to reviewers issues

The authors are encouraged to justify their conclusions regarding clusters. Why is clustering appropriate?

We have provided solid evidence that clusters is appropriate. Evidence are based on literature and practical examples (see paragraph before last)

<u>Clustering is a well-established concept across a variety of industries but often happens</u> <u>organically - as businesses build around an industry - or as a result of policy/political will. If</u> <u>the authors recommend that clusters should form as proposed - then it seems appropriate</u> <u>that you would address in your literature how clusters form?</u>

We have now explained how clusters form. How explanation is based on solid academic evidence (see section: 'Methods of clustering')

Other questions that might be addressed to add validity to the argument would include: Are there examples of destinations using clustering as proposed? Have those clusters developed based on partitioning or similar performance? (or is this merely a means of categorizing destinations).

We provided specific examples to show that clustering is successful (see paragraph before last)

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While both approaches may be possible - it is not clear why countries would adopt them over other possible ways of joining together.

There are now evidence of why clustering is a relevant tool and why destinations should pick this tool (see paragraph before last)

Please do not hesitate to contact us should you wish to discuss any aspect of this revision with us, and we look forward to hearing from you in due course.

Kind regards,

The ultimate objective of Destination Marketing Organisations (DMOs) is to achieve high performance on the long term (Gowreesunkar, Cooper & <u>Dubarry, 2009) et al, 2009</u>). But, this objective is getting more and more difficult to achieve due to an increased number of competitors, shortened products and service life cycles and shifts in consumer preferences (Mihalache & Mihalache, 2016). In a small area like the Caribbean, it is very difficult for the destinations to gain competitive advantages because islands among other things are small, vulnerable and geographically insular; tourism resources are scarce with predominant reliance on sun, sea and sand; high percentage of importation; limited access to entrepreneurial networks; lack of opportunities on selfsustaining strategies etc (Gowreesunkar, Van der <u>Sterren & Sterren &</u> Séraphin, 2015).

So, how can DMOs achieve long-term competitive advantages in this area? In this *Regional Spotlight*, we are going to investigate 'cluster' as a potential strategy given that 'alliances and partnership are more and more common between countries in the tourism industry' (Séraphin, 2011: 38).

There are many different applications of clusters. Among these are, for instance, Segmentation of tourists according to their behaviour (Amaro, Duarte & Henriques, 2016); locals according to their opinion on tourism (Perez & Nada, 2006); hotels according to their marketing strategy (Prayag et al, 2010; D'Urso,

Prayag, Disegna, & Massari (2013) etc. Cluster is a broad concept rather than a precise term. In this *Regional Spotlight*, 'cluster' is to be understood as the segmentation of Caribbean islands according to their geographical proximity and tourism assets.

Research shows that most of the research on tourism in the Caribbean is focusing on the role and importance of the industry for the economic development of the area, as well as the issues related to its development (Williams, Rangel-Buitrago, Anfuso, Cervantes & Mateo Botero, 2016). The importance for the islands to work together toward a multicentre product for tourists has been highlighted as early as the 1980s by Peters (1980), and yet, not much has been done to date. None of the paper published on tourism cluster by the three premier outlets (Tourism Management, Annals of Tourism Research and the Journal of *Travel Research*) are Caribbean based despite the fact that it is considerably documented in literature that cluster is used in tourism (table 1) to: boost destinations attractiveness and regional economic development (Jin, Weber & Bauer, 2012); to boost the competitiveness of some sectors of the economy, particularly for least economically successful region (Bernimini, 2009); to share good practice and be more innovative (Novelli, Schmitz & Spencer, 2006).

[INSERT TABLE 1]

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The gap in tourism literature based on the Caribbean is reflected in the Caribbean tourism industry practice. The fact that tourism cluster is not used as a strategy in the Caribbean context is probably due to the fact that the best way to cluster has not been identified yet. This research objective is a good point of entry in the discussion of tourism planning and innovation and the different ways they are approached by destinations.

Resources endowment, effective resource allocation and managerial effectiveness play an important role in destinations' competitive advantage (Wang, Li & Li, 2013). Gaining competitive advantage is an integral part of a destination tourism planning. Thus, tourism planning could be defined as a 'road map to lead tourism related organisations or destinations from their present level of tourism development to where they would like to be' (Edgell Sr & Swanson, 2013:245). In the Caribbean, this endeavour is supported by intergovernmental organisations at the level of the United Nation World Tourism Organisation and/or at regional level by the Caribbean Tourism Organisation (Edgell Sr & Swanson, 2013). Tourism planning therefore implies a form of collaboration between different stakeholders. In the same line of thought, Poon (2015) also put forward the fact that the future of the Caribbean tourism will increasingly depend on its innovativeness.

In this paper, we are claiming that, due to their geographical proximity and individual assets, some islands should work together to turn their endowments into competitive advantages. The development of tourism clusters in the Caribbean could also help some destinations to mitigate some of the limitations and challenges (size; insularity; reliance on sun, sand, sea; carrying capacity; etc.) related to tourism development in islands (Gowreesunkar, Van der Sterren & Séraphin, 2015). This view is supported by Porter (1998: 78) view of 'clusters': 'Clusters are geographic concentrations of interconnected companies and institutions in a particular field. Clusters encompasses an array of linked industries and other entities important to competition'. The development of Pan-Caribbean clusters present challenges and opportunities. Among the opportunities we can mention the belonging to the Creole society and black culture (Reyes-Santos, 2013); they have common issues (Dubesset, 2013). As for the challenges, geopolitical issues seem to be the main one (Séraphin & Ward, 2015).

Methods of clustering

Clustering is a well-established concept across a variety of industries. That said, it is not a 'simple and spontaneous process' (Novelli, Schmitz & Spencer, 2006: 1141). Based on literature, it seems that clusters happen either organically or are fostered. When clusters happen organically it is most of the time as the result of the geographic concentration of interconnected organisations or destinations (Jackson & Murphy, 2006). When clusters do not happen organically they are the results of policy or political will (Bernini, 2009). In both cases the production of complementarities is central (Erkus-Ozturk, 2009) and have become significant

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forces in tourism development (Jackson & Murphy, 2006) as clustering fosters competitive advantage and reduces inequalities among destinations (Jackson, 2006). 'Within Europe, clusters are becoming increasingly recognised and popular' (Novelli et al, 2006: 1142).

Aligning multiple partners to a common purpose contribute to maximising the benefits of strategic planning (Mair, Ritchie & Walters, 2016; Stanford &Guiver & Stanford, 2014). On that basis, it is important to be able to identify the partners that should work together. We propose in this paper two fundamental ways to cluster destinations in the Caribbean. The first one would be on a geopolitical basis. French and former French colonies could form one cluster whereas former British colonies could form another cluster; and finally, unincorporated and constituent territories could be further clustered. This clustering method is called partitioning and is widely used in market segmentation research. The methodology is challenging as 'the investigator must specify in advance how many clusters are to be formed' (Arimond & Elfessi, 2012: 391). Nonetheless, this method of clustering is recommended as it mainly remove diplomatic and legal barriers related to legislation differences.

The second way to cluster destinations in the Caribbean would be to put together destinations with similar performance and/or potential in terms of capacity to attract visitors and destinations that are geographically closed. This clustering approach is called hierarchical method or linkage method. The method works by identifying entities that match each other based on the investigator

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selection of similar attribute categories. That said, the method does not work with clusters that are perfectly homogenous and well balanced (Arimond & Elfessi, 2012), like the partnership between Haiti (one of the less visited destinations of the Caribbean) and the Dominican Republic (the most visited islands). For instance, the study conducted by Seraphin (2011) on both islands confirms that the there is a high risk of duplication in the tourism offer, hence the reason why he suggests that both countries should be branded as one: 'Hispaniola'. This proposed method of clustering is recommended as it can help partners to maximise on their potential.

Implications of observations and arguments

Developing clusters is extremely important for the sustainable planning and development of the Caribbean, as evidenced below:

(a) It avoids duplication of tourism offer between islands (Séraphin, 2011)

(b) It contributes to abolish many of the issues listed by (Gowreesunkar, Van der Sterren and Séraphin (2015)

(c) It brings in development of entrepreneurship (Séraphin, Pilato & Bellia, 2017)
(d) It builds competitive advantage such as the 'Big <u>6</u><u>5</u>' cluster (figure 1), namely: The Bahamas (Bah); Cuba (Cub); Dominican Republic (DoR); Jamaica (Jam) and Puerto Rico (PuR).

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[INSERT FIGURE 1]

These destinations receive more than one million visitors per year (table 24).

[INSERT TABLE 24]

(e) It offers possibility of boosting performance of some destinations like Haiti. The Bahamas (one of the 'Big 5') developed a business partnership with Haiti in 2014 which enabled the later to export its fruits and vegetables to the island (Lea Nouvelliste, 2014a,b). Also, since February 2017 there is a direct flight by Sunrise Airways between Cuba and Haiti (Le Nouvelliste, 2017). Acevedo, Alleyne and Romeu (2017) note that liberalization of air transport between the USA and Cuba can bring an estimated increase in USA arrivals of between 3 to 5.6 million visitors who are mostly new tourists to the country.

(f) The development of multicentre product for tourists in the Caribbean as suggested by Peters (1980), could also reduce the problem of overtourism, defined as any destination suffering the strain of tourism (Richardson, 2017) as it is currently the case in Europe.

(g) Develop post-disaster strategies to mitigate the negative impacts of natural disasters like hurricane Irma. One of them could be the creation of a Pan-Caribbean tourism weather insurance. This insurance is all the more important when we consider the fact that hurricanes is a recurrent phenomenon in the

Caribbean and that hurricanes are considered to be the most expensive natural disaster in coastal areas (Cahyanto, Pennington-Gay, Thapa, Srinivasan, Villdegas, Matyas & Kiousis, 2016<u>; Seraphin, 2018</u>).

Clustering is an appropriate tool for tourism planning and innovation due to the many benefits that we mentioned in this study. On top of that, destinations should this tool because it helps destinations to gain some flexibility in terms of ability to adapt and change at the rate of change required; and also enables destinations to interact within and outer the circle of the cluster (Christy, 2013). Equally important, the tourism industry and clustering are both ambidextrous by nature. Indeed, a cluster appears to be ambidextrous by nature because for destinations part of a cluster it means competing and cooperating at the same time (Jackson, 2006). The tourism industry is also ambidextrous by nature, as the positive impacts of the industry lead to some unexpected negative outcomes (Sanchez & Adams, 2008). Ambidextrous management has been hailed to be innovative, sustainable and at the basis of success (Mihalache & Mihalache, 2016; Smith, 2017). Last but not least, clustering as a tool has proven to be quite successful in Europe for instance. 'Most countries within Europe have existing or emerging clusters projects. In 2003, Belgium for example had 23, France had 100 existing and 80 developing clusters and the UK was, with its 154 clusters, the country with the most projects' (Novelli et al, 2006: 1143).

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Despite the fact that cluster appears as a potential solution for issues faced by some Caribbean islands it can't be seen as a panacea, as one size does not fit all (Walker & Thomson, 2010). It is also important that each destination keeps hold of its authenticity as it considered as one of the most powerful pull factor for a destination (Park, 2014).

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- It is important for the islands to work together toward a multicenter product for tourists
- Collaboration is essential to compete effectively in the turbulent tourism environment
- The islands of the Caribbean are closely linked
- Cluster appears as a 'double edged sword'

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Abstract

The importance for the islands to work together toward a multicentre product for tourists has been highlighted as early as the 1980s, and yet hardly anything has been done in that sense. Can cluster be considered as the way forward for the sustainable development of the Caribbean? This question could be considered as the first step of the tourism planning process. Hierarchical method or linkage method that works by identifying entities that match each other based on the investigator selection of similar attribute categories is the most suitable clustering approach for the Caribbean. Despite the fact that cluster appears as a potential solution for issues faced by some Caribbean islands and other destinations in the world, it can't be seen as a panacea.

Keywords

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The gap in tourism literature based on the Caribbean is reflected in the Caribbean tourism industry practice. The fact that tourism cluster is not used as a strategy in the Caribbean context is probably due to the fact that the best way to cluster has not been identified yet. This research objective is a good point of entry in the discussion of tourism planning and innovation and the different ways they are approached by destinations.

Resources endowment, effective resource allocation and managerial effectiveness play an important role in destinations' competitive advantage (Wang, Li & Li, 2013). Gaining competitive advantage is an integral part of a destination tourism planning. Thus, tourism planning could be defined as a 'road map to lead tourism related organisations or destinations from their present level of tourism development to where they would like to be' (Edgell Sr & Swanson, 2013:245). In the Caribbean, this endeavour is supported by intergovernmental organisations at the level of the United Nation World Tourism Organisation and/or at regional level by the Caribbean Tourism Organisation (Edgell Sr & Swanson, 2013). Tourism planning therefore implies a form of collaboration between different stakeholders. In the same line of thought, Poon (2015) also put forward the fact that the future of the Caribbean tourism will increasingly depend on its innovativeness.

In this paper, we are claiming that, due to their geographical proximity and individual assets, some islands should work together to turn their endowments into competitive advantages. The development of tourism clusters in the Caribbean could also help some destinations to mitigate some of the limitations and challenges (size; insularity; reliance on sun, sand, sea; carrying capacity; etc.) related to tourism development in islands (Gowreesunkar, Van der Sterren & Séraphin, 2015). This view is supported by Porter (1998: 78) view of 'clusters': 'Clusters are geographic concentrations of interconnected companies and institutions in a particular field. Clusters encompasses an array of linked industries and other entities important to competition'. The development of Pan-Caribbean clusters present challenges and opportunities. Among the opportunities we can mention the belonging to the Creole society and black culture (Reyes-Santos, 2013); they have common issues (Dubesset, 2013). As for the challenges, geopolitical issues seem to be the main one (Séraphin & Ward, 2015).

Methods of clustering

Clustering is a well-established concept across a variety of industries. That said, it is not a 'simple and spontaneous process' (Novelli, Schmitz & Spencer, 2006: 1141). Based on literature, it seems that clusters happen either organically or are fostered. When clusters happen organically it is most of the time as the result of the geographic concentration of interconnected organisations or destinations (Jackson & Murphy, 2006). When clusters do not happen organically they are the results of policy or political will (Bernini, 2009). In both cases the production of complementarities is central (Erkus-Ozturk, 2009) and have become significant

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forces in tourism development (Jackson & Murphy, 2006) as clustering fosters competitive advantage and reduces inequalities among destinations (Jackson, 2006). 'Within Europe, clusters are becoming increasingly recognised and popular' (Novelli et al, 2006: 1142).

Aligning multiple partners to a common purpose contribute to maximising the benefits of strategic planning (Mair, Ritchie & Walters, 2016; Stanford &, 2014). On that basis, it is important to be able to identify the partners that should work together. We propose in this paper two fundamental ways to cluster destinations in the Caribbean. The first one would be on a geopolitical basis. French and former French colonies could form one cluster whereas former British colonies could form another cluster; and finally, unincorporated and constituent territories could be further clustered. This clustering method is called partitioning and is widely used in market segmentation research. The methodology is challenging as 'the investigator must specify in advance how many clusters are to be formed' (Arimond & Elfessi, 2012: 391). Nonetheless, this method of clustering is recommended as it mainly remove diplomatic and legal barriers related to legislation differences.

The second way to cluster destinations in the Caribbean would be to put together destinations with similar performance and/or potential in terms of capacity to attract visitors and destinations that are geographically closed. This clustering approach is called hierarchical method or linkage method. The method works by identifying entities that match each other based on the investigator

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selection of similar attribute categories. That said, the method does not work with clusters that are perfectly homogenous and well balanced (Arimond & Elfessi, 2012), like the partnership between Haiti (one of the less visited destinations of the Caribbean) and the Dominican Republic (the most visited islands). For instance, the study conducted by Seraphin (2011) on both islands confirms that the there is a high risk of duplication in the tourism offer, hence the reason why he suggests that both countries should be branded as one: 'Hispaniola'. This proposed method of clustering is recommended as it can help partners to maximise on their potential.

Implications of observations and arguments

Developing clusters is extremely important for the sustainable planning and development of the Caribbean, as evidenced below:

(a) It avoids duplication of tourism offer between islands (Séraphin, 2011)

(b) It contributes to abolish many of the issues listed by (Gowreesunkar, Van der Sterren and Séraphin (2015)

(c) It brings in development of entrepreneurship (Séraphin, Pilato & Bellia, 2017)
(d) It builds competitive advantage such as the 'Big 6 ' cluster (figure 1), namely: The Bahamas (Bah); Cuba (Cub); Dominican Republic (DoR); Jamaica (Jam) and Puerto Rico (PuR).

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[INSERT FIGURE 1]

These destinations receive more than one million visitors per year (table 2).

[INSERT TABLE 2]

(e) It offers possibility of boosting performance of some destinations like Haiti. The Bahamas (one of the 'Big 5') developed a business partnership with Haiti in 2014 which enabled the later to export its fruits and vegetables to the island (Le Nouvelliste, 2014a,b). Also, since February 2017 there is a direct flight by Sunrise Airways between Cuba and Haiti (Le Nouvelliste, 2017). Acevedo, Alleyne and Romeu (2017) note that liberalization of air transport between the USA and Cuba can bring an estimated increase in USA arrivals of between 3 to 5.6 million visitors who are mostly new tourists to the country.

(f) The development of multicentre product for tourists in the Caribbean as suggested by Peters (1980), could also reduce the problem of overtourism, defined as any destination suffering the strain of tourism (Richardson, 2017) as it is currently the case in Europe.

(g) Develop post-disaster strategies to mitigate the negative impacts of natural disasters like hurricane Irma. One of them could be the creation of a Pan-Caribbean tourism weather insurance. This insurance is all the more important when we consider the fact that hurricanes is a recurrent phenomenon in the

Caribbean and that hurricanes are considered to be the most expensive natural disaster in coastal areas (Cahyanto, Pennington-Gay, Thapa, Srinivasan, Villdegas, Matyas & Kiousis, 2016; Seraphin, 2018).

Clustering is an appropriate tool for tourism planning and innovation due to the many benefits that we mentioned in this study. On top of that, destinations should this tool because it helps destinations to gain some flexibility in terms of ability to adapt and change at the rate of change required; and also enables destinations to interact within and outer the circle of the cluster (Christy, 2013). Equally important, the tourism industry and clustering are both ambidextrous by nature. Indeed, a cluster appears to be ambidextrous by nature because for destinations part of a cluster it means competing and cooperating at the same time (Jackson, 2006). The tourism industry is also ambidextrous by nature, as the positive impacts of the industry lead to some unexpected negative outcomes (Sanchez & Adams, 2008). Ambidextrous management has been hailed to be innovative, sustainable and at the basis of success (Mihalache & Mihalache, 2016; Smith, 2017). Last but not least, clustering as a tool has proven to be quite successful in Europe for instance. 'Most countries within Europe have existing or emerging clusters projects. In 2003, Belgium for example had 23, France had 100 existing and 80 developing clusters and the UK was, with its 154 clusters, the country with the most projects' (Novelli et al, 2006: 1143).

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Despite the fact that cluster appears as a potential solution for issues faced by some Caribbean islands it can't be seen as a panacea, as one size does not fit all (Walker & Thomson, 2010). It is also important that each destination keeps hold of its authenticity as it considered as one of the most powerful pull factor for a destination (Park, 2014).

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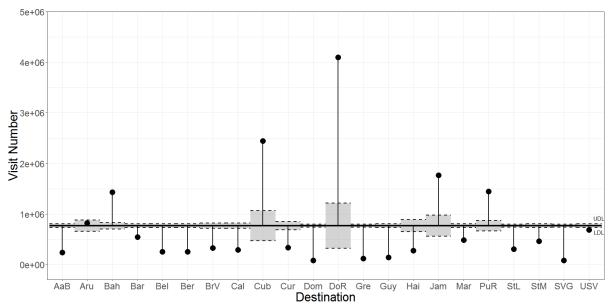


Figure 1: The 'Big 6'

Table 1: Sample of research on 'cluster' in tourism

Journals	Author	Year	Title	Торіс			
Annals of Tourism Research	Amaro, Duarte & Henriques	2016	Travelers' use of social media: A clustering approach	Segment travelers according to their use of socia media			
Annals of Tourism Research	Jackson & Murphy	2006	Clusters in regional tourism. An Australian case	Application of cluster theory to tourism			
Annals of Tourism Research	Perez & Nadal	2004	Host community perceptions. A cluster analysis	Cluster based on opinion of tourism			
Annals of Tourism Research	Fredline & Faulker	2000	Host community reactions. A cluster analysis	Cluster based on residents' perceptions of tourism and events			
Tourism Management	Jin, Weber & Bauer	2012	Impact of clusters on exhibition destination attractiveness: Evidence from Mainland China	Cluster & destination attractiveness			
Tourism Management	Bermini	2009	Convention industry and destination clusters: Evidence from Italy	Cluster & local tourism development			
Tourism Management Erkuş-Öztürk		2009	The role of cluster types and firm size in designing the level of network relations: The experience of the Antalya tourism region	The size of the firm in a cluster that determines the level of networking of that cluster			
Tourism Management	Novelli, Schmitz & Spencer 20		Networks, clusters and innovation in tourism: A UK experience	Cluster & stakeholders collaboration			
Tourism Management	Lee, Lee, Bernhard & Yoon			Segment the casino gambling			
Tourism Management			Cluster as a way of fostering competitive advantage in regional China				
Journal of Travel Research	ournal of Travel Research Grun		Challenging "Factor–Cluster Segmentation*	Clustering is widely spread but it is not the best practice			
Journal of Travel Research	Lee	1983	Marketing Strategies for Hotels: A Cluster Analysis Approach	Clustering of hotels and their marketing strategy			
Journal of Travel Research Prayag, Disegna, Cohen & Z Yan		2013	Segmenting Markets by Bagged Clustering. Young Chinese	gged Clustering of travelers			

			Travelers to Western Europe			
rnal of Travel Research Davis & Sternquist		1987	Appealing to the Elusive Tourist: An Attribute Cluster Strategy	Attribute as a way of clustering visitors		
Journal of Travel Research	Cha, McCLeary & Uysal	1995	Travel Motivations of Japanese Overseas Travelers: A Factor- Cluster Segmentation Approach	Motivation of travelers as a way of clustering		
Journal of Travel Research	Arimond & Elfessi	2001	A Clustering Method for Categorical Data in Tourism Market Segmentation Research*	Clustering method		
Journal of Travel Research	Mazanec	1984	How to Detect Travel Market Segments: A Clustering Approach	Segmentation & impacts		
Journal of Travel Research	Dolnicar & Leisch	Winter Tourist Segments in Austria: Identifying Stable Vacation Styles Using Bagged Clustering Techniques*	Clustering vacation styles			
ournal of Sustainable Tourism Kibicho		2010	Community-based Tourism: A Factor-Cluster Segmentation Approach	Hierarchical cluster analysis & local community		
Journal of Sustainable Tourism	Hawkins	2010	A Protected Areas Ecotourism Competitive Cluster Approach to Catalyse Biodiversity Conservation and Economic Growth in Bulgaria	Cluster & competitive advantage		
Journal of Sustainable Tourism	al of Sustainable Tourism Ryan & Huyton 2010		Who is Interested in Aboriginal Tourism in the Northern Territory, Australia? A Cluster Analysis	Cluster & interests for a destination		
Journal of Travel and Tourism Marketing	Voges	2008	Rough Clustering of Destination Image Data Using an Evolutionary Algorithm*	Clustering using algorith		
Journal of Travel and Tourism Marketing	Guillet, Guo & Law	2015	Segmenting Hotel Customers Based on Rate Fences Through Conjoint and Cluster Analysis	segment hotel customers based on room rates and rate fences		
Journal of Travel and Tourism Upchurch, Ellis & Seo Marketing		2008	Applying the HierarchicalClustering the use of yield managementCluster Analysis ProcedureUpon the Process of Yield			

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			Management	
Journal of Travel and Tourism Marketing	Lin & Morais	2010	The Spatial Clustering Effect of Destination Distribution on Cognitive Distance Estimates and Its Impact on Tourists' Destination Choices	Clustering and impacts on tourists' destination choice
Leisure Sciences	Legare & Haider	2008	Trend Analysis of Motivation- Based Clusters at the Chilkoot Trail National Historic Site of Canada	Clustering motivation

Table 2: Visitors in the Caribbean (2003-2014)

DESTINATION	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Antigua and Barbuda	182 423	245 797	245384	253 669	261 786	265 841	234 410	229 943	241 331	246 926	243 932	249 316
Aruba	641 906	728 157	732514	694 372	772 073	826 774	812 623	824 330	868 973	903 934	979 256	1072082
Bahamas	1 428 599	1 450 043	1514532	1 491 633	1 527 726	1 462 404	1 327 005	1 370 135	1 346 372	1 4 2 1 3 4 1	1 363 487	1 421 860
Barbados	531 211	551 502	547534	562 558	572 937	567 667	518 564	532 180	567 724	536 303	508 520	519 598
Belize	220 574	230 831	236573	247 308	251 655	245 027	232 247	241 909	250 264	277 136	294 176	321 217
Bermuda	256 563	271 607	269576	298 973	305 548	263 613	235 860	232 262	236 038	232 063	236 343	224 246
British Virgin Islands	184 777	304 518	337135	356 271	358 056	345 934	308 793	330 343	337 773	351 404	355 677	386 049
Cayman Islands	293 515	259 929	167801	267 257	291 503	302 879	271 958	288 272	309 091	321 650	345 387	382 816
Cuba	1 894 746	2 048 572	2319334	2 220 567	2 152 221	2 348 340	2 429 809	2 531 745	2 716 317	2838169	2851330	3 001 958
Curacao	221 390	223 439	222070	234 383	299 782	408 942	366 703	341 656	390 297	419 621	440 044	450 953
Dominica	72 948	80 087	79257	83 916	76 515	80 410	74 923	76 517	75 546	78 119	78 277	81 472
Dominican Republic	3 268 182	3 443 205	3690692	3 965 055	3 979 582	3 979 672	3 992 303	4 124 543	4 306 431	4 562 606	4 689 770	5 141 377
Grenada	142 333	133 865	98244	118 490	129 118	129 605	113 370	110 471	118 295	112 307	116 456	133 521
Guyana	100 911	121 989	116596	113 474	131 487	132 776	141 053	151 926	156 910	176 642	165 841	205 824
Haiti	136 031	96 439	112 267	107 783	386 060	258 070	387 219	254 732	348 755	349 237	419 736	465 174
Jamaica	1 350 284	1 414 786	1478663	1678905	1 700 785	1767271	1 831 097	1921678	1951752	1986084	2 008 409	2 080 181
Martinique	445 424	470 891	484127	502 053	503 107	481 226	443 202	476 492	496 538	487 359	489 706	489 561
Puerto Rico	1 324 968	1 411 910	1465292	1 485 296	1 356 470	1 321 505	1 300 783	1 369 197	1 448 710	1 569 472	1 588 677	1688472
St Lucia	276 948	298 431	317939	302 510	287 435	295 761	278 491	305 937	312 404	306 801	318 626	338 158
St Maarten	427 587	475 031	467861	467 804	469 407	475 410	440 185	443 136	424 340	456 720	467 259	499 920
St Vincent and the Grenadines	78 535	86 727	95505	97 432	89 637	84 101	75 446	72 478	73 866	74 364	71 725	70 713
US Virgin Islands	618 703	658 638	697033	671 362	693 372	683 294	666 051	691 194	678 962	737 651	702 963	730 367