

## 1.1 Background

Travelling abroad is an activity enthused by community. People think that travelling abroad only done by people who have much money. In the fact travelling abroad can be done by everyone. Today traveling abroad is not expensive and complicated to do. There are some sectors that support traveler such as hotel accommodation, agent travel, and flight industries by their promotion and discount on internet so that travelers can access it and they can order their ticket easily. It helps the traveler to do travelling.

Traveler has motivation to do travelling, for example business, education, or just refreshing and staying in a country. In traveling education or study excursion students usually do it for learning or studying something that they do not meet in their country so that they decide to travel abroad to a country and stay for a day or some days.

A wide range of promotional strategies are explored by tourism industries to attract tourists. Kim, Ritchie, and McCormick (2012) state that promotional strategies focused on the quality of amenities and facilities available are no longer sufficient. Promotional strategies should consider the incorporation of past memories and the quality of amenities as well as facilities. To attract prospective and repeat visitors, marketers should consider the use of promotional stories told by returned tourists that started by recalling memories of previously travel experiences (past) and spread to other prospective tourists.

Travelers who do traveling have their memorable experience. A memorable tourist experience is a past personal travel-related event strong enough to have entered long term memory (Larsen, 2007, p15) cited in Park and Santos (2016). Every activities of their travelling are recorded in their mind such as what they did at that place, where places they visited, who they met, how they reached the places, and why they did their trip.



