

UNIVERSITI TEKNOLOGI MARA

**THE EFFECT OF SOCIAL MEDIA USAGE ON HOTEL
PERFORMANCE**

MUHAMMAD NASRI AFIFI BIN YAACOB

2016598717

MUHAMMAD FARIS AZRI BIN AZMAN

2016577787

Report submitted in partial fulfillment of the requirements

for the degree of

Bachelor (Hons) in Hotel Management

Faculty of Hotel & Tourism Management

SEPT-JAN 19/20

ABSTRACT

This study aims to investigate the effect of social media on hotel performance. The secondary data were collected from various journal articles through web-based search engines related to the topic. In conclusion, there are three effects of social media on hotel performance with are for the revenue, branding and also reachability. The findings also concluded by using social media it can help the hotel to increase the revenues, create good branding image towards public and it give ease to be reach by the consumer. Therefore, in order to ensure that hotels can have a good performance from the three variables the hotel industry must focus on social media as one of the platforms that can give various advantages to increase their performance as a whole.

ACKNOWLEDGEMENT

In the name of Allah, The Most Gracious, The Most Merciful

Alhamdulillah, praises and thanks to Allah because of His Almighty and His utmost blessings, we was able to finish this undergraduate project. We would like to thank everyone who had contributed to teach and encouraged us along the semester. We would like to express my special gratitude to my adorable Program Advisor and Undergraduate Project Supervisor, Madam Wan Nor Bayah binti Wan Kamaruddin because without her this study wouldn't be able to complete within the time given as she constantly remind us to stay motivated to complete and finish this report and her willingness to share her experiences with us.

Special appreciation also goes to my Undergraduate Project HTM 655 Hotel and Tourism Management Faculty lecturer, Puan Jazirah Anuar, who always helps, support, motivated us from the till the end. Besides, we would also like to thank our family especially parents for their support and blessing to complete this study. Other than that, many thanks to my fellow friend that helps each other by throwing out ideas to make this report interesting.

TABLE OF CONTENT

ABSTRACT	i
ACKNOWLEDGEMENT	ii
TABLE OF CONTENT	1
CHAPTER 1: INTRODUCTION	3
1.1 INTRODUCTION	3
1.2 BACKGROUND OF THE STUDY	3
1.3 PROBLEM STATEMENT	4
1.4 THEORETICAL FRAMEWORK	6
1.5 RESEARCH OBJECTIVES	6
1.6 RESEARCH QUESTIONS	6
1.7 SIGNIFICANCE OF THE STUDY	6
1.7.1 Industrial perspective;	6
1.7.2 Academic perspective	7
1.8 LIMITATION OF THE STUDY	7
1.9 DEFINITION TERM	7
1.9.1 Marketing tool.....	7
1.9.2 Hotel Performances.....	7
1.9.3 Technology	8
1.9.4 Social Media	8
1.9.5 Branding.....	8
1.10 CONCLUSION	8
CHAPTER 2: LITERATURE REVIEW	9
2.1 INTRODUCTION	9
2.2 HOTEL PERFORMANCE	9
2.3 SOCIAL MEDIA	10
2.4 EFFECTS OF SOCIAL MEDIA AND HOTEL PERFORMANCE	10
2.4.1 Revenue.....	10
2.4.2 Branding.....	11
2.4.3 Reachability	12
CHAPTER 3: METHODOLOGY	14
3.1 INTRODUCTION	14

3.2 RESEARCH DESIGN	14
3.3 SECONDARY DATA USE	15
3.4 ANALYTICAL STRATEGIES	17
3.5 CONCLUSION	18
CHAPTER 4: FINDINGS AND DISCUSSION	19
4.1 INTRODUCTION	19
4.2 FINDINGS	19
4.3 DISCUSSION	21
4.3.1 Research Questions 1	23
4.3.2 Research Questions 2.....	24
CHAPTER 5: CONCLUSION AND RECOMMENDATION	25
5.1 INTRODUCTION	25
5.2 LIMITATION AND FUTURE SUGGESTION	25
(i) Gain Handful & Sufficient Resources.....	25
(ii) Time Management	26
(iii) Implementations Of New Research Method/Tools/Processes	26
5.3 CONCLUSION	26
REFERENCES	28