SMART TECHNOLOGY USAGE INTENTION OF FOURISM SECTOR IN BATTICALOA



KATHIRAMATHAMBY THANUSHANTH

REG.NO:EU/IS/2017/MS/074

INDEX NO: MS 2034

A Project Report submitted to the Faculty of Commerce and Management, Eastern University, Sri Lanka, as a partial full filament of the requirement for the Degree of Bachelor of Business Administration Honours in Marketing Management.



DEPARTMENT OF MANAGEMENT

FACULTY OF COMMERCE AND MANAGEMENT

EASTERN UNIVERSITY, SRI LANKA

ABSTRACT

The tourism sector in Batticaloa has yet to fully embrace the use of smart technology, which may hinder its competitiveness and growth. This study aims to identify the factors that influence hoteliers' intention to use smart technology in their businesses in Batticaloa. A survey was conducted among 115 hoteliers. The primary objective of this study is to examine the Technology Readiness Index (TRI) model with smart technology usage intention in the tourism sector in Batticaloa. This study aims to identify the level of optimism, innovativeness, insecurity, discomfort, and smart technology usage intention among hoteliers in Batticaloa, and to explore the relationships between these variables. Additionally, the study aims to identify the impact of optimism, innovativeness, insecurity, and discomfort on smart technology usage intention in the tourism sector in Batticaloa.

The independent variables in this study are optimism, innovativeness, insecurity, and discomfort, while the dependent variable is smart technology usage intention. Optimism & innovativeness are positive variables, while insecurity and discomfort are negative variables. A cross-sectional survey was conducted among hoteliers in the tourism sector in Batticaloa, and the data were analyzed using descriptive statistics, Pearson correlation analysis, and multiple regression analysis.

The results of the study show that hoteliers in Batticaloa have a high level of optimism, innovativeness, and smart technology usage intention, indicating that they are open to adopting smart technology in their businesses. However, there is also a moderate level of discomfort, suggesting that some hoteliers may feel uneasy or uncertain about using new technology. The study found a significant relationship between optimism, innovativeness, insecurity, discomfort, and smart technology usage intention. Optimism and innovativeness have a positive effect on smart technology usage intention, while insecurity and discomfort have a negative effect. The study suggests that fostering a positive attitude toward technology and encouraging innovative practices can increase smart technology usage intention in the tourism sector in Batticaloa.

Keywords: Smart Technology, Innovation, Optimism, Insecurity, Discomfort, Tourism, Intention.

TABLE OF CONTENTS R

ACKNOWLEDGEMENT
ABSTRACTii
TABLE OF CONTENTSiii
LIST OF TABLES viii
LIST OF FIGURES
ABBREVIATIONxi
Chapter-11
INTRODUCTION1
1.1 Background of the Study1
1.2 Problem Statement/Research Gap3
1.3 Research Questions4
1.4 Research Objectives5
1.5 Scope of the Study5
1.6 Significance of the Study5
1.7 Chapter Organization6
1.8 Chapter Summary7
Chapter-28
LITERATURE REVIEW8
2.1 Optimism8
2.2 Innovativeness9
2.3 Insecurity
2.4 Discomfort
2.5 Smart Technology Usage Intention
2.6 Relationship between Optimism and Smart Technology Usage Intention13
2.7 Relationship between Innovativeness and Smart Technology Usage Intention.14
2.8 Relationship between Insecurity and Smart Technology Usage Intention15

	2.9 Relationship between Discomfort and Smart Technology Usage Intention	15
	2.10 Chapter Summary	16
C	Chapter-3	17
C	CONCEPTUALIZATION AND OPERATIONALIZATION	17
	3.1 Introduction	17
	3.2 Conceptualization	17
	3.2.1 Conceptual Framework	18
	3.2.2 Optimism	19
	3.2.3 Innovativeness	19
	3.2.4 Insecurity	19
	3.2.5 Discomfort	19
	3.2.6 Smart Technology Usage Intention	20
	3.3 Operationalization	20
	3.3.1 Summary of Operationalization	20
	3.4 Theories Supporting Conceptual Framework	21
	3.4.1 Technology Readiness Index (TRI)	21
	3.4.2 Technology Acceptance Model (TAM)	22
	3.4.3 Theory of Reasoned Action (TRA)	22
	3.5 Chapter Summary	23
C	Chapter-4	24
R	RESEARCH METHODOLOGY	24
	4.1 Introduction	24
	4.2 Research Philosophy	25
	4.3 Research Approach	25
	4.4 Research Strategy	26
	4.5 Methodological Choice	26
	4.6 Time Horizons	27

4.7 Research Site
4.8 Population of the Study27
4.8.1 Sampling
4.8.2 Sample Size
4.9 Method of Data Collection
4.9.1 Primary Data
4.9.2 Secondary Data
4.10 Questionnaire Administration
4.11 Source of Measurements
4.12 The Pilot Study31
4.13 Reliability and Validity Test
4.14 Unit of Data Analysis
4.15 Methods of Data Analysis
4.15.1 Univariate Analysis
4.15.2 Bivariate Analysis
4.15.3 Multivariate Analysis
4.15.4 Testing Hypothesis
4.16 Methods of Data Evaluation
4.16.1 Decision Rule for Univariate Analysis
4.16.2 Decision Rule for Correlation Analysis
4.16.3 Decision Rule for Multivariate Analysis
4.16.4 Decision Rule for Hypothesis Testing
4.17 Method of Data Presentation
4.17.1 Data Presentation for Personal Information
4.17.2 Data Presentation for Research Information
4.18 Ethical Consideration
4.19 Chapter Summary

(Chapter-541				
I	DATA PRESENTATION AND ANALYSIS41				
	5.1 Introduction41				
	5.2 Reliability41				
	5.3 Analysis of Personal Information				
	5.3.1 Distribution of Designation of the Respondent				
	5.3.2 Distribution of Gender				
	5.3.3 Distribution of Age				
	5.3.4 Distribution of Level of Education				
	5.3.5 Distribution of Smart Technology Experience				
	5.4 Data Presentation and Analysis of Research Objectives				
	5.4.1 Descriptive Statistics of Study Variables				
	5.4.2 Bivariate Analysis				
	5.4.3 Multivariate Analysis				
	5.5 Chapter Summary				
(Chapter-659				
E	DISCUSSION ON FINDINGS59				
	6.1 Introduction				
	6.2 Discussion of Demographic Information				
	6.2.1 Designation of the Respondent				
	6.2.2 Gender				
	6.2.3 Age60				
	6.2.4 Level of Educational 60				
	6.2.5 Smart Technology Experience				
	6.3 Discussion of Research Information				
	6.3.1 Discussion of Objective One of this Study61				
	6.3.2 Discussion of the Objective Two of this Study				

6.3.3 Discussion of the Objective Three of this Study.	65
6.4 Hypothesis Testing	69
6.5 Chapter Summary	70
Chapter-7	71
CONCLUSIONS AND RECOMMENDATIONS	71
7.1 Introduction	71
7.2 Conclusions	71
7.2.1 Objective One	71
7.2.2 Objective Two	72
7.2.3 Objective Three	72
7.3 Contribution of the Research	73
7.4 Recommendations of this Study	74
7.5 Limitations of the Study	75
7.6 Direction of Future Research	75
LIST OF REFERENCES	77
APPENDIX 01: Questionnaire Used for Study	88
APPENDIX 02: The Tourist Hotels in Batticaloa where Data were Collected .	96