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KRISSANA PATCHARAPINYOPONG: FACTORS FOR THREE-STAR HOTEL ROOM SELECTION BY TOURISTS : A CASE STUDY OF RIVERSIDE HOTEL BANGKOK METROPOLITAN. THESIS ADVISOR: ASST. PROF. SAOWALUCK LERTBUT SURAPOLCHAI, Ph.D., 170 PP.

This study of factors for three-star hotel room selection by tourists: a case study of Riverside Hotel Bangkok Metropolitan aimed 1. to conduct a survey of the development potential of a three-star hotel to promote tourism, 2. to study factors influencing the selection of hotel room types among tourists, and 3. to find out about appropriate hotel rooms that respond to the tourists' needs as well as the provision of accommodation to suit sustainable tourism. The survey also aimed to find basic information about tourists' needs for facilities and services provided in hotels. The data gathered from the study will contribute to effective hotel development and planning, and help to upgrade quality and standardized services which will promote the tourism industry—a major source of foreign income to the nation.

The study on Riverside Hotel is a one-shot descriptive study survey research using a questionnaire as the research instrument. Data was collected from a sample group consisting of 367 out of 5,090 tourists staying in Riverside Hotel during November 2006-January 2007. The sample group was divided into 3 subgroups—seminar participants, tourists who booked hotel rooms directly and those who did not. The tourists were asked to fill out a questionnaire consisting of multiple choice and open-ended questions. The data gathered also came from interviews of tourists and staff of Riverside Hotel Bangkok Metropolitan and document analysis.

The study findings show that room type selection corresponds with the tourists' objectives of visit. Tourists who come to Bangkok on holiday account for 42.23% of the suite occupancy whereas seminar and conference participants only stay in superior and deluxe rooms, with the occupancy rate of 10.63%. Most tourists on holiday stay in superior rooms, at the occupancy rate of 40.60% and those on business mostly stay in superior rooms as well, with the occupancy rate of 2.45%. Factors influencing the selection of room types are the room rates (35.97%), location/environment (13.62%), and style of rooms (11.17%) followed by facilities (7.12%). Tourists feel that the most appropriate room rates are between 500-1000 baht a night. In improving occupancy rate, room rates have to be taken into consideration as they are the most crucial factor influencing the tourists' selection. Also, promotional packages including free breakfast and Internet access will add potential to the hotel in this case study as well as bring in more income. As for suggestions to develop three-star hotels to be of the quality and standard required by the tourists, it is found that what the tourists find most important is the security system.

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