

**THE EFFECT OF TOURIST ATTRACTIONS AND  
PROMOTION ON VISIT DECISION OF MACAN MUSEUM  
JAKARTA**

**(Case Study on Modern and Contemporary Art in Nusantara  
Museum Jakarta)**

**THESIS**

**Proposed To Fulfill One of the Requirements to Achieve Undergraduate  
Degree**



**NAME : CENDAWANI SOAMOLE  
STUDENT ID : 43115010334**

**Management Program  
FACULTY OF ECONOMICS AND BUSINESS  
INTERNATIONAL UNDERGRADUATE PROGRAM  
UNIVERSITAS MERCU BUANA  
JAKARTA  
2020**

**STATEMENT OF ORIGINALITY**  
**Submitted to the**  
**INTERNATIONAL UNDERGRADUATE PROGRAM**  
**UNIVERSITAS MERCU BUANA**

The undersigned below:

Name : Cendawani Soamole  
Student Registration Number : 43115010334  
Place and Date of Birth : Manado, January 20<sup>th</sup> 1994  
Program Study : Management Program

Do herewith declare that the material contained in my thesis entitled: "The Effect of Tourist Attractions and Promotion on Visit Decision of MACAN Museum Jakarta (Case Study on Modern and Contemporary Art in Nusantara Museum Jakarta)" is original work performed by me and it's under the guidance and advice of my faculty supervisor Dr. Dewi Nusraningrum, S.Sos., M.Si. The work contained in this thesis has not been previously submitted for a degree or any other higher education institution. To the best of my knowledge, the thesis contains no material previously published or written by another person except where due references are made based on applicable provision. By this statement I made with real and I am willing to accept any action taken if later proved my promise is not really true.

Thus I convey this statement letter was made with sincerity.



Jakarta, July, 1<sup>st</sup> 2020

Cendawani Soamole

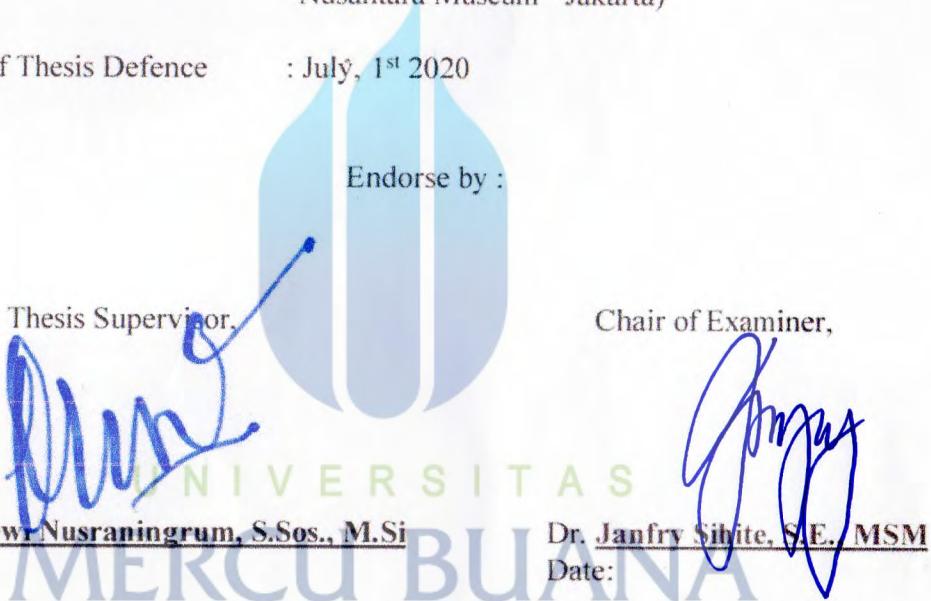
Student Registration Number

43115010334

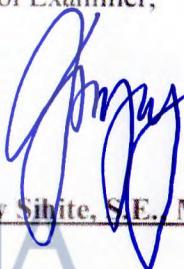
## THESIS ENDORSEMENT

Name : Cendawani Soamle  
ID Student : 43115010334  
Program : Bachelor Degree in Management, International Graduate Program  
Thesis Title : The Effect of Tourist Attractions and Promotion on Visit Decision of MACAN Museum Jakarta (Case Study on Modern and Contemporary Art in Nusantara Museum Jakarta)  
Date of Thesis Defence : July, 1<sup>st</sup> 2020

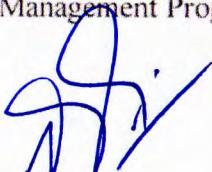
Endorse by :



Dr. Dewi Nusraningrum, S.Sos., M.Si  
Date:

Chair of Examiner,  
  
Dr. Janfry Sibite, SE, MSM  
Date:

Dean of FEB,  
  
Dr. Harnovinsyah, SE Ak, MSi, CA  
Date:

Head of Management Program,  
  
Dr. Daru Asih, M.Si  
Date:

## **ABSTRACT**

Apart from the high number of reports about the low number of museum visitors in Indonesia and the negative image of the museum, there are still parties who set up new museums with different concepts. The study aims to examine the influence of Tourist Attractions and Promotion on Visit decision in the MACAN Museum Jakarta. The data was obtained by using a questionnaire distributed to 180 tourists with the purposive sampling method.

The data was investigated with Partial Least Square (PLS), by testing the outer model and inner model with a significance level of 0.05 (5% $=1.96$ ). The results indicated that Tourist Attractions ( $t\text{-stats}=2,422$ ) and Promotion ( $t\text{-stats}=3,026$ ) are positive and had a significant influence on the Visit Decision. The highest impact is from Promotion ( $t\text{-stats}=3.026$ ). It shows that the effectiveness of the Promotion of MACAN Museum is a crucial consideration for tourists in making decisions to visit the MACAN museum.

**Keywords:** Tourist Attractions, Promotion, Visit Decision, Museum MACAN, Museum, Tourist



## PREFACE

Praise be to Allah SWT who has given his grace and grace so that the writer can finish this thesis with the title “The Effect of Tourists Attraction and Promotion on Visit Decision of MACAN Museum Jakarta (Case Study on Modern and Contemporary Art in Nusantara Museum Jakarta).”

This thesis is one of the requirements to obtain a degree in Management Studies Program Faculty of Economics and Business Universitas Mercu Buana. The author realizes as a human being in this research cannot be separated from errors and shortcomings due to limited knowledge and experience. Preparation of this thesis cannot be separated from the guidance, assistance, and support of a very meaningful from various parties, especially Dr. Dewi Nusraningrum, M.Si., as a supervisor of the thesis that has provided time, guidance, spirit, knowledge and very useful advice that has been given to the author. Therefore in this occasion, the author said Alhamdulillah for the power of Allah SWT who has enlightened his grace and want to thanks all those who have helped in the preparation of this thesis especially to:

1. Prof. Dr. Ir. Ngadino Surip, M.S as the Rector of Universitas Mercu Buana.
2. Dr. Harnovinsyah, SE Ak, MSi, CA, as Dean of the Faculty of Economics and Business at Universitas Mercu Buana.
3. Dr. Daru Asih, M.Si., as Chairman of Management Studies Program S1 Universitas Mercu Buana

4. Dr. Dewi Nusraningrum, S.Sos., M.Si as the Secretary of International Program.
5. All lecturers and staff of Management Department Faculty of Economics and Business Universitas Mercu Buana who have given all their knowledge.
6. Ir. Muhammad Soamole and Mrs. Rabia Dunggio as parents who have given passion, prayer, moral and material support ceaseless to the author and provide much advice and inspiration in completing this thesis.
7. To all of my dearest friends from the International Class Program 2015, thank you for everything. I hope we can still be good friends forever.
8. As well as all those who have assisted in this research that could not be mentioned one by one.

The author is fully aware that this thesis is still far from perfect due to the limited experience and knowledge of the author. Therefore, the authors expect all forms of advice and input and even constructive criticism from various parties. Hopefully, this thesis is useful and can increase knowledge especially for writers and readers in general. Final words with all sincerity and humility, the authors apologize if there are errors and weaknesses in this thesis.

Jakarta, 20<sup>th</sup> February 2020

**Cendawani Soamole  
(NIM: 43115010334)**

## TABLE OF CONTENTS

<b>STATEMENT OF ORIGINALITY .....</b>	<b>i</b>
<b>THESIS ENDORSEMENT .....</b>	<b>ii</b>
<b>ABSTRACT .....</b>	<b>iii</b>
<b>PREFACE.....</b>	<b>iv</b>
<b>TABLE OF CONTENTS.....</b>	<b>vi</b>
<b>LIST OF TABLE .....</b>	<b>viii</b>
<b>LIST OF FIGURE .....</b>	<b>ix</b>
<b>LIST OF APPENDIX .....</b>	<b>x</b>
<b>CHAPTER I.....</b>	<b>1</b>
1.1 Background .....	1
1.2 Formulation of Research Problems .....	14
1.3 The Purpose and Contribution of Research .....	14
1.3.1 Research Purposes.....	14
1.3.2 Contribution of Research .....	15
<b>CHAPTER II.....</b>	<b>17</b>
2.1 Literature Review.....	17
2.1.1 Museum.....	17
2.1.2 Museum Functions .....	19
2.1.3 Tourism .....	21
2.1.4 Tourist Attractions .....	22
2.1.5 Promotion.....	26
2.1.6 Visit Decision.....	29
2.2 The Previous Research.....	34
2.3 Correlation Between Variables .....	36
2.3.1 Relationship of Tourist Attractions on Promotion.....	36
2.3.2 Relation of Promotion on Visit Decision.....	37
2.3.3 Relation of Tourist Attractions on Visit Decision.....	38
2.4 Research Framework.....	38
2.5 Hypothesis.....	39
<b>CHAPTER III .....</b>	<b>40</b>
3.1 Research Time and Place .....	40
3.2 Research Design.....	40
3.3 Definition and Operational Variable .....	41
3.3.1 Definition of Variable. ....	41

3.3.2	Operational Variable Definition.....	42
3.4	Variable Measurement .....	42
3.5	Population and Sample of Research.....	44
3.5.1	Population of Research .....	44
3.5.2	Sampling .....	45
3.6	Data Collection Technique.....	45
3.7	Data Analysis Method.....	47
3.7.1	Descriptive Analysis .....	47
3.7.2	Evaluation Measurement Model (outer) .....	47
3.7.3	Structural Models Testing or Hypothesis Test (Inner Model) .....	49
<b>CHAPTER IV</b>	.....	<b>50</b>
4.1	Overview of Research Objects.....	50
4.1.1	Object of Research .....	50
4.1.2	Subject of Research.....	51
4.2	Overview of Analysis Unit.....	51
4.3	Descriptive Analysis of Individual Characteristics.....	51
4.4	Descriptive Analysis of Respondents' Answers.....	54
4.4.1	Descriptive Analysis of Tourist attractions.....	54
4.4.2	Descriptive Analysis of Promotion .....	55
4.4.3	Descriptive Analysis of Visit Decision .....	56
4.5	Data Processing Using SEM-PLS .....	56
4.5.1	Measurement Model Analysis (Outer Model) .....	56
4.5.2	Structural Model Analysis (Inner Model) .....	63
4.6	Discussion .....	69
4.6.1	The Influence of Tourist Attractions on Promotion .....	69
4.6.2	The Influence of Promotion on Visit Decision .....	70
4.6.3	The Influence of Tourist Attractions on Visit Decision .....	70
<b>CHAPTER V</b>	.....	<b>72</b>
5.1	Conclusion.....	72
5.2	Recommendation.....	73
<b>BIBLIOGRAPHY</b>	.....	<b>75</b>
<b>APPENDIX</b>	.....	<b>79</b>

## LIST OF TABLE

Table 1.1 The Total Number Of Museum In Indonesia (Based On Location) .....	5
Table 2.1 Previous Research.....	34
Table 3.1 Operational Variabel.....	42
Table 3.2 Skala Likert.....	44
Table 4.1 Frequency Distribution Based On Gender .....	52
Table 4.2 Frequency Distribution Based On Age .....	52
Table 4.3 Frequency Distribution Based On Education.....	53
Table 4.4 Frequency Distribution Based On Occupation .....	53
Table 4.5 Frequency Distribution Based On Salary.....	54
Table 4.6 Descriptive Statistics Of Tourist Attraction.....	54
Table 4.7 Descriptive Statistics Of Promotion.....	55
Table 4.8 Descriptive Statistics Of Visit Decision.....	56
Table 4.9 Confirmatory Factor Analysis (Cfa) Tourist Attraction .....	59
Table 4.10 Confirmatory Factor Analysis (Cfa) Promotion .....	59
Table 4.11 Confirmatory Factor Analysis (Cfa) Visit Decision .....	60
Table 4.12 Discriminant Validity Test (Fornell Larcker) .....	61
Table 4.13 Average Variance Extracted (Ave) .....	62
Table 4.14 Composite Reliability Dan Cronbach's Alpha .....	62
Table 4.15 Evaluation Of Structural Models .....	63
Table 4.16 Direct Effect Test Results And Tourist Attraction Significance Tests On Promotion .....	65
Table 4.17 Test Result Of Direct Effect And Test Of Significance Of Tourist Attraction On Visit Decision.....	66
Table 4.18 Test Results Of Direct Effect And Test Of Significance In Promotion On Visit Decision.....	67
Table 4.19 Indirect And Significant Effects Of Tourist Attraction On Visit Decision Mediated By Promotion.....	68

**MERCU BUANA**

## **LIST OF FIGURE**

Figure 1.1 Number Of Visitors In Most Visited Museum 2017 – 2018 .....	6
Figure 1.2 The Growth Of Indonesian Tourism.....	7
Figure 1.3 Number Of Visitor Macan Museum (2017 – 2018) .....	10
Figure 1.4 Macan Museum .....	11
Figure 1.5 Macan Museum In The 100 Best Places Of Time Magazine .....	12
Figure 2.1 Research Framework .....	39
Figure 4.1 First Order Confirmatory Factor Analysis.....	58
Figure 4.2 T-Statistic Value Path Chart (Bootstrapping).....	58



## **LIST OF APPENDIX**

APPENDIX I Questionnaire Thesis.....	79
APPENDIX II The Result of Tourists Attraction Questionnaire .....	83
APPENDIX III The Result of Promotion Questionnaire.....	87
APPENDIX IV The Result of Visit Decision Questionnaire.....	91
APPENDIX V The Result of Respondents' Characteristics.....	95
APPENDIX VI The Result of Descriptive Analysis.....	96
APPENDIX VII Measurement Test Results (Outer Model).....	98
APPENDIX VIII Structural Model Analysis (Inner Model) .....	99

