

# Syllabus

## *Descrizione corso*

<b>Titolo insegnamento</b>	Economia del Turismo e delle destinazioni
<b>Codice insegnamento</b>	30179
<b>Titolo aggiuntivo</b>	
<b>Settore Scientifico-Disciplinare</b>	ECON-04/A
<b>Lingua</b>	Tedesco
<b>Corso di Studio</b>	Corso di laurea in Management del Turismo, dello Sport e degli Eventi
<b>Altri Corsi di Studio (mutuati)</b>	
<b>Docenti</b>	dr. Wolfgang Gick, wolfgang.gick@unibz.it <a href="https://www.unibz.it/en/faculties/economics-management/academic-staff/person/33840">https://www.unibz.it/en/faculties/economics-management/academic-staff/person/33840</a>
<b>Assistente</b>	
<b>Semestre</b>	Secondo semestre
<b>Anno/i di corso</b>	2
<b>CFU</b>	6
<b>Ore didattica frontale</b>	36
<b>Ore di laboratorio</b>	-
<b>Ore di studio individuale</b>	-
<b>Ore di ricevimento previste</b>	18
<b>Sintesi contenuti</b>	The course refers to the typical educational activities and belongs to the scientific area of Economics. The course is designed to give a general overview of scientific knowledge in tourism as part of the economy and destination development. In addition, it allows to develop specific competences, including the ability to study the impact of regional governance on destination development. At the end of the course, students are expected to understand the key drivers behind tourism and destination development and to draft a strategy (with tools such as an appropriate SWOT analysis) to

	increase the attractiveness of a destination or of a region to stimulate the regional tourism economy.
<b>Argomenti dell'insegnamento</b>	The course starts with basic microeconomics, markets, market structure, game-theoretic prerequisites and strategic pricing, product differentiation and quality. A next topic is network economics and network demand, as well as multi-sided platforms and their impact on tourism. These topics will be covered together with case studies, with an eye on platform strategies and the regulation of platforms. Effects of e-commerce are being covered, monopolistic pricing, dynamic pricing, dual pricing and price discrimination. Tourism and sustainability will be covered with an eye on the regional context, including case studies.
<b>Parole chiave</b>	Competition, networks, platform strategies, sustainability.
<b>Prerequisiti</b>	Knowledge of microeconomics and basic knowledge of industrial economics
<b>Insegnamenti propedeutici</b>	
<b>Modalità di insegnamento</b>	Frontal lectures, joint exercises, case studies and elaboration of course projects
<b>Obbligo di frequenza</b>	-
<b>Obiettivi formativi specifici e risultati di apprendimento attesi</b>	<p>ILO (Intended Learning Outcomes)</p> <p>ILO 1 - Knowledge and understanding</p> <p>ILO 1.1 of business decisions in monopolies in terms of quality, quantity and prices</p> <p>ILO 1.2 of models of strategic interaction between companies in oligopolistic contexts</p> <p>ILO 1.3 of comparative advantages in the field of travel destinations</p> <p>ILO 1.4 of price and quality strategies in travel destinations</p> <p>ILO 1.5 economic policy instruments to promote the development of travel destinations</p> <p>ILO 1.6 the basic principles of the theory of supply and demand</p> <p>ILO 1.7 the theory of price formation</p> <p>ILO 1.8 the impact of the organisation of sporting events on regional economic growth.</p> <p>ILO 1.9 Quality strategies of accommodation providers</p> <p>ILO 1.10 Horizontal differentiation strategies of accommodation providers</p>

	<p>ILO 1.11 Incentives in the internal organisation of accommodation providers</p> <p>ILO 1.12 Economic policy for sustainable tourism</p> <p>ILO 1.13 The concept of sustainability and its impact on regional development</p> <p>ILO 1.14 The economic systems of tourism and sports companies</p> <p>ILO 1.15 The determinants of cooperation and the ability to build systems between different local tourism stakeholders.</p> <p> </p> <p>ILO 2 - Ability to apply knowledge and understanding</p> <p>ILO 2.1 Analysis of the impact of public measures to increase the attractiveness of destinations</p> <p>ILO 2.2 Ability to argue like an economist, i.e. to apply the schemes and criteria typical of economic analysis</p> <p>ILO 2.3 Ability to understand the interaction between individual consumer and business decisions and market equilibrium</p> <p>ILO 2.4 Application of incentive theory to the relationship between incentives and consumer and business decisions</p> <p>ILO 2.5 Analysis of the impact of various economic and fiscal policy decisions on the development of macro- and microeconomic variables</p> <p>ILO 2.6 Development of economic models for the sustainable development of tourism at the local level</p> <p>ILO 2.7 Planning and evaluating economic development processes in the tourism sector at the macro and micro levels</p> <p>ILO 2.8 Analysing the economic impact of economic policy measures for the tourism sector at the local, regional and national levels</p> <p>ILO 2.9 Developing a sustainable tourism development plan (from the perspective of policy makers)</p> <p>ILO 2.10 Basic concepts that are useful for attending courses in economics, business administration and management</p> <p> </p> <p>ILO 3 - Making judgements</p> <p>ILO 3.1 Identifying the most important variables to be used when making decisions in complex situations</p> <p>ILO 3.2 Report analytically and critically on information, empirical values and data in order to make appropriate business decisions;</p> <p>ILO 3.3 Select the most appropriate quantitative and qualitative analysis tools to support decision-making;</p>
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	<p>ILO 3.4 Find solutions by using logical conclusions and combining information and analytical tools</p> <p>ILO 4 - Communication skills</p> <p>ILO 4.1 Graduates of the Bachelor's programme in Tourism, Sports and Event Management will develop communication and presentation skills in order to explain, discuss and summarise the complex, interdisciplinary topics of the tourism, sports and event sector in a work environment.</p> <p>ILO 4.2 At the end of their studies, the final thesis offers students an excellent opportunity to incorporate their acquired specialist knowledge and communication skills into a document that represents the completion of their Bachelor's degree.</p> <p>ILO 4.3 The achievement of this objective is assessed by means of written examinations, group work, assignments, presentations of case studies and projects, and the final thesis.</p> <p>ILO 5 - Learning skills</p> <p>ILO 5.1 The ability to find up-to-date information in order to keep pace with changes in the service sector in general and in the field of tourism, sports and event management in particular.</p> <p>ILO 5.2 The ability to retrieve and utilise information from databases, research studies, legal texts, regulations and standards that are required in their professional life.</p> <p>ILO 5.3 the ability to analyse, critically evaluate and integrate data, information and experience;</p> <p>ILO 5.4 the ability to develop possible solutions to problems in economic and operational areas relating to those work contexts that represent potential career prospects for graduates.</p>
<b>Obiettivi formativi specifici e risultati di apprendimento attesi (ulteriori info.)</b>	<p>Additional objectives aim at an understanding of new developments in tourism, in a world that goes beyond traditional textbook topics. This includes the view of how networks, platforms and e-commerce nowadays affect tourism strategies (e.g. booking portals, Airbnb and e-commerce). Such topics are to be discussed together with imminent questions on sustainability, to reach a new understanding of current challenges in the field of tourism.</p>
<b>Modalità di esame</b>	<p>Same exam for attending and non-attending students:</p> <p>Final exam (75%), (ILO 1 and 2)</p> <p>Course project (25%), (ILO 3, 4, 5)</p>

<b>Criteri di valutazione</b>	<p>The final exam consists of a combination of questions covering the entire course. It's a combination of knowledge-related questions and questions on how to apply this knowledge to specific problems discussed during the course.</p> <p>The final exam counts for 75% of the grade.</p> <p>A course project that will be presented and delivered in written, counts for the remaining 25% of the grade. Students will sign up for a topic by end of April. Evaluation criteria hold both for attending and non-attending students.</p>
<b>Bibliografia obbligatoria</b>	<p>Croes, R., Yang, Y., (eds), "A Modern Guide To Tourism Economics", Edward Elgar, 2026</p> <p>Belleflamme, P., Neyson, N. "Platform Strategies", Routledge, 2023,</p> <p>(available at UNIBZ library ebooks)</p>
<b>Bibliografia facoltativa</b>	<p>Tzung-Cheng, H., Shenglin, B., (eds),</p> <p>Tourism Economics and Sustainability: Navigating Regional Challenges and Solutions Routledge, 2026.</p>
<b>Altre informazioni</b>	.
<b>Obiettivi di Sviluppo Sostenibile (SDGs)</b>	Città e comunità sostenibili