

**EKSPLORASI PERSEPSI PENGGUNA APLIKASI JALAKOTEK
SEBAGAI MEDIA PEMASARAN PARIWISATA DI KABUPATEN
MAJALENGKA**

SKRIPSI

Diajukan sebagai salah satu syarat untuk mendapatkan gelar Sarjana Pariwisata
pada Program Studi Manajemen Pemasaran Pariwisata



Oleh:
Nova Aulia
1900105

**PROGRAM STUDI MANAJEMEN PEMASARAN PARIWISATA
FAKULTAS PENDIDIKAN ILMU PENGETAHUAN SOSIAL
UNIVERSITAS PENDIDIKAN INDONESIA
2025**

LEMBAR HAK CIPTA

EKSPLORASI PERSEPSI PENGGUNA APLIKASI JALAKOTEK SEBAGAI MEDIA PEMASARAN PARIWISATA DI KABUPATEN MAJALENGKA

Oleh:
Nova Aulia
1900105

Sebuah skripsi yang diajukan untuk memenuhi sebagai syarat memperoleh gelar
Sarjana Pariwisata pada Program Studi Manajemen Pemasaran Pariwisata
Fakultas Pendidikan Ilmu Pengetahuan Sosial
Universitas Pendidikan Indonesia

© Nova Aulia, 2025
Universitas Pendidikan Indonesia

Hak cipta dilindungi Undang-Undang
Skripsi ini tidak boleh diperbanyak sebagian atau seluruhnya.
Dengan cetak ulang, difotokopi atau cara lainnya tanpa seizin penulis.

LEMBAR PENGESAHAN

EKSPLORASI PERSEPSI PENGGUNA APLIKASI JALAKOTEK SEBAGAI MEDIA PEMASARAN PARIWISATA DI KABUPATEN MAJALENGKA

Skripsi ini disetujui dan disahkan
oleh:

Pembimbing 1



Dr. Rini Andari, S.Pd.,SE.Par.,MM. Shandra Rama Panji Wulung.,S.Par.,MP.Par.
NIP. 19810916 200812 2 002 NIP. 92019021 987082 9 101

Pembimbing 2



Mengetahui,

Ketua Program Studi Manajemen Pemasaran Pariwisata
FPIPS Universitas Pendidikan Indonesia

Dr. Taufik Abdullah, S.E.,M.M.Par.,Ph.D.
NIP. 19851024 201404 1 001



Tanggung Jawab Yuridis
Ada Pada Penulis



Nova Aulia
NIM. 1900105

ABSTRAK

Penelitian ini bertujuan untuk menganalisis persepsi pengguna aplikasi Jalakotek yang diimplementasikan oleh Dinas Pariwisata dan Kebudayaan Kabupaten Majalengka sebagai media pemasaran pariwisata Kabupaten Majalengka yang terbentuk melalui tiga dimensi utama yaitu kognitif, afektif, dan konatif. Penelitian ini dilakukan dengan metode kualitatif studi kasus melalui wawancara semi-terstruktur dengan dua orang pengelola aplikasi dari Disparbud Majalengka dan sepuluh pengguna aplikasi Jalakotek. Hasil penelitian ini menunjukkan bahwa: (1) Implementasi pemasaran digital melalui aplikasi Jalakotek berhasil mengembangkan destinasi pariwisata dengan memperluas jangkauan promosi, menyediakan fitur-fitur informatif seperti ulasan wisatawan, peta terintegrasi, dan konten visual yang menarik; (2) Persepsi pengguna aplikasi Jalakotek mengenai citra destinasi pariwisata dengan menekankan dimensi kognitif, afektif, dan konatif, meskipun begitu terdapat tantangan terkait keterbatasan sumber daya manusia dan infrastruktur dalam pelaksanaan operasional aplikasi Jalakotek.

Kata kunci: Pemasaran Digital, Aplikasi Jalakotek, Citra Destinasi, Kabupaten Majalengka

ABSTRACT

This study aims to analyze the perception of Jalakotek application users implemented by the Department of Tourism and Culture of Majalengka Regency as a tourism marketing media for Majalengka Regency which is formed through three main dimensions, namely cognitive, affective, and conative. This study was conducted using a qualitative case study method through semi-structured interviews with two application managers from the Department of Tourism and Culture of Majalengka and ten Jalakotek application users. The results of this study indicate that: (1) The implementation of digital marketing through the Jalakotek application has succeeded in developing tourism destinations by expanding the reach of promotions, providing informative features such as tourist reviews, integrated maps, and attractive visual content; (2) The perception of Jalakotek application users regarding the image of tourism destinations by emphasizing the cognitive, affective, and conative dimensions, although there are challenges related to limited human resources and infrastructure in the operational implementation of the Jalakotek application.

Keywords: Marketing Strategy, Jalakotek Application, Destinasi Image, Majalengka Regency

DAFTAR ISI

LEMBAR HAK CIPTA	i
LEMBAR PENGESAHAN	ii
SURAT PERNYATAAN	iii
ABSTRAK	iv
ABSTRACT	v
KATA PENGANTAR	vi
UCAPAN TERIMA KASIH	vii
DAFTAR ISI	ix
DAFTAR TABEL	xi
DAFTAR GAMBAR	xii
BAB I PENDAHULUAN	1
1.1 Latar Belakang Penelitian	1
1.2 Rumusan Masalah Penelitian	6
1.3 Tujuan Penelitian	6
1.4 Manfaat Penelitian	6
1.5 Struktur Skripsi	7
BAB II KAJIAN PUSTAKA	9
2.1 Pemasaran Digital dalam Destinasi Wisata	9
2.1.1 Digital Marketing Mix (7P)	10
2.2 Aplikasi Seluler sebagai Alat Pemasaran Digital	13
2.3 Citra Destinasi dalam Pariwisata	14
BAB III METODE PENELITIAN	18
2.1 Desain Penelitian	18
2.2 Lokasi Penelitian	18
2.3 Partisipan Penelitian	19
2.4 Teknik Pengumpulan Data	20
2.5 Etika Penelitian	22
2.6 Analisis Data	22
2.7 Kredibilitas	23
2.8 Refleksi Diri	24
BAB IV TEMUAN DAN PEMBAHASAN	26
4.1 Implementasi <i>destination digital marketing mix</i> dalam aplikasi Jalakotek 26	
1.1.1 Strategi Promosi dan Fitur Aplikasi Jalakotek	29
1.1.2 Tantangan dan Pengelolaan Aplikasi Jalakotek	31
4.2 Citra Destinasi Pariwisata Kabupaten Majalengka melalui Penggunaan Aplikasi Jalakotek	32
4.2.1 Daya Tarik Aplikasi Jalakotek dalam Membangun Citra Destinasi Wisata Majalengka	33

4.2.2 Kesan dan Pengalaman Positif Pengguna pada Pengelolaan Aplikasi Jalakotek	37
4.2.3 Kesan Positif dan Rekomendasi Pengguna Aplikasi Jalakotek dalam Membangun Citra Destinasi Kabupaten Majalengka	40
BAB V SIMPULAN, IMPLIKASI DAN REKOMENDASI	43
5.1 Simpulan	43
5.2 Implikasi	44
5.3 Rekomendasi.....	45
DAFTAR PUSTAKA	47
LAMPIRAN	53

DAFTAR PUSTAKA

- Alam, M. K. (2021). A systematic qualitative case study: questions, data collection, NVivo analysis and saturation. *Qualitative Research in Organizations and Management: An International Journal*, 16(1), 1–31. <https://doi.org/10.1108/QROM-09-2019-1825>
- Alghizzawi, M., Habes, M., Abdalla, A., & Ezmigna, A. A. R. (2023). Digital Marketing and Sustainable Businesses: As Mobile Apps in Tourism. *Studies in Systems, Decision and Control*, 3–13. https://doi.org/10.1007/978-3-031-35828-9_1
- Al-Kwifi, O. S. (2015). The impact of destination images on tourists' decision making: A technological exploratory study using fMRI. *Journal of Hospitality and Tourism Technology*, 6(2), 174–194. <https://doi.org/10.1108/JHTT-06-2015-0024>
- Ames, H., Glenton, C., & Lewin, S. (2019). Purposive sampling in a qualitative evidence synthesis: A worked example from a synthesis on parental perceptions of vaccination communication. *BMC Medical Research Methodology*, 19(1), 1–9. <https://doi.org/10.1186/s12874-019-0665-4>
- Arsova, M., & Temjanovski, R. (2019). Strategy for market segmentation and differentiation: contemporary marketing practice. *Journal of Economics*, 4(1), 27–35.
- Bitner, M. J. (1992). Servicescapes: The impact of physical surroundings on customers and employees. *Journal of Marketing*, 56(2), 57–71. <https://doi.org/https://doi.org/10.2307/1252042>
- Bogale, D. (2023). A framework and policy-implications of stakeholders' engagement in sustainable tourism development: empirical evidence from Arbaminch and its vicinity, Southern Ethiopia. *International Journal of Tourism Policy*, 13(2), 117–136. <https://doi.org/10.1504/IJTP.2023.129829>
- Butler, P., & Collins, N. (1995). Marketing public sector services: Concepts and characteristics. *Journal of Marketing Management*, 11(1–3), 83–96.
- Camilleri, M. A. (2018). Market Segmentation, Targeting and Positioning. In *Travel Marketing, Tourism Economics and the Airline Product* (pp. 69–83). Springer. https://doi.org/10.1007/978-3-319-49849-2_4
- Chomiak-Orsa, I., & Liszczyk, K. (2020). Digital marketing as a digital revolution in marketing communication. *Informatyka Ekonomiczna*, 2(56), 9–19. <https://doi.org/10.15611/ie.2020.2.01>
- Clandinin, D. J. (2007). *Handbook of Narrative Inquiry: Mapping a Methodology*. Sage Publications.

- Corte, V. Della, Piras, A., & Zamparelli, G. (2010). Brand and image: the strategic factors in destination marketing. *International Journal of Leisure and Tourism Marketing*, 1(4), 358. <https://doi.org/10.1504/ijltm.2010.032064>
- Creswell, J. W. C. J. D. (2018). Research Design: Qualitative, Quantitative and Mixed Methods Approaches. In SAGE (Fifth). <https://doi.org/10.4324/9781315707181-60>
- Deb, S. K., Nafi, S. M., & Valeri, M. (2022). Promoting tourism business through digital marketing in the new normal era: a sustainable approach. *European Journal of Innovation Management*, 27(3), 775–799. <https://doi.org/10.1108/EJIM-04-2022-0218>
- Echtner, C. M., & Ritchie, J. R. B. (2003). The meaning and measurement of destination image. *The Journal of Tourism Studies*, 14(1), 37–48.
- Esqueda-Walle, R., Jesus, & Karla. (2020). Digital Marketing: A Conceptual Framework, Review, and Case Study Mixed Approach. *International Journal of Economics and Business Administration*, VIII(Issue 3), 256–279. <https://doi.org/10.35808/ijeba/514>
- Friday, N., & Leah, N. (2024). Types of Purposive Sampling Techniques with Their Examples and Application in Qualitative Research Studies. *British Journal of Multidisciplinary and Advanced Studies*, 5(1), 90–99. <https://doi.org/10.37745/bjmas.2022.0419>
- García-Magariño, I., Palacios-Navarro, G., & Lacuesta, R. (2017). TABSAOND: A technique for developing agent-based simulation apps and online tools with nondeterministic decisions. *Simulation Modelling Practice and Theory*, 77, 84–107. <https://doi.org/10.1016/j.simpat.2017.05.006>
- Gartner, W. C. (1994). Journal of Travel & Image Formation Process. *Journal of Travel & Tourism Marketing*, 2(2–3), 191–216.
- Goi, C. L. (2009). A Review of Marketing Mix: 4Ps or More? *International Journal of Marketing Studies*, 1(1), 2–15. <https://doi.org/10.5539/ijms.v1n1p2>
- Hanna, S., Rowley, J., & Keegan, B. (2021). Place and Destination Branding: A Review and Conceptual Mapping of the Domain. *European Management Review*, 18(2), 105–117. <https://doi.org/10.1111/emre.12433>
- Jiménez-Barreto, J., Rubio, N., Campo, S., & Molinillo, S. (2020). Linking the online destination brand experience and brand credibility with tourists' behavioral intentions toward a destination. *Tourism Management*, 79(December 2019). <https://doi.org/10.1016/j.tourman.2020.104101>
- John L. Crompton. (1979). An assessment of the image of Mexico as a vacation destination and the influence of geographical location upon that image. *Journal of Travel Research*, 1, 18–23.

- Khandelwal, K., Jakhar, T., & Khandelwal, T. (2020). Segmentation, targeting, and positioning. *International Research Journal of Engineering and Technology (IRJET)*, 07(05), 3909–3914. <https://doi.org/10.4324/9781315794082-16>
- Kim, D., & Kim, S. (2017). The role of mobile technology in tourism: Patents, articles, news, and mobile tour app reviews. *Sustainability (Switzerland)*, 9(11). <https://doi.org/10.3390/su9112082>
- Kotler, P., & Keller, K. L. (2016). *A Framework for Marketing Management* (Sixth). Pearson.
- Kotler, P., & Levy, S. J. (1969). Broadening the concept of marketing. *Journal of Marketing*, 33(1), 10–15. <https://doi.org/10.2307/1248740>
- Kotler, P., & Armstrong, G. (2006). *Prinsip-Prinsip Pemasaran* (A. Maulana, D. Barnadi, & W. Hardani, Eds.; B. Sabran, Trans.; 12th ed.). Erlangga.
- Kristianadewi, A. M. (2024). *Majalengka Dinobatkan Sebagai Kabupaten Terbaik Promosi Wisata*. Radio Republik Indonesia. <https://www.rri.co.id/wisata/626262/majalengka-dinobatkan-sebagai-kabupaten-terbaik-promosi-wisata>
- Kwok, L., Tang, Y., & Yu, B. (2020). The 7 Ps marketing mix of home-sharing services: Mining travelers' online reviews on Airbnb. *International Journal of Hospitality Management*, 90(August 2019), 102616. <https://doi.org/10.1016/j.ijhm.2020.102616>
- Law, R., Chan, I. C. C., & Wang, L. (2018). A comprehensive review of mobile technology use in hospitality and tourism. *Journal of Hospitality Marketing and Management*, 27(6), 626–648. <https://doi.org/10.1080/19368623.2018.1423251>
- Lim, W. M. (2024). What Is Qualitative Research? An Overview and Guidelines. *Australasian Marketing Journal*. <https://doi.org/10.1177/14413582241264619>
- Magano, J., & Cunha, M. Z. N. (2019). Mobile apps and travel apps on the tourism journey. *African Journal of Hospitality, Tourism and Leisure*, 8(5), 1–17.
- Marine-Roig, E. (2019). Destination image analytics through traveller-generated content. *Sustainability (Switzerland)*, 11(12). <https://doi.org/10.3390/su11123392>
- Matusse, S. S., Xi, X., & Joaquim, I. M. (2023). Assessment of strategies to enhance the online presence of the Mozambican government website on tourism destination marketing. *International Trade, Politics and Development*, 7(1), 16–35. <https://doi.org/10.1108/itpd-07-2022-0012>

- McGee, L. W., & Spiro, R. L. (1988). The Marketing Concept in Perspective. *Business Horizons*, 31(3), 40–45. [https://doi.org/https://doi.org/10.1016/0007-6813\(88\)90007-9](https://doi.org/10.1016/0007-6813(88)90007-9)
- Morgan, N., Pritchard, A., & Pride, R. (2011). Tourism places, brands, and reputation management. In *Destination Brands* (Third Edit). Elsevier. <https://doi.org/10.1016/b978-0-08-096930-5.10001-1>
- Nashiroh, A. A. S., Shiddiqy, I. A., & Hidayat, M. N. (2024). Exploring the Depths of Digital Marketing: A Systematic Literature Review on Segmentation, Targeting, Differentiation, and Positioning Strategies. *International Journal of Business, Law, and Education*, 5(1), 1270–1283. <https://doi.org/10.56442/ijble.v5i1.549>
- Neuhofer, B., Buhalis, D., & Ladkin, A. (2014). A Typology of Technology-Enhanced Tourism Experiences. *International Journal of Tourism Research*, 16(4), 340–350. <https://doi.org/https://doi.org/10.1002/jtr.1958>
- Nugraha, R. N., & Nurani, N. W. C. (2022). Implementation of the Pentahelix Model As a Foundation for. *Jurnal Inovasi Penelitian*, 3(5), 6179–6191.
- Osborne, N., & Grant-smith, D. (2021). In-depth Interviewing. In S. Baum (Ed.), *Methods in Urban Analysis* (pp. 105–125). Springer. https://doi.org/https://doi.org/10.1007/978-981-16-1677-8_7
- Özkan, U. B. (2023). Validity and Reliability in Document Analysis Method: A Theoretical Review in the Context of Educational Science Research. *The Journal of Buca Faculty of Education*, 56, 823–848. <https://doi.org/https://doi.org/10.53444/deubefd.1258867>
- Palinkas, L. A., Horwitz, S. M., Green, C. A., Wisdom, J. P., Duan, N., & Hoagwood, K. (2015). Purposeful sampling for qualitative data collection and analysis in mixed method implementation research. *Adm Policy Ment Health*, 42(5), 533–544. <https://doi.org/10.1007/s10488-013-0528-y>. Purposeful
- Palos-Sanchez, P., Saura, J. R., Velicia-Martin, F., & Cepeda-Carrion, G. (2021). A business model adoption based on tourism innovation: Applying a gratification theory to mobile applications. *European Research on Management and Business Economics*, 27(2), 100149. <https://doi.org/10.1016/j.iedeen.2021.100149>
- Pereira, R. L. G., Correia, A. L., & Schutz, R. L. A. (2012). Destination Branding: A Critical Overview. *Journal of Quality Assurance in Hospitality and Tourism*, 13(2), 81–102. <https://doi.org/10.1080/1528008X.2012.645198>
- Prof. Dr. Sugiyono. (2013). *METODE PENELITIAN KUANTITATIF KUALITATIF DAN R&D*. ALFABETA, CV.
- Ruiz-Real, J. L., Uribe-Toril, J., & Gázquez-Abad, J. C. (2020). Destination branding: Opportunities and new challenges. *Journal of Destination*

- Marketing and Management*, 17(June).
<https://doi.org/10.1016/j.jdmm.2020.100453>
- Rusliati, E., Mulyaningrum, M., & Sufyani, M. A. (2018). Development Strategies of Micro Business in Majalengka Regency. *Trikonomika*, 17(2), 101. <https://doi.org/10.23969/trikonomika.v17i2.1050>
- Saura, J. R. (2020). Using Data Sciences in Digital Marketing: Framework, methods, and performance metrics. *Journal of Innovation and Knowledge*, 6(2), 92–102. <https://doi.org/10.1016/j.jik.2020.08.001>
- Sokolova, N. G., & Titova, O. V. (2019). *Digital marketing as a type: concept, tools and effects*. 81(Mtde), 509–513. <https://doi.org/10.2991/mtde-19.2019.101>
- Statista. (2024). *Digitalization of the travel industry - statistics & facts*. Statista Research Department.
- Stringam, B., & Gerdes, J. (2019). First Impressions in a Mobile World: How Hotel Sites Compare with OTAs, Aggregators and Peer to Peer Accommodations on Website Performance. *Journal of Service Science and Management*, 12(04), 475–494. <https://doi.org/10.4236/jssm.2019.124033>
- Sukarnoto, T. (2020). Pengembangan Ekowisata Berbasis Ekonomi Peluang Bisnis di Era Revolusi Industri 4.0 Desa Patuanan Kecamatan Leuwimunding Kabupaten Majalengka. *Etos : Jurnal Pengabdian Masyarakat*, 2(2), 89. <https://doi.org/10.47453/etos.v2i2.214>
- Tarantino, E., De Falco, I., & Scafuri, U. (2019). A mobile personalized tourist guide and its user evaluation. In *Information Technology and Tourism* (Vol. 21, Issue 3). Springer Berlin Heidelberg. <https://doi.org/10.1007/s40558-019-00150-5>
- Tsygankova, T., & Gordieieva, T. (2023). Development of the Concept of International Marketing in the Digital Economy. *International Economic Policy*, 38, 54–76. <https://doi.org/10.33111/iep.eng.2023.38.03>
- Ulfah, N. M., Perbawasari, S., & Prastowo, F. A. A. (2019). Destination Branding Kabupaten Majalengka Oleh Dinas Pariwisata Dan Kebudayaan Kabupaten Majalengka Destination Branding Kabupaten Majalengka by Dinas Pariwisata and Kebudayaan Kabupaten Majalengka. *Promedia*, 5(2), 25–54.
- Urioste-stone, S. De, McLaughlin, W. J., Daigle, J. J., & Fefer, J. P. (2018). Applying case study methodology to tourism research. In R. Nunkoo (Ed.), *Handbook of Research Methods for Tourism and Hospitality Management* (pp. 407–427). Edward Elgar. <https://doi.org/10.4337/9781785366284>
- Veleva, S. S., & Tsvetanova, A. I. (2020). Characteristics of the digital marketing advantages and disadvantages. *IOP Conference Series: Materials Science and Engineering*, 940(1). <https://doi.org/10.1088/1757-899X/940/1/012065>

- Wang, Z., Udomwong, P., Fu, J., & Onpium, P. (2023). Destination image: A review from 2012 to 2023. *Cogent Social Sciences*, 9(1). <https://doi.org/10.1080/23311886.2023.2240569>
- Wörndl, W., & Herzog, D. (2022). Mobile Applications for e-Tourism. In Z. Xiang, M. Fuchs, U. Gretzel, & W. Höpken (Eds.), *Handbook of e-Tourism* (pp. 273–293). Springer. <https://doi.org/10.34068/joe.50.05.26>
- Yasmin, P., Haq, M. F., & Akil, R. (2021). Strategy of the Majalengka Regency Tourism and Culture Office in Promoting Paragliding Tourism Destinations. *COMMENTATE: Journal of Communication Management*, 2(2), 173. <https://doi.org/10.37535/103002220215>
- Zhang, H., Gordon, S., Buhalis, D., & Ding, X. (2018). Experience Value Co-creation on Destination Online Platforms. *Journal of Travel Research*, 57(8), 1093–1107. <https://doi.org/10.1177/0047287517733557>
- Zhygalkevych, Z., Zalizniuk, V., Smerichevskyi, S., Zabashtanska, T., & Tulchynskiy, R. (2022). Features and Tendencies of the Digital Marketing Use in the Activation of the International Business Activity. *International Journal of Computer Science and Network Security*, 22(1), 77–84.
- Zielinski, S., Kim, S. il, Botero, C., & Yanes, A. (2018). Factors that facilitate and inhibit community-based tourism initiatives in developing countries. *Current Issues in Tourism*, 23(6), 723–739. <https://doi.org/10.1080/13683500.2018.1543254>