Outdoor Recreation and Agritourism Experiences Through Website Content Analysis Carolina Coelho Universidade do Algarve Fernando Perna Universidade do Algarve Luís Carvalhinho Universidade do Algarve Maria João Ferreira Custódio Universidade do Algarve Correspondence author – Carolina Coelho, a57946@ualg.pt,

Recreação ao ar livre e experiências de agroturismo através da análise de conteúdo em websites

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Resumo

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28 No contexto da inovação, sustentabilidade e marketing, é extremamente importante 29 manter o conhecimento e atualização dos instrumentos de comunicação de conteúdos 30 entre empresas e consumidores. No quadro das pequenas e médias empresas de turismo 31 em zonas rurais, distantes dos mercados urbanos de origem, o website é uma ferramenta 32 acessível onde a experiência do cliente começa a ganhar forma e é comercializada antes 33 da visita. Atualmente, este é um instrumento obrigatório para quem quer ser inovador 34 no mercado altamente competitivo das experiências turísticas. Este estudo procede À 35 análise de conteúdos de 87 websites de empresas de turismo rural, georreferenciadas em 36 simultâneo com 448 de empresas de animação turística ao longo de oito municípios do 37 oeste do Algarve, região no sul de Portugal, com o objetivo de explorar o potencial 38 deste território na disponibilização de experiências através de um mix de produto de 39 agroturismo e recreação ao ar livre. Trata-se de uma oportunidade de mercado em 40 evolução numa sociedade pós-pandémica onde existe um crescente interesse pela 41 recreação ao ar livre nas zonas rurais como produto baseado na natureza. Os resultados 42 enfatizam o potencial da região para a oferta do mix de produto, mas também a 43 diversidade sobre as denominações e os níveis diferenciados de inclusão nos websites 44 da informação sobre organização e missão, propósito e valores, instalações, informação

45	acerca da área circundante, parâmetro de relacionamentos, design, usabilidade e
46	confiança, o que, no geral, pode distorcer a perceção do mercado pelos consumidores. A
47	oferta não é homogénea entre os municípios da região, com a investigação a
48	proporcionar importantes implicações práticas tanto para o turismo rural como para
49	empresários de animação turística, planeadores e decisores políticos. Destacam-se as
50	contribuições e recomendações para a investigação futura, nomeadamente sobre o papel
51	da parceria por parte dos hóspedes e municípios como instrumento para mitigar a
52	massificação e a sazonalidade das zonas costeiras.
53	
54	Palavras-chave: Análise de conteúdos de website; Turismo rural; Agroturismo;
55	Recreação ao ar livre; Experiências;
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	Abstract
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62 63	In the context of innovation, sustainability and marketing, it is extremely important to follow the communication instruments and contents among businesses and

67 instrument for those who want to be innovative, in the highly competitive market of 68 tourism experiences. This study followed a content analysis research design and 69 surveyed 87 websites of rural tourism companies, simultaneously georeferenced with 70 448 tourist animation companies along the eight municipalities of the western Algarve, 71 a region in the south of Portugal. It aims to explore the potential of this territory in providing experiences by a product mix of agritourism and outdoor recreation, 72 73 considering the market opportunity of the increasing interest for outdoor recreation in 74 the rural areas as a nature-based product in a post-pandemic society. Results emphasize 75 the potential of the region for the offer of the product mix, but also the diversity about 76 the denominations and the differentiated levels of inclusion on websites' information 77 about organization and mission, purpose and values, facilities, surrounding area 78 information, relationships parameter, design, usability, and trust, what overall can twist 79 the perception of the market. The offer is not homogeneous among the region's 80 municipalities, which brought important practical implications for both rural tourism 81 and tourism animation entrepreneurs, planners, and policy makers. Contributions and 82 recommendations for future research are highlighted, particularly about the 83 partnership's role by guests and municipalities as an instrument to mitigate coastal areas 84 massification and seasonality.

85

Keywords: Website content analysis; Rural tourism; Agritourism; Outdoor recreation;
Experiences; Algarve

Introduction

90 The consumption of experiences has been receiving more and more attention from 91 practitioners, marketing and tourism students (Kastenholz, Carneiro, Marques & 92 Loureiro, 2014), with several authors reporting a growing interest for outdoor recreation 93 in the countryside, due a close contact with nature, culture, and socialization in a in an 94 environment with its own identity (Eusébio, Carneiro, Kastenholz, Figueiredo & Soares, 95 2017). Consumers not only seek for new and a wide range of experiences to satisfy their 96 sense of exploitation, well-being and to fulfill their personal needs (Perić, Wise & 97 Dragičević, 2017) but they're also looking for more participative, interactive (Campos, 98 Mendes, Pinto, & Scott, 2018) memorable and authentic experiences (Wang, Liu, Wei, 99 & Zhang, 2020). When choosing the local, rural areas are being valued mainly for the lack of stress, pollution, and congestion, with a sense of returning to the roots and 100 101 authenticity (Kastenholz, Carneiro, Marques & Lima, 2012; Poczta-Wajda & Poczta, 102 2016; Sieczko, Parzonko & Bieńkowska-Gołasa, 2020).

103 In this context, rural experiences developed in rural areas, meet the needs of a 104 growing group of urban consumers who seek escape from city routine and mass tourism places, and pretend to experience reinvigorating, rural and authentic experiences 105 106 (Amaral, 2019). The identity, spiritual and nature involvement are highly valued, 107 namely by sports and recreation (Sharpley & Jepson, 2011; Carneiro, Lima & Silva, 108 2015), which are even more valued and an identity factor of communion with the 109 territory when integrated and practiced simultaneously with the resident communities 110 (Perna, Custódio & Oliveira, 2019).

111 Although tourist experience has been studied in an extensively way, in some 112 specific areas knowledge remains scarce and needed (Suhartanto, Dean, Chen & 113 Kusdibyo, 2020) (Zatori, Smith, & Puczko, 2018). This a gap that currently focused on 114 the new post-pandemic trends, where tourists reinforce the seek for stress-rejuvenation 115 within a nature-based environment (Özdemir, 2020) and/or engagement with physical 116 and psychological well-being activities (Kajosaari & Pasanen, 2021; Nienhuis & Lesser, 117 2020), a context in which rural experiences should be target of research (Gutkevych & 118 Haba, 2020). In the scope of rural experiences, agritourism experiences can contribute 119 to mental-health (Rezaei, Kim, Alizadeh & Rokni, 2021) by offering pleasant moments 120 through active participation in farms production activities (Chiscano & Binkhorst, 121 2019), and outdoor recreation experiences can contribute to subjective well-being and mental health (Leighton, Lopez, & Johnson, 2021), by offering enjoyment, meditation, 122 123 independence, autonomy, competence, comfort and intense emotions, enhanced feeling 124 of body and the pleasure of achievement, in an intense experience of nature 125 (Eigenschenk et al., 2019). Focused on the concern of supply in satisfying tourism 126 needs, by diversifying products and services committed to sustainable tourism, this 127 study aims to explore the potential of promoting agritourism and outdoor recreation 128 experiences as a product mix, as argued by (Bhatta & Ohe, 2020), with a territorial 129 application to the Algarve region in southern Portugal.

To carry out the study, the offer is analyzed through content analysis of websites, through which it is expected to respond to three research questions (RQ): RQ 1- Does Algarve territory has potential for implementation of this product mix? RQ 2 – Is it

133	possible to identify a main trend about the denominations, typologies, activities
134	developed, and marketing tools used by companies associated with the offer of
135	agritourism, outdoor recreation and the product mix experiences? RQ 3 - Is the supply
136	of this product mix offer homogeneous among the region's municipalities? By
137	answering these questions, it is expected to evaluate the main strategic contents for an
138	innovative promotion and communication of this product mix, delivering new applied
139	inputs to scientific, territorial and management planning of outdoor recreation.
140	
141	Literature Review
142	Focusing Portugal outdoor recreation experiences, the literature delivers a set of
143	different approaches and applications. Melo and Gomes (2016) initially highlight the
144	nature tourism perspective by sports practitioners (e.g., trekking, hiking, rafting, surfing,
145	kayaking, windsurfing and other), in a mix of land based and water-based activities.
146	These authors went on to seek to understand the demand profile (Melo & Gomes, 2017),
147	other studies analyzed the impacts of walking events (Tomás & Alves, 2021), the
148	benefits of nautical activities (Rocher et al., 2020), the link to the matrix of related
149	activities (Silva et al., 2021), and the sustainable management practices by small
150	medium enterprises (Carneiro, Breda & Cordeiro, 2016).
151	According to the Ministério da Economia e da Inovação (2009), Tourism
152	Animation Companies (TAC) promotes activities of tourist entertainment, recreational,
153	sporting or cultural activities, which are configured as tourism open-air activities or

cultural tourism with interest for the region in which they occur. They are referred as

outdoor tourism activities, active tourism, or adventure tourism, and cumulatively must take place predominantly in natural spaces, with logistical organization and/or supervision by the provider, physical interaction with the surrounding environment, providing diversified experiences of enjoyment, experimentation and discovery of nature and landscape. They may or may not use physical facilities equipped for this purpose.

Specific for water-based animation activities, it defines Maritime-Tourist Operators (MTO) as tourist activities that fall under the following modalities: seaside-sightseeing tours, rental of vessels with or without skipper and crew, sea taxi; tourist fishing; maritime-tourist services on vessels moored or anchored and without their own or sealed means of propulsion, water bikes and small vessels exempted from registration (e.g. kayaks), and others.

167 Proceeding the focus to agritourism experiences in Portugal, there is a compulsory 168 prerequisite. Tourism entertainment agents (TEA) must be registered in RNAAT 169 platform (national register of animation tourist agents) as MTO or TAC (Ministério da 170 Economia, 2015). After, tourism enterprises in rural areas can offer organized activities 171 and complementary services, providing various types of experiences for their customers. 172 According to the Ministério da Economia (2017), Rural Tourism Enterprises (RTE) 173 distinguish themselves between country houses, agritourism and rural hotels. It should 174 be noticed that country houses are defined as properties located in villages and rural 175 spaces whose design, construction materials and other characteristics are integrated in 176 the typical local architecture. Agritourism ventures the properties located on farms that

allow guests to monitor and learn about the agricultural activity, or to participate in thework carried out there, in accordance with the rules established by the person in charge.

Despite this legal classification and a greater use in Portugal literature of agrotourism term instead of agritourism (Karampela, Andreopoulos & Koutsouris, 2021), when the approach is on experiences that took place in farms, authors regularly do not use the suffixes agri or agro, but rather the concept of rural tourism experiences (Amaral, 2019) as a mix offer based on rural areas (Ciolac et al., 2019; Dinis, Simões, Cruz & Teodoro, 2019; Marques, Guedes, & Bento, 2021; Pato & Duque, 2021).

185 This kind of experiences are included in cultural tourism activities as defined by the 186 Ministério da Economia e da Inovação (2009), and it means pedestrian or transported 187 activities that promote contact with cultural and natural heritage through mediation 188 between the beneficiary of the service and the cultural good enjoyed. Visitors of 189 agritourism farms not only pretend to spend time in countryside, but they also want to 190 have access to some physical activity using the available sports infrastructure. 191 According to Kastenholz et al. (2012) sport activities in a rural context, like parasailing, 192 hiking, mountain biking and other sports opportunities can enrich and diversify the 193 experience, bringing memorability and symbolic significance to it.

The demand and offer of memorable and authentic experience, according to Bertella (2014), creates a synergy between sport and rural places that can promote regional development, were experiences like Eno gastronomic walk, noncompetitive trails and wine/olive oil/food tutorials can enhance embodied tourism experiences and memorability. For Lebrun, Su & Bouchet, 2021), outdoor recreation and ecotourism can also enable domestic tourist to rediscover their local territory (nature, culture, leisure,heritage, gastronomy.

Within this market approach, the Algarve showed promising characteristics able to support a product mix between agritourism and nature sport experiences (Melo & Gomes, 2016).

204 It is occurring an increasing demand for tourism products combining rural tourism 205 and outdoor recreation as a product mix (Lulcheva & Aleksandrov, 2017). In this 206 context the RTE has facing several challenges, not only in the design, management, 207 development, but also in the commercialization of products related to rural areas 208 (Pröbstl-Haider, Lund-Durlacher, Antonschmidt & Hödl, 2014). Due to the intangibility 209 of the products, the communication and commercialization must ensure the up-to date, accurate, attractive, and accessible information. A website is a good instrument to 210 211 address such need (Beldona & Cai, 2006). When managed properly it can add value, 212 strengthen customer relationships, gain a larger market segment, and also bring usability 213 and trust to the product (Buhalis & Law, 2008).

Focusing tourism, several authors have selected variables to analyze the content of companies' websites (Fanelli & Romagnoli, 2020; Souza & Thapa, 2018 and Beldona & Cai, 2006). As an example, Pato and Duque (2021) and previously Hashim, Murphy and Law (2007) developed an evaluation of the content of websites, by grouping different values into 5 different categories: information and process, value added, relationships, design and usability, and trust.

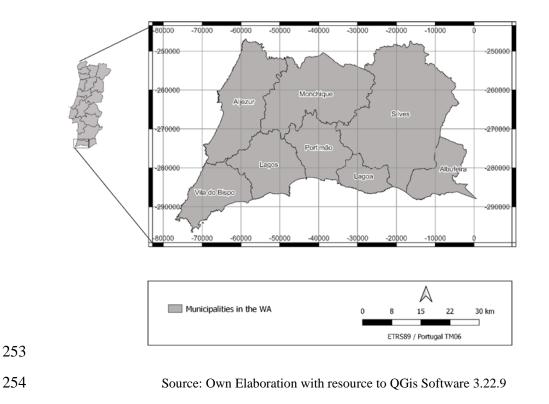
220	Under the hypothesis of Algarve possible potential to explore a product mix of
221	agritourism experiences and outdoor recreation, this study pretend to fill a gap in the
222	literature focused on the western Algarve, were less research was found and where there
223	is a considerable number of companies and enterprises in the subject analyzed.
224	
225	Methodology and case study
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227	The Algarve and its Western territory
228	Due to the need of improve destination competitiveness and sustainability, with off-
229	peak season special attention, Turismo de Portugal (2017) defined 10 strategic assets for
230	Portuguese tourism 2017-2027 strategy, in which nature, gastronomy, sporting events
231	and well-being are clearly identified.
232	In the south, Algarve represents a territory of 4960km2 with about 467,475
233	inhabitants (INE, 2022), in which in 2020 there were registered 111,000 overnight stays
234	(INE, 2021), but these overnights are mostly focused on summer season and mass
235	tourism areas. This happens even though the region has begun to invest in a diversified
236	set of products that are strategically important for reducing problems of seasonality,
237	namely golf, nautical tourism, international conferences, culture-oriented tourism,
238	health tourism and nature-based tourism (CCDR Algarve, 2015).
239	Authorities believe that the economic vulnerability of the rural areas, less
240	developed, must be supported by innovation and diversification of products and
241	markets, adding value and promoting low density territories and endogenous resources,

circular economy and sustainable practices (CCDR Algarve, 2020). To achieve this
goal, they need to understand tourist receptiveness to new products and offer, including
sports in nature, gastronomic experiences and natural and rural landscapes as part of the
motivations (Guerreiro, Pinto & Mendes, 2016; Samora-Arvela, Ferreira, Vaz &
Panagopoulos, 2020).

The Western territory of the Algarve includes eight municipalities (Vila do Bispo,
Aljezur, Lagos, Monchique, Portimão, Lagoa, Silves e Albufeira), and the Eastern other
eight (Alcoutim, Castro Marim, Faro, Loulé, Olhão, São Brás de Alportel, Tavira, and
Vila Real de Santo António).

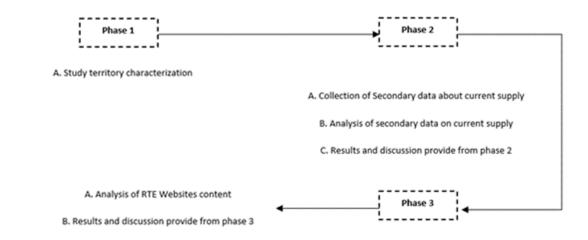
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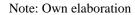
Figure 1 – Western Algarve



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256 With is unique temperate climate and a vast and rich natural heritage, the region 257 shows great potential to offer nature related experiences (Agapito, Pinto & Mendes, 258 2014), distinguished by its diverse natural landscapes (coast, midland and mountains), 259 which in turn allows to explore various natural resources and nature activities. 260 261 **Research Design** 262 Influenced by Liang, Nie, Chen & Chen, 2020), Amaral (2019), and applied in Li et 263 al. (2022), the research design considered 3 phases. In phase 1, the characterization of 264 the territory was performed to highlight the reasons why this territory can be chosen 265 (RQ 1), by describing his natural characteristics and market trends. 266 267 Figure 2 - Research design





In phase 2, secondary data about offer was gathered through search in SIGTUR - Tourism Geographic Information System, on August 31, 2022, collecting information about each RTE and TEA existent in the territory of study, filtering and selecting the desired data. Considering that the research questions include the provision of experiences related to outdoor recreation and agritourism, the TEA inserted in the category of MTO, as well as the TAC that just offered maritime-tourist activities or activities recognized as nature tourism, were excluded.

For analyzing the secondary data and answer to RQ 2, all the information was exported to three excel spreadsheet and a new database was created with the relevant fields named: Denomination; Typology; Identification of the Outdoors/ Nature and Adventure Activities / Identification of Cultural Activities / Scenic and cultural tourism activities; Marketing tool; LAT (latitude); LONG (longitude); Municipality.

In phase 3, content analysis was used as a research instrument to examine the website's customer available data, a qualitative methodology largely used in the literature (Pinto, Costa, Borges Silva & Abreu, 2020; Guruge, 2022) and with increasing importance of electronic media to access information by tourists (Barroco & Amaro, 2020), Tiago, Gil, Stemberger & Borges-Tiago, 2021)

Based on Pato and Duque (2021), Table 1 resumes authors insights and describes the different features aggregated by categories that were assumed crucial to evaluate the content of RTE in the Algarve's territory of study.

290

Information and Process	Source
Sales or reservation: Search capability; Online	
reservation; Special Promotions;	(Beldona & Cai,
Goods and services: Meeting facilities; Events	2006); (Hashim et
calendar	al., 2007); Pato &
About the Lodging: Short description;	Duque, 2021)
Mission/Purpose/Values; Organization/ People;	
Value Added	
Travel information: Transportation; Local Sites; News;	(Hashim et al.,
Entertainment: Leisure activities	2007; Pato &
	Duque, 2021)
Relationships	(Beldona & Cai,
Guestbook;	2006; Hashim et
Newsletter subscription;	al., 2007; Pato &
Cookies;	Duque, 2021)
Personal interest: Comments/feedback; Online chat;	
Partnerships;	
Design and Usability	(Hashim et al.,
Navigation: multilingual site	2007; Pato &
Success metrics: popularity ranking	Duque, 2021)
Trust	(Hashim et al.,
Copyright and security: privacy statement; copyright	2007)
Timeliness: Date of last update current and timely info	Pato & Duque,
	2021)

Note: Adapted from Pato and Duque (2021).

To analyze of the contents of the websites, the denominations and websites features of the sample were exported to an Excel spreadsheet and a new database was created with the name fields: information and process, value added, relationships, design and usability and trust.

300 The criteria occurrence was measured using a dichotomy process (yes/no), and an 301 analysis using descriptive statistics were performed.

302

303 **Results**

Phase 1 confirms the reliability of the territory to offer the product mix. It's specific genuine and authentic characteristics, related gastronomy and culture, and customs and unique nature resources of the region can be used to support services focusing the satisfaction of the tourism demand on outdoor recreation and agritourism experiences-

Using *QGis Software 3.22.9*, and latitude and longitude data collected in Phase 2, a
coordinate system in which the points "LAT" and "LONG" were inserted and a
conversion of geographic coordinates of type EPSG4326 to ETRS8906 was performed.
Figure 3 illustrates all the georeferenced RTE and TAC included in the western Algarve
research.

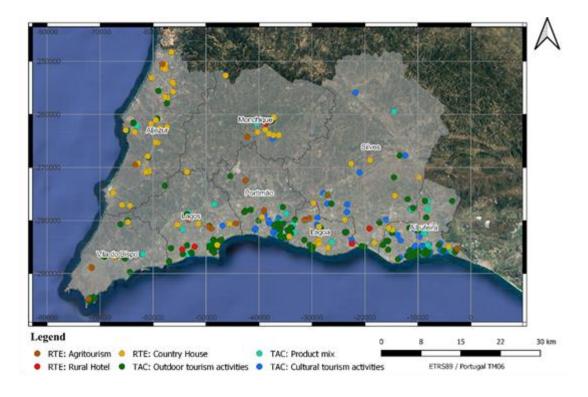
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- 321 Figure 3 Outdoor recreation and agritourism experiences offer in Western
- 322 Algarve.



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Note: Own authors with QGis Software 3.22.9

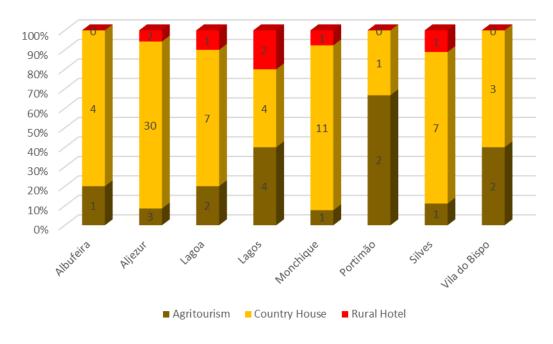
The map makes evidence that the supply of experiences associated with TACs is mostly located along the coastal areas, while the supply of RTE prefers inland areas.

This could be related to the need of create complementary products among the various companies, reinforcing an desired network, mixing inland activities and coastal already well-known attractions. For a greater detail, the Graphs 1 and 2 illustrate the distribution of RTE and TAC

331 by typology / activity in each western municipality considered.

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Graph 1 - RTE distribution by typology and municipality



Source: Own authors; Turismo de Portugal (2022)

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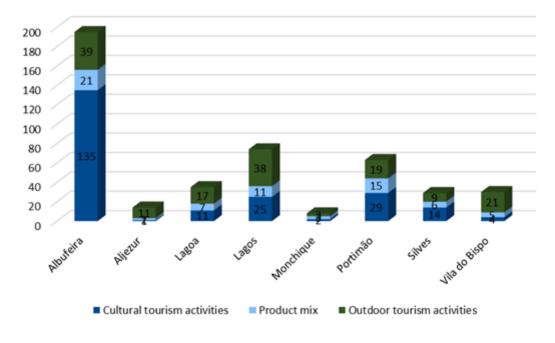
336 A total of 87 RTE were registered, of which 66 country houses, 16 agritourism and 337 5 rural hotels. The municipality of Aljezur was the one that registered the larger 338 number of country houses (30), Lagos registered most agritourism (4), and Vila do 339 Bispo rural hotels (2). Although websites are a marketing tool considered particularly 340 important for businesses located distant from markets, such as the rural tourism 341 lodgings located in interior rural areas (Pato & Kastenholz, 2017), from the 87 RTE 342 analyzed, only 51% had an available website to promote/communicate their products 343 and services.

Regarding TAC, a total of 448 were registered, of which 157 include outdoor tourism activities, 221 include cultural tourism activities and only 70 frame the two types of activities. Graph 2 makes evidence of the TAC's ratio by activity and type along the eight municipalities.

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Graph 2 - TAC distribution by activities and municipality.



Source: Adapted from Turismo de Portugal (2022)

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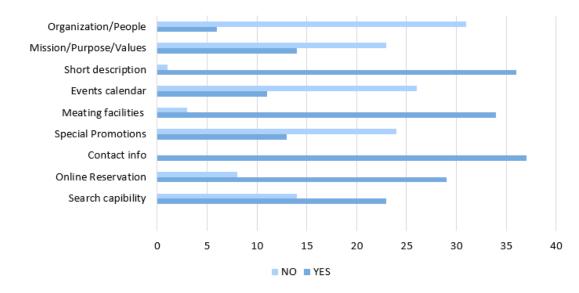
From 448 TAC, only 35% use this digital strategy as a mean of commercialization. These illustrate the lack of adherence to digital commercialization by companies associated with offering this type of experience, especially, 13%, on those TAC who just promote cultural activities / scenic and cultural tourism activities. On the other hand, TAC that promote a product mix of experiences have the highest percentage of

358 companies that use websites (60%), followed by outdoor tourism activities, representing359 56%.

Along the process some irregularities were detected and excluded from the analysis. From the 44 RTE websites included in the sample, some different enterprises have the same website (where 7 websites were contemplated, there were just 3), websites in maintenance (1), invalid link websites (1) and malware sites. As a result, the final sample that supported the discussion was reduced to 37 websites.

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Graph 3 - Information and Process



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Source: Own computation based on data gathered from TP (2022)

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370 Discussion

371 With the websites were checked on its contents about information regarding the

373 relationships parameter, design, usability, and trust, the variability of the data obtained374 became evident.

The websites were checked about the presence of the contact information and the short description of the company. Regarding the information about the organization and mission, purpose and values, few were the websites that included them, representing only 6 % and 37% respectively, a result that goes along Mohamed, Hewedi, Lehto and Maayouf (2020) research results.

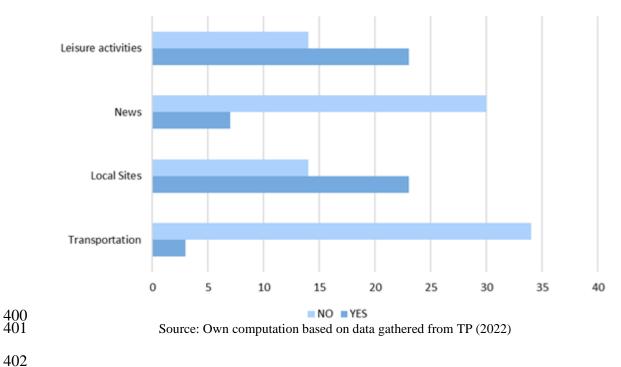
380 Most websites contained information about their facilities (92%), the possibility to 381 book online (78%) and to check the availability of the desired dates (62%). However, a 382 significant number do not have detailed offers or special promotions (64%), nor a 383 calendar of events (70%). Despite websites are the most used tool to promote / 384 communicate products and services (D. Kim, W. G. Kim & Han, 2007), and structure 385 and accessibility are of strategic importance to destination choice (Fanelli, 2020), it is 386 evident the need to improve the access to offers, promotions and the timing of 387 events/activities.

As a way of adding value to their enterprises, most companies identify experiences that can be made with them, but also present a panoply of leisure support information's in the surrounding area (62%). This positively reinforces the trend that companies associated with rural tourism should sustainably exploit the genuine and authentic characteristics of the place (Loureiro, 2014), the related gastronomy and culture (Garibaldi & Pozzi, 2018), taking into consideration the customs and unique nature resources of the region (Zhu & Deng, 2020). Leisure activities and local sites reinforces

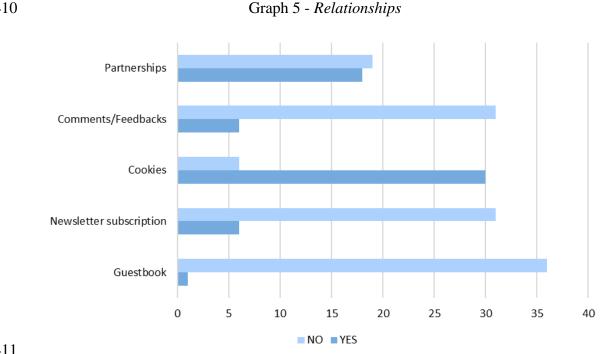
this trend, but the parameters news and transport were only present on a minority of the websites observed, corresponding to 19% and 8%, respectively, a gap to be taken into consideration.

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Graph 4 – Adding value by including surrounding area information.

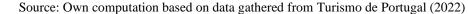


Regarding relationships parameter (Graph 5), almost all the websites use cookies (81%), but conversely a minority has a guestbook (1%) or space to subscribe a newsletter (16%).





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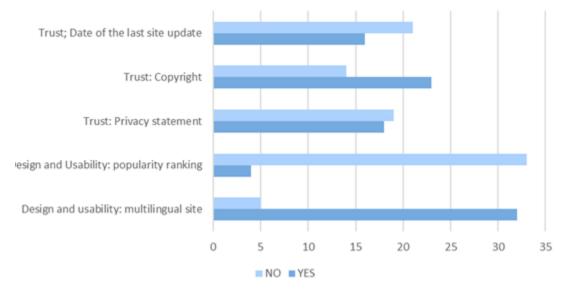


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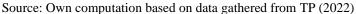
414 Few websites allow a room for feedback or comments (16%). This is a negative 415 result, since consumers are greatly influenced by the information they read, and 416 comments from other visitors play an important role in the intention of booking and 417 consumer confidence (Sparks & Browning, 2011).

418 Regarding design and usability parameter, almost all of the websites analyzed 419 (86%) allow the possibility to access it through several languages. However there are 420 very few that have popularity ranking (11%), which according to previous authors is 421 crucial for consumers trust and, consequently, it must be improved.

422 In the confidence parameter, most websites have copyright (62%), privacy 423 statement (49%) and the last update date evidence (43%).



Graph 6 - Design, Usability, and Trust



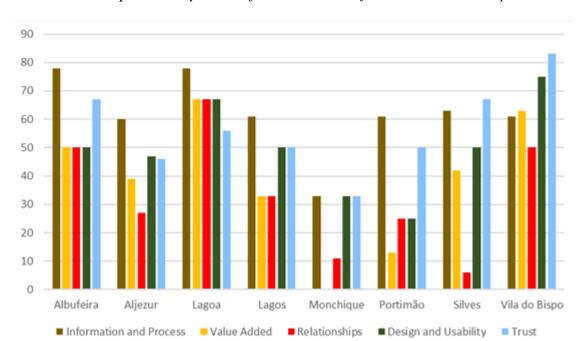
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Finally, as a major territory detailed discussion, the comparison of RTE's websites fields between municipalities by using the filtering tools and the expression search, assigned a score for each field in each municipally in terms of information and process, value added, relationships, design and usability, and trust. Since each municipality had his own total sample of websites, each 'yes' score was converted in percentage (considering the total sample of each municipality). Graph 7 shows illustrates the comparison of each field between municipalities.

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Graph 7 - Comparison of RTE's websites fields between municipalities



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Source : Own computation based on data gathered from TP (2022)

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445 In the field of information and process, the websites that recorded the highest 446 scores were those based in the municipalities of Albufeira and Lagoa (78%). The fields 447 of value added (67%) and relationships (67%) recorded higher scores on the websites of 448 enterprises based in the municipality of Lagoa. In the field of design and usability, and 449 in the field Trust, the websites of enterprises based in the municipality of Vila do Bispo 450 stood out obtaining the best scores 75% and 83% respectively. Cumulatively, and 451 starting from a more general analysis, the websites belonging to the municipalities of 452 Albufeira, Lagoa and Vila do Bispo stand out for the more uniform compliance of 453 website parameters.

454 The data collected illustrates that there is a significant level of discrepancy between 455 how entrepreneurs communicate and promote their products and services on the 456 dedicated websites. This is a potential weakness. However, bearing in mind that there 457 are no unique and one-size-fits-all sustainability policies and practices, or instruments, 458 but rather global successful criteria of necessary configuration in each case (Y1lmaz, 459 Perna, Azevedo, Custódio & Ceken, 2022), this divergence may be related to the need 460 to create more initiatives and provide more support and training to local entrepreneurs 461 (Ciolac et al., 2020), bringing them closer to acknowledgement of the global challenges 462 that influences to each case, supporting them to actively develop partnerships and 463 acquiring the necessary skills for the management of communication and promotion 464 digital instruments.

465

466 **Conclusions**

467 It is concluded that the Western Algarve territory has potential for implementation 468 of the product mix (RQ1). However, there is a diversity about the denominations, 469 typologies, activities developed, and marketing tools used by companies associated with 470 the offer of agritourism, outdoor recreation and the product mix experiences, which may 471 make it difficult for consumers to understand the consumer's supply of the mix (RQ2). 472 Finally, the offer of this product mix is not homogeneous among the region's 473 municipalities (RQ3), which is a possible weakness but, if framed in a network of 474 partnerships, as advocated by the investigation, becomes a strength for diversity and 475 inclusion united in the common denominator of outdoor recreation and agritourism476 experiences.

The comparison between the general offer of RTE between municipalities allowed to realize that there are more developments in the municipalities of Aljezur, Monchique and Lagoa. On the other hand, the offer of outdoor activities and cultural tourism is more concentrated in the municipalities of Albufeira, Lagos and Portimão, all coastal and relatively more urban than the previous three.

This reinforces the idea to induce a network of partnerships that allows guests of the most interior areas to access the experiences promoted in coastal areas and vice versa. Problems such as the massification of the coast and seasonality can be mitigated, by promoting and integrating the economic, environmental and social sustainability of all municipalities in the Western Algarve. Planners and policy makers should give more support for entrepreneurs, to provide the creation of a network, between partners, accommodation, activities, leisure and transportation.

There are already many companies connected to rural tourism, which prioritize the use of websites as an instrument for communication and promotion of the products and services, which is quite positive, considering the importance of the digital presence, and the dissemination of information in the process of choosing the place of stay (Zhu, & Deng, 2020)

494 Although most of the websites observed do not promote the mission or the 495 organizational structure of the company, there is almost always a small description 496 about the enterprise and a presentation of the commodities. Regarding the promotion of 497 leisure activities, there is some lack of clarity about prices and scheduling, which should498 be made clearer and accessible to the visitor.

The parameter of relationships should be largely developed, due to the common lack of a space for comments and feedback from former customers, namely by the electronic Word-of-mouth (eWOM) great influence in the stage of choice of destination (Pandey & Sahu, 2020).

503 This case study methodology can be replicated in other territories, with theory 504 consistence and planning resilience consequent advantages by testing the same 505 phenomena in different contexts.

506 Finally, considering that in this study only RTE websites were analyzed, it could 507 be interesting to develop two future research. A first one by analyzing the matrix of 508 TAC websites and applying the same methodology not only in western Algarve but also 509 in other territories within the same perspective stressed in the previous paragraph. A 510 second one through a territorial stakeholder approach, by electing specific cases inside 511 the municipalities, and trying to understand the decision process taken by the owners of 512 TAC and RTE, and confronting with the public administration and management 513 perspective of the promotion and planning of the territory.

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