



Cambridge International AS & A Level

CANDIDATE
NAME



CENTRE
NUMBER

--	--	--	--	--

CANDIDATE
NUMBER

--	--	--	--



TRAVEL & TOURISM

9395/31

Paper 3 Destination Marketing

May/June 2025

1 hour 30 minutes

You must answer on the question paper.

You will need: Insert (enclosed)

INSTRUCTIONS

- Answer **all** questions.
- Use a black or dark blue pen.
- Write your name, centre number and candidate number in the boxes at the top of the page.
- Write your answer to each question in the space provided.
- Do **not** use an erasable pen or correction fluid.
- Do **not** write on any bar codes.

INFORMATION

- The total mark for this paper is 50.
- The number of marks for each question or part question is shown in brackets [].
- The insert contains all the figures referred to in the questions.

This document has **12** pages. Any blank pages are indicated.



1 Refer to Fig. 1.1 (Insert), information about Tartu, a European Capital of Culture in 2024.

(a) Explain **two** likely marketing roles of Visit Estonia.

1

.....

.....

2

.....

.....

[4]

(b) Use SWOT analysis to analyse Tartu's suitability as a cultural destination.

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....





DO NOT WRITE IN THIS MARGIN





(c) Discuss the challenges that a destination might face when branding itself.





DO NOT WRITE IN THIS MARGIN

[12]

[Total: 25]

[Turn over]





2 Refer to Fig. 2.1 (Insert), information about the Eswatini Tourism Authority (ETA) and attendance at the International Tourism Fair in Serbia.

(a) Suggest **two** likely reasons why Eswatini wanted to create a new destination identity.

1

.....

.....

2

.....

.....

.....

[4]

(b) Assess the benefits of using public relations to communicate a destination brand.

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....





DO NOT WRITE IN THIS MARGIN





(c) Discuss the likely aims of the market research carried out by ETA.





DO NOT WRITE IN THIS MARGIN

[12]

[Total: 25]



* 0000800000010 *



10

BLANK PAGE

DO NOT WRITE IN THIS MARGIN





BLANK PAGE

DO NOT WRITE IN THIS MARGIN





BLANK PAGE

DO NOT WRITE IN THIS MARGIN

The boundaries and names shown, the designations used and the presentation of material on any maps contained in this question paper/insert do not imply official endorsement or acceptance by Cambridge Assessment International Education concerning the legal status of any country, territory, or area or any of its authorities, or of the delimitation of its frontiers or boundaries.

Permission to reproduce items where third-party owned material protected by copyright is included has been sought and cleared where possible. Every reasonable effort has been made by the publisher (UCLES) to trace copyright holders, but if any items requiring clearance have unwittingly been included, the publisher will be pleased to make amends at the earliest possible opportunity.

To avoid the issue of disclosure of answer-related information to candidates, all copyright acknowledgements are reproduced online in the Cambridge Assessment International Education Copyright Acknowledgements Booklet. This is produced for each series of examinations and is freely available to download at www.cambridgeinternational.org after the live examination series.

Cambridge Assessment International Education is part of Cambridge Assessment. Cambridge Assessment is the brand name of the University of Cambridge Local Examinations Syndicate (UCLES), which is a department of the University of Cambridge.

