Visions in Leisure and Business

An International Journal of Personal Services, Programming, and Administration
Visions in Leisure and Business

There is a growing demand for information about leisure and business processes that apply to personal services, programming, and administration. Leisure is those services and activities engaged in during time that is free from duty or obligation. It is a vehicle that helps the individual change his life, thereby, making a more positive contribution to his organization and society.

VISIONS IN LEISURE AND BUSINESS is an interdisciplinary umbrella that seeks to improve delivery systems. Business processes in the leisure service industry are different because they are based upon freedom of decision as well as supply and demand. The purpose of the journal is isolation and integration of those business processes that relate to the leisure service industry. Leisure and its associated services have a unique impact upon the business institution, especially in its ability to act as a catalyst to improve the individual and his/her environment. This journal will help to improve and broaden current theory and applied methods through stimulation of ideas among traditional and nontraditional aspects of the leisure and business institution.

VISIONS IN LEISURE AND BUSINESS will not compete with existing journals, but act as a complement to fill the void between the application of leisure sciences and business processes. The first step is the exchange of ideas to give direction to the development of a comprehensive framework for the better application of information. There have been eight conceptual categories identified where professionals need information:

Category I: Information or models about leisure and business processes

Category II: Technology for the practical application of leisure processes

Category III: Information about the service industry to develop theory as well as practical information about how to sell and buy products and services

Category IV: Service industry characterizations, that is, new innovative products along with methodology in how to use them

Category V: Biographical characterizations to assess innovative programs with regard to effectiveness of techniques used

Category VI: Characterization of an educational program and requirements needed to enter a particular segment of profession

Category VII: Biographical characterization of individual who has made a major contribution along with ideas about the status of the profession

Category VIII: Consumer related issues in terms of better utilizing resources to obtain more from products and services

The success of the journal depends directly upon interaction among professionals and their contributions.

There is an unprecedented demand for leisure and only through better management and the application of business processes will the current demand be met by an expanding industry. The application of sound leisure and business principles is one way to control future development of the leisure institution so that it will have a major positive impact on society.
EDITORIAL BOARD

Dr. David L. Groves, Editor
School of Health, Physical Education, and Recreation
Eppler South
Bowling Green State University
Bowling Green, OH 43403

EDITORIAL BOARD MEMBERS:

Mr. George Becker, President
Sea World of Florida, Inc.
7007 Sea World Drive
Orlando, FL 32809

Mr. Melvin Byers, Executive Director
T.I.R.E.S.
2751 Inwood Drive
Toledo, OH 43606

Dr. Eric Cohen, Professor
Sociology and Anthropology
The Hebrew University of Jerusalem
Jerusalem, Israel 91905

Dr. Grant Cushman, Head
Parks, Recreation and Tourism
University College of Agriculture
Lincoln College
Canterbury, New Zealand

Dr. Shinshiro Ebashi, Professor
School of Education
University of Tokyo
Hong, Bunkyo-Ku
Tokyo, Japan

Mr. Earl T. Groves, Retired President
Dallas Sports Knitting Co., Inc.
1515 Heatherlock Drive
Gastonia, NC 28052

Dr. Harvey Kahalas, Dean
School of Business
State University of New York at Albany
Albany, NY 12222

Dr. Abraham Pizam, Director
Dick Pope, Sr. Institute for Tourism
University of Central Florida
Orlando, Florida 32816

Dr. Auguste Rimple, Jr., V. President
Booz, Allen, and Hamilton International Management Consultants
245 Park Avenue
New York, NY 10167

Dr. Jack Samuels, Coordinator
Commercial Recreation and Tourism Management
Montclair State College
Upper Montclair, NJ 07043

Dr. Edwin Scheuch, Director
Institute of Angewandte Sozialforschung
Grienstrasse 2
500 Koln 41
Universitat zu Koln
West Germany

Dr. Robert B. Sleight, President
Century Research Corporation
PO Box 37228
Tucson, AZ 85740

Mr. William D. Toohey, President
Travel Industry Association of America
1899 L Street N.W., Suite 600
Washington, D.C. 20036

Mr. Murray Vidockler, Executive Director
Society for the Advancement of Travel for the Handicapped
26 Court Street, Suite 1110
Brooklyn, NY 11242

Dr. Robert S. Wanzel, Chairman
Department of Sports Administration
Laurentian University
Sudbury, Ontario, Canada P3E 2C6

Dr. D. C. Williams, Jr., Professor
Department of Economics
School of Business Administration
University of Southern Mississippi
Box 5094
Hattiesburg, MS 39401
TABLE OF CONTENTS

PREFACE
Non-Profit Contracting: An Old Path to a New Fairness.......................4 Robert M. Wolff

PREVIEW
Preview of this Issue.................................................................10

ARTICLES
The Purchase Involvement of Repeat Visitors to a Destination Resort.......12 John C. Crotts

Educational Needs and Opportunities for Personnel in Convention
and Visitor Bureaus.................................................................27 Steven L. Sims

Content Analyses of Current Introductory Commercial Recreation Courses....33 Charles H. Hammersley and David Grout

How to Win in Any Negotiation: The Key to Success in the Resort and
Commercial Recreation Industry................................................42 E. L. Dick Shafer and Julia Stratton

RESEARCH SUMMARIES

RCRA

VISIONS IN LEISURE AND BUSINESS is published quarterly by Appalachian
Associates. Copyright 1990 Appalachian Associates. Opinions expressed
by the authors are not necessarily those of the Editor or Appalachian
Associates. Permission must be obtained for printing all tables, figures,
and text of more than 200 words in length. Subscription price: $25.00,
Individual; $45.00, Institutional; $40.00, Individual outside the United
States; $80.00, Institutional outside the United States. Editorial inquires
should be sent to: School of Health, Physical Education, and Recreation,
Eppler South, Bowling Green State University, Bowling Green, Ohio 43403.
Subscription inquires should be sent to: Appalachian Associates, 615 Pasteur
Avenue, Bowling Green, Ohio 43402.
This is the second of two issues devoted to the Research Symposia of Resort and Commercial Recreation Association. Dr. John Crossley is guest editor. Also included in this issue is a feature article by Dr. Robert W. Wolff. This manuscript raises the question about privatization and the mix among public, quasi-public, and private agencies. This is a critical issue that must be discussed. This article should be contrasted with the other material presented to provide a perspective on the issues discussed.