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## THE INFLUENCE OF PROMOTION THROUGH INSTAGRAM SOCIAL MEDIA ON THE DECISION TO VISIT THE RUMAH NUSANTARA TOURISM OBJECT (STUDY OF INSTAGRAM FOLLOWERS RUMAH NUSANTARA)

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**Abstract:** *Instagram is one of the family social media used by millions of users, especially and especially in Indonesia and various other countries in Asia. The study of social media and tourism is relevant as well as interesting because it helps consumers in choosing a tourism destination through promotion on social media. This study aims to determine the influence of promotion through Instagram on the decision to visit the Rumah Nusantara Tourism Object. The research uses quantitative method with a survey method. The data collection is carried out by distributing questionnaires to 100 people. The data analysis method used is descriptive and inferential statistics. The results of the study are that the promotion through Instagram has an influence on the decision to visit by 22.7%, with the strongest influence being on the decision to visit. The strength of the relationship between the variables is moderate (0.66 Spearman's rho).*

**Keywords:** Promotion, Instagram, Decision to Visit, Social Media

### 1. INTRODUCTION

Sarawak is the capital of East Kalimantan province. In 2017, the City of Samarinda introduced a Smart City Model Plan and initiated from the Ministry of Communications and Informatics. The Smart Industry concept was introduced in Sarawak in 2019. The concept of smart industry is a concept of industry and production which can improve productivity and increase the economic sustainability industry.

One of the missions of the Sarawak DUC Government is to create a city economy that is technology oriented, independent, inclusive and just. One way to achieve it is by the activities of the city of Samarinda, apart from the urban space, is the market system. According to the book created by Akpar, various aspects of smart cities, namely urban, geographical structure and the urban industry. (Wahid, 2021).

East Kalimantan Province is a province that offers various opportunities with various opportunities and challenges for the growth of the public. Beginning from the year 2010 East Kalimantan Province, recorded from 2015-2021, the rise in the number of tourist arrivals in East Kalimantan has had several changes and is very diverse. This data can be seen in the following table.

Based on data on the number of tourist arrivals, it is known that in 2011 East Kalimantan had more than 100 East Kalimantan destinations or 1916.507, almost equal and dominated by cultural events. The highest value destination, 63, 929, 1 and second highest destination, 6 massive destinations, 16 442 destinations. Cultural park destinations: 14 national park, 14 regional park, 4 national park destination, 7 grand forest park destination.

Various social destinations, 10 forest parks, 116 destinations, and 11 heritage destinations destinations.

In Samarinda City and Area in general, the destination area is a complex network, consisting from various types of destinations such as beach, park, historical, and so on. Each destination has its own attraction and has a different function.

The development of the city has given rise to changes in lifestyle that influence of people lives. The development of the city is inseparable in the field of technological growth and innovation. This is because with some applications and tools on the internet, such as Google, we can find location, booking, travel, reservation and other things through internet, the internet, which makes it easier and faster to visit a place.

Global and virtual diversity can be explained as that it has an impact along with technological developments and changes in modern culture and digital culture. Following this, certainly that we have some destination which offer various type of activities that can increase the quality of life. One of the types is an example of a smart destination that offer various type of smart activities, using data-oriented of modern space, computerized space, automated services, smart services, in smart parks, smart. This means that smart destination is smart destination type of location, that offers various a variety of services and smart services especially in tourism.

Smart destination is a place where destination offer with smart services, smart and facilities. In this smart people can use the smart services by creating smart plans, that plan, activities that offer smart services right from the time to use a smart services. This can also used to help



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### II. RESEARCH METHODS

#### Types of Research

In this research, the author uses a quantitative approach. Quantitative methods allow researchers to measure phenomena based on existing theories, where the proposed theory is tested or modified by assessing the variability of its observed phenomena (Marsden & Meehan, 2019).

In this context, the use of quantitative methods in research was chosen because it provides a way to measure and analyze social media reactions, which can be used to explore the relationship between social media usage and the effectiveness of promotion in the marketing. Quantitative methods allow researchers to collect and analyze data systematically to find out whether there is a significant relationship between the two variables.

In this research, the survey method was used to investigate the relationship between the use of promotion in the marketing and social media reactions. The survey method is a common approach in social sciences research, where researchers collect data from a large number of respondents to explore the relationship between variables. The survey method is a common approach in social sciences research, where researchers collect data from a large number of respondents to explore the relationship between variables.

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Population, Sample, and Sampling Technique  
Platform

The population in this research is people who use social media. The sample in this research is people who use social media and are interested in the marketing. The sampling technique used in this research is simple random sampling.

In this research, the author uses a quantitative approach of the population. The author uses a quantitative approach of the population. The author uses a quantitative approach of the population. The author uses a quantitative approach of the population. The author uses a quantitative approach of the population.

Based on the background, the author uses a quantitative approach of the population. The author uses a quantitative approach of the population. The author uses a quantitative approach of the population. The author uses a quantitative approach of the population.

#### Sampling Technique

The sampling technique used in this research is simple random sampling. Simple random sampling is a method of selecting a sample from a population where every individual has an equal chance of being selected.

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After determining the characteristics of the sample, the researcher has chosen the population of people who use social media and are interested in the marketing.

#### Data Collection Technique

The data collection technique used in this research is online survey. The online survey is a method of collecting data from respondents through the internet. The online survey is a method of collecting data from respondents through the internet. The online survey is a method of collecting data from respondents through the internet.

The instrument in this research is the online survey. The online survey is a method of collecting data from respondents through the internet. The online survey is a method of collecting data from respondents through the internet.

#### Statistical Test

The statistical test used in this research is Pearson correlation coefficient. The Pearson correlation coefficient is a measure of the strength and direction of the relationship between two variables. The Pearson correlation coefficient is a measure of the strength and direction of the relationship between two variables.

In this study, regression applied simple linear regression analysis methods and Pearson correlation coefficient. This is because the researcher wants to know whether there is an influence between variables x and y, namely gender and social media usage by the student is not.

**Validity and Reliability Test**

Validity test is carried out to assess the extent to which the questionnaire prepared can measure the construct or variable in question. One method of testing validity is to see the correlation between the score of each individual question and the total score of the questionnaire. To determine whether the correlation value for each question is significant, it is generally done by referring to the product-moment correlation or using statistical software such as SPSS to see the significance of the correlation (Ghozali, 2009, p. 172).

To test validity, correlation using SPSS 20 software. Table 1 illustrates the comparison of correlation value calculated with the correlation value in the literature (0.7). The probability is < 0.05, then the research instrument is valid (Ghozali, 2009, p. 172).

Meanwhile, one way to find out whether the measurement tool is effective or not is to see its reliability. The criteria for testing reliability using Cronbach's alpha is if the alpha value exceeds 0.60 or > 0.60, then the instrument has the quantity instrument used has an acceptable level of reliability.

**Simple Linear Regression Analysis Test**

Simple Linear Regression is a model statistical test to determine how one thing (called the predictor variable) relates to another thing (the predicted variable) through a linear relationship. This research shows simple linear regression because it only involves one variable independent and one variable dependent. The Simple Linear Regression Parameter can be found in Table 2.

**Partial Correlation Coefficient Test**

The Correlation Test is carried out to determine the degree of strength of the relationship between some variable a variable depends on other variables. According to Hinkle (2013), this coefficient can be used to determine whether a relationship exists between variables, measure the direction of the relationship, and measure the strength of the relationship. The Partial Correlation Coefficient test results can be found in Table 3.

**THE RESULTS AND DISCUSSION**

**Research Method**

**Regression Parameter Test**

Regression parameter test is a statistical test to determine whether the relationship between variables is significant or not. In this study, the regression parameter test is carried out to see the relationship between gender and social media usage by the student is not.

Table 1. Regression Gender

	Sum of Squares	df	Mean Square	F	Sig.
Total	1000	100			
Regression	400	1	400	40	.000
Residual	600	99	6.06		
Total	1000	100			

Based on the results that have been found and analyzed using SPSS, it is known that the results of simple linear regression in this study is the same, namely with a percentage of 100% for each gender.

Table 2. Regression Age

	Sum of Squares	df	Mean Square	F	Sig.
Total	1000	100			
Regression	400	1	400	40	.000
Residual	600	99	6.06		
Total	1000	100			

Based on the table, it can be seen that the regression equation is 4 gender equal. Regression equation 24 years old is 0.20, 25 years old is 0.20, 26 years old is 0.20, 27 years old is 0.20, 28 years old is 0.20, 29 years old is 0.20, 30 years old is 0.20, 31 years old is 0.20, 32 years old is 0.20, 33 years old is 0.20, 34 years old is 0.20, 35 years old is 0.20, 36 years old is 0.20, 37 years old is 0.20, 38 years old is 0.20, 39 years old is 0.20, 40 years old is 0.20, 41 years old is 0.20, 42 years old is 0.20, 43 years old is 0.20, 44 years old is 0.20, 45 years old is 0.20, 46 years old is 0.20, 47 years old is 0.20, 48 years old is 0.20, 49 years old is 0.20, 50 years old is 0.20.

Table 3. Regression Age

	Sum of Squares	df	Mean Square	F	Sig.
Total	1000	100			
Regression	400	1	400	40	.000
Residual	600	99	6.06		
Total	1000	100			

Based on the table, it can be seen that the regression in this study is the same, namely with a percentage of 100% for each gender. The results of simple linear regression in this study is the same, namely with a percentage of 100% for each gender. The results of simple linear regression in this study is the same, namely with a percentage of 100% for each gender.

statements. All study variables, including self-reported scores were also represented in this study with a percentage of 65, which equated with a percentage that was not less than 50, filled by respondents after several or until certain weeks (3).

Based on the three categories, it is known that visitors to the **Virtual** The Arts based attraction came from various circles, and are not specific to gender, age and certain backgrounds. This is evident from the data that has been obtained (the percentage of visitors to the **Virtual** The Arts based attraction are very varied and come from various economic circles. This also showed that **Virtual** The Arts attraction can be enjoyed by various groups of people and is very broadly accepted.

To obtain accurate data regarding the influence of perceptions of social media **Virtual** The Arts based attraction, the **Virtual** The Arts based attraction, the researcher conducted the 30 following an interactive survey regarding respondents who have visited the **Virtual** The Arts based attraction and follow the **Virtual** The Arts based attraction. These who answered "Yes" or "No" will not have their data taken as because stated respondents, because they are considered not part of the research sample.

**Table 4. Do You Know The Tourist Attraction **Virtual** The Arts?**

	Response	Percent	Valid Percent	Count
Valid Yes	100	100	100	100

**Table 5. Do You Follow The Official **Virtual** The Arts Facebook Page?**

	Response	Percent	Valid Percent	Count
Valid No	20	20	20	20

For the validity of variables 2 and 3, the **Virtual** The Arts based attraction is **Virtual** The Arts based attraction.

**Table 1. Perceptions Relatively Good The **Virtual** The Arts Based Attraction (N=100)**

Statement	R Count	R Total	Validity
1	1107	1107	100
2	1046	1046	94
3	1091	1091	98
4	1124	1124	100
5	1075	1075	97
6	1090	1090	98
7	1020	1020	92
8	1060	1060	96
9	1111	1111	100
10	1040	1040	94
11	1065	1065	96
12	1065	1065	96

13	1070	1070	97
14	1060	1060	96
15	1075	1075	97
16	1080	1080	98
17	1070	1070	97
18	1047	1047	94
19	1070	1070	97
20	1060	1060	96

From results, it is known that **Virtual** The Arts based attraction is 4.95. This is because the number of respondents in this research was 100 people. From the data it can be known that the total value of the questionnaire was 4.95. The percentage of **Virtual** The Arts based attraction was 4.95. This means that all questions asked can be valid.

For the validity of the Variable 2, based on the results:

**Table 2. Validity Variable Variable Two (2)**

Statement	R Count	R Total	Validity
1	1000	1000	100
2	1000	1000	100
3	1000	1000	100
4	1000	1000	100
5	1000	1000	100
6	1000	1000	100
7	1000	1000	100
8	1000	1000	100
9	1000	1000	100
10	1000	1000	100
11	1000	1000	100
12	1000	1000	100
13	1000	1000	100
14	1000	1000	100
15	1000	1000	100
16	1000	1000	100
17	1000	1000	100
18	1000	1000	100
19	1000	1000	100
20	1000	1000	100

Based on the data above, it is known that the validity of the questionnaire is 100%. This is because the number of correct answers is variable 2 **Virtual** The Arts based attraction.

Validity Variable Variable 3 and 4

Statement 20 is Perceptions Relatively Good The **Virtual** The Arts Based Attraction (N=100)

**Table 3. Perceptions Relatively Good The **Virtual** The Arts Based Attraction (N=100)**

Statement	R Count	R Total	Validity
1	1000	1000	100
2	1000	1000	100
3	1000	1000	100
4	1000	1000	100
5	1000	1000	100
6	1000	1000	100
7	1000	1000	100
8	1000	1000	100
9	1000	1000	100
10	1000	1000	100
11	1000	1000	100
12	1000	1000	100
13	1000	1000	100
14	1000	1000	100
15	1000	1000	100
16	1000	1000	100
17	1000	1000	100
18	1000	1000	100
19	1000	1000	100
20	1000	1000	100

as variable  $X_1$  will affect  $Y$  (researcher explains the question of  $X_1$  will affect  $Y$ ).

• **Control Variable**: Variable that is not the independent variable but is expected to affect the dependent variable.

• **Model**: Type of the Variable (Table 8)

Table 8. Variable Decision Reliability Test (T)

Control Variable	0.720
$X_1$	0.720

Based on the table, it is known that the reliability value is 0.720 or more than 0.60. Thus, it can be said that the statements on the list are reliable or suitable to be used in research and administered through a questionnaire or said to be reliable.

• **Multiple Correlation Coefficient (R<sub>xy</sub> - Pearson Correlation)**

Table 9. Correlation

	Control Variable	$X_1$	$X_2$
$X_1$	Pearson Correlation	0.720	0.687
	Sig. (2-tailed)		0.000
	N	20	20
$X_2$	Pearson Correlation	0.687	0.720
	Sig. (2-tailed)	0.000	
	N	20	20

• **Correlation coefficient (R<sub>xy</sub> - Pearson Correlation)**

Based on the table, it is known that there is a significant relationship between variables  $X_1$  and  $X_2$  namely the correlation coefficient is 0.687, which means that there is a significant relationship between  $X_1$  and  $X_2$ . The value of the correlation coefficient is 0.687, which means that the strength of the relationship made by the product.

The research also very focused on the relationship with other variables and possibly variables by using table 10 to determine that the relationship between the variables is positive, negative, and zero, namely if the value is greater than 0, the relationship between the two variables is positive, while

• **Regression Statistics (R<sup>2</sup>)**

Table 10. Model Summary

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.687	.471	.453	1.212

Based on the table, it is known that the relationship of variables is positive, namely if the value is greater than 0, the relationship between the two variables is positive, while

Table 11. ANOVA

Model	Sum of Squares	df	Mean Square	F	Sig.
1 Regression	10.171 <sup>a</sup>	1	10.171	11.216	.002
2 Residual	12.179	18	.677		
3 Total	22.350	19			

In the regression table it is said to be significant because the p-value is less than the significance level (0.05) or 5%. In this case, the p-value is 0.002 < 0.05.



Based on the table, it is known that the regression equation is  $Y = 0.687X_1 + 0.720X_2 + 1.212$ . The regression coefficient is 0.687, which means that the regression equation is  $Y = 0.687X_1 + 0.720X_2 + 1.212$ .

• **Model Summary**

Based on the research results and comparison of the data obtained from the research, the following conclusions can be drawn:

1. The results of the research on the relationship of variables are as follows: a) the relationship between  $X_1$  and  $X_2$  is significant, namely if the value is greater than 0, the relationship between the two variables is positive, while
2. The results of the research on the relationship of variables are as follows: a) the relationship between  $X_1$  and  $X_2$  is significant, namely if the value is greater than 0, the relationship between the two variables is positive, while
3. The results of the research on the relationship of variables are as follows: a) the relationship between  $X_1$  and  $X_2$  is significant, namely if the value is greater than 0, the relationship between the two variables is positive, while
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**Confused** you have used either an imprecise word or an incorrect word.



**P/V** You have used the passive voice in this sentence. You may want to revise it using the active voice.



**Missing " , "** Review the rules for using punctuation marks.



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**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Possessive** Review the rules for possessive nouns.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



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**Article Error** You may need to use an article before this word. Consider using the article *the*.



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PAGE 3

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**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Prep.** You may be using the wrong preposition.



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**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**S/V** This subject and verb may not agree. Proofread the sentence to make sure the subject agrees with the verb.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



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**Missing**   Review the rules for using punctuation marks.



**Confused** You have used either an imprecise word or an incorrect word.



**Article Error** You may need to use an article before this word.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Run-on** This sentence may be a run-on sentence.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Confused** You have used either an imprecise word or an incorrect word.



**S/V** This subject and verb may not agree. Proofread the sentence to make sure the subject agrees with the verb.



**Proofread** This part of the sentence contains an error or misspelling that makes your meaning unclear.



**Missing " , "** Review the rules for using punctuation marks.



**Article Error** You may need to use an article before this word. Consider using the article *the*.



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Article Error** You may need to remove this article.



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**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Run-on** This sentence may be a run-on sentence.



**Dup.** Did you mean to repeat this word?



**Sp.** This word is misspelled. Use a dictionary or spellchecker when you proofread your work.



**Missing " , "** Review the rules for using punctuation marks.



**Article Error** You may need to use an article before this word.



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**Verb** This verb may be incorrect. Proofread the sentence to make sure you have used the correct form of the verb.



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