

The Refugee Experience and Perceptions of Cooperation with Turkish Cypriots: Evidence from Greek Cypriot Tourism Professionals

Craig Webster
University of Nicosia (formerly “Intercollege”)
46 Makedonitissas Ave
1700 Nicosia, Cyprus
webster.c@intercollege.ac.cy
Tel: +357 22351274
Fax: +357 22353682

Stelios Orphanides
(Independent researcher and analyst)
Chalcocondyli 16-18
1071 Nicosia, Cyprus
Tel: ++ 357 99 617681 / ++ 357 22 102353
Fax: ++ 357 22 102353
stelios@cytanet.com.cy

Abstract:

Tourism remains the Republic of Cyprus’ most important industry. However, the political division of the island continues. In this research, the authors investigate the willingness of Greek Cypriot tourism professionals to cooperate with Turkish Cypriot counterparts in the industry. A hypothesis explored is that the refugee experience influences individuals in ways that make them more likely to cooperate with Turkish Cypriots. Other characteristics of Greek Cypriot tourism professionals will also be explored to determine whether increased levels of contact with Turkish Cypriots, size of the organization in which one works, or other characteristics play a role in influencing perceptions of the ability to cooperate with Turkish Cypriots. The data come from a British High Commission-sponsored research project with interviews on the support for cooperation between tourism professionals among Greek Cypriots. The findings show that there is clear evidence that Greek Cypriot hotel managers are less likely to presently cooperate with Turkish Cypriot counterparts and are less willing to cooperate with Turkish Cypriot counterparts, than Greek Cypriot tour operators and tourist agencies.

Introduction

The Cyprus problem is a continuing issue that has persisted for many years. Since its inception, the Republic of Cyprus has suffered a great deal from its ethnic divisions. The ethnic conflict has resulted in a small island divided into two political entities—one, the internationally recognized republic in which almost all Greek Cypriots reside, and one, a state lacking international recognition, in which almost all Turkish Cypriots reside. The political dividing line is referred to as the “Green Line.” In this paper, we explore a rather narrow

aspect of the Cypriot conflict, the willingness of Greek Cypriot tourism and hospitality professionals to cooperate with Turkish Cypriot professionals. This is an important thing to investigate because the tourism and hospitality industries are very important for both political entities on Cyprus and because the ethnic division in the country and fear of repercussions of “cooperation with the enemy,” make cooperation with Turkish Cypriots a daring act for many Greek Cypriots.

An indication of the kind of repercussions cooperation with Turkish Cypriots could cause is the case of the “*ambient atmosphere*” in the months following the referendum on the UN plan for the settlement of the Cyprus problem. In October 2005, six months after the referendum, the climate became less favourable for cooperation, as Greek Cypriot civil society members who participated in bicomunal projects funded by the United Nations Development Programme were attacked in the media for allegedly having been bribed in order to propagate in favour of the plan. Although most probably these allegations were at best far stretched (Drousiotis 2005), the intensity and the duration of this campaign that reflected the views of the then President Tassos Papadopoulos, may have further decreased the willingness of Greek Cypriots to be involved in bicomunal cooperation¹. Isolated cases of partnerships in business or of expression of interests for such partnerships also resulted in negative media coverage may have also made business people less willing to get involved in bicomunal business cooperation. However, as this study will not examine the effect of those reports, more research may be needed in order to determine the exact impact of this publicity on the bicomunal cooperation willingness².

The tourism and hospitality industries in Cyprus are important for its economy, as Table One below illustrates³. The general trend shows that arrivals in the past ten years or so have been on the increase. In addition, there is indication that the tourism and hospitality industries provide a great deal of employment and revenues from tourism, as an industry, are consistently well over ten percent of the GDP since 1997. This indicates that it is a large industry in the Republic of Cyprus, and as such not an obscure industry to investigate. In

¹ The defamation campaign was directed mainly directed against politicians and journalists who expressed support for the UN plan in the run up to the referendum. See Drousiotis (2005).

² Two prominent cases were the Vassiliko Cement Works interest in selling cement to Turkish Cypriot buyers (http://www.simerini.com/nqcontent.cfm?a_id=159480) and the establishment of a company by ex minister of Agriculture Costas Themistocleous with Turkish Cypriot partners (<http://www.hri.org/cgi-bin/brief?/news/cyprus/kypegr/2005/05-06-11.kypegr.html>).

³ According to Eurostat, Cyprus has also a relatively large bed capacity compared to its population (115 per 1,000 inhabitants in 2006). For comparison, France has 20 beds per 1,000 inhabitants, Greece 62, Italy 35, and Spain 37.

fact, it is a key economic industry in which players from both political entities of the island may interact.

Table 1 Tourism and its contribution to the economy of the Republic of Cyprus

	(Source: CyStat)					
Year	1997	2001	2004	2005	2006	2007
Arrivals	2,088,000	2,696,732	2,349,012	2,470,063	2,400,924	2,416,081
Arrivals annual change (%)	7.1	0.4	2.0	5.2	-2.8	0,6
Revenues from tourism as % of GDP	18.4	20.5	13.3	12.8	12.3	12.0
Real economic growth rate (%)	2.3	4	4.2	3.9	3.8	4.4
Gainful employed ('000)	286.2	308.6	322.5	349.5	358.9	369.8
Thereof: Hotels and restaurants ('000)	29.7	33.5	32.1	35.0	36.0	36.9
As % of total	10.4	10.9	10.0	10.0	10.0	10.0

There are Greek Cypriots professionals in the tourism and hospitality industries that are willing to professionally cooperate with Turkish Cypriots. However, it is unknown what attributes make persons more willing to cooperate. In this research, we will explore those characteristics that seem to be linked with a willingness to cooperate with Turkish Cypriots on tourism-related issues, in order to learn more about what makes certain individuals more willing to cooperate than others.

To a large extent, the research presented here is inductive and exploratory. While there may be some aspects of the research that are theoretical, the main point of the paper is to find, from the available data, what helps to explain some of the variations in the willingness of professionals in the hospitality and tourism professions to cooperate with Turkish Cypriot counterparts. The insights from this investigation should help shed some light into what influences professionals to be willing to cooperate and this should give some insights into how cooperation can be fostered and with which segments of the tourism and hospitality professionals such cooperation will meet with the most enthusiasm.

In the next section, we will highlight the major academic works on tourism and Cyprus and see how the current literature can be used to inform research on the willingness of persons to cooperate across the Green Line. Then, we will explain how the data were gathered for the project and the key variables to be explored for the analysis. Then, we will explore the data, using multiple regressions and correlations of the resulting data. To conclude, we will discuss what has been learned from the analysis of these data and explain how future research on the topic should proceed.

Literature

There is a voluminous literature written about Cyprus and the Cyprus conflict⁴. A great deal of the literature, however, only deals with the major political issues, nationalism, and large political issues linked with the country's political division and the Cyprus problem (see for example, Attalides 1979, Hutechence and Georgiades 1999, Joseph 1997, Joseph 1999, Kyriakou 2000, O'Malley and Craig 1999, Peristianis 1998, Richmond 1999, Richmond 2001, Richmond 2002, Stavrinides 1975, Theophanous 1996, Theophanous 2000, Webster 2005a, Webster 2005b). A small subset of the literature on Cyprus deals with the topic of the Annan Plan, the UN sponsored plan to reunite the island on a federal basis in 2004 (see for example, Attalides 2004, Coufoudakis 2004, Heraclides 2004, Jakobsson Hatay 2004a, Jakobsson Hatay 2004b, Webster and Lordos 2006). There is also a notable literature looking into issues linked with refugees in the Greek Cypriot community (see for example, Hadjiyanni 2001, Loizos 1981, Loizos 1977, Zetter 1994). A few authors use public opinion approaches to learn more about (see for example Lordos 2004, Lordos 2005a, Lordos 2005b, Webster 2005a, Webster 2005b, Webster and Lordos 2006, Yildizian and Ehteshami 2004).

In short, there is a great deal written about Cyprus and its major ethnic problem. However, little is known about what makes some citizens more interested in interacting with people across the Green Line than others. Perhaps the most thorough look into interactions using a public opinion approach is put forth by Webster (2005a) who investigated the way in which Greek Cypriots look upon interacting with Turkish Cypriots. In his research, there was an investigation of the things correlated with Greek Cypriots interacting with Turkish Cypriots on various dimensions. The major finding was that there seemed to be something about being in Nicosia or near Nicosia that caused Greek Cypriots to be more willing to work with, live as neighbors with, share a social life with, inter-marry with, and share businesses with Turkish Cypriots. What can be extracted from this is that Greek Cypriots in Nicosia are qualitatively different from other Greek Cypriots, possibly because they live in a more cosmopolitan city, shared with Turkish Cypriots but also possibly because they are more likely to interact with Turkish Cypriots on a regular basis.

Webster's (2005a) builds upon the work of Yildizian and Ehteshami (2004), who were testing the idea of the Contact Hypothesis. The Contact Hypothesis is the notion that contact with an adversary will lead to humanization of the adversary and thus an easing of tension. The Contact Hypothesis is an interesting concept and it can be tested in Cyprus,

⁴ For those who want to investigate the size of the literature written on the Cyprus conflict, Demetriou's (2004) article is a good introduction.

especially since the liberalization of the crossing points (2003) has given many Cypriots the opportunity to interact, although there is significant evidence that many Greek Cypriots still refuse to cross the Green Line (see Webster and Timothy 2006).

In this work, we will investigate some of the major concepts that derive from the literature. First, there is the notion that refugees⁵ are different from others. All the major works using a public opinion approach relating to political questions on Cyprus use refugee status as an independent variable, because the presumption is that the status shapes an individual's perceptions of political reality. However, refugee status does not always prove to be successful in regressions. Second, there is the notion that contact with the other major ethnicity on the island shapes perceptions on the desirability of future interactions with the other major ethnicity. Thirdly, there is also the notion that Nicosia is different from other places in Cyprus—it is thought to be more cosmopolitan, bicomunal, and has a different economic basis than the other districts in Cyprus. We will also use other available data to learn more about how Greek Cypriot managers in the tourism sector view interacting with their counterparts on the other side of the Green Line.

Data Gathering

A survey of tourism professionals was carried out in the Republic of Cyprus between June and October 2007⁶. An aim of the survey was to identify differences between tourism professionals' expectations of tourism business development with and without a solution to the Cyprus problem acceptable to both sides. Another aim was to assess the willingness of each side's tourism professionals to cooperate with those of the other side. There were 91 respondents – owners or managers of 74 hotels and 17 travel agencies. These respondents were tourism professionals found throughout the Republic of Cyprus, in all the districts of the country.

While the original survey asked a number of questions, it failed to ask some additional questions that were thought to be of interest. For example, it was not thought in the original survey that the refugee status of the respondents would influence the professionals' positions on many of the questions asked. Thus, the respondents, several

⁵ The term refugee applied in this document refers to dislocated Greek Cypriots who lived prior the 1974 events north of the demarcation line and and their descendants.

⁶ The survey was conducted by Mrs. Ketrin Kapexhiu.

months later were contacted in order to gather additional data⁷. The additional questions asked were whether the respondent considered himself⁸ a refugee, the place of the respondents' resident, whether the respondent had crossed the Green Line to visit the "other" Cyprus, and the location of the company for which the respondent works. One problem with returning to respondents many months later to ask a few key questions was that many of the respondents were not present as many tourism enterprises experience seasonal closures. Thus, there is a great deal of missing data for these new questions. Of the 91 respondents, 35 respondents could not be contacted to ask them their refugee status or whether they have crossed the Green Line to go into the "other" Cyprus.

Measuring the Concepts

The concern in this investigation is measuring the willingness to cooperate with Turkish Cypriots. There are two ways of measuring such cooperation, one measuring current cooperation and one measuring willingness to cooperate. The question, "Are you currently engaged in any tourism activity involving both the North and South of the island?", is used to measure those who currently cooperate with those in the TRNC. The responses to the question are shown below, in Table Two. We see that only a minority (eleven percent) cooperates presently across the Green Line. The data are coded with "1" indicating those cooperating on joint tourism activities and "0" indicating those who do not.

Table 2: Currently Cooperating on Joint Tourism Activities

		Frequency	Percent	Valid Percent
Valid	No	81	89.0	89.0
	Yes	10	11.0	11.0
	Total	91	100.0	100.0
Total		91	100.0	

Another question measures willingness to cooperate under current circumstances. The question was "Do you think that, in the event of a continuation of the current situations, there is a possibility of joint tourism activities?" This question taps into the question of

⁷ The second data collection was done between the first week of February and the first week of March 2008 by Mrs. Julia Kalimeri.

⁸ The respondents were predominantly male.

whether the current situation is conducive to cooperation. Only 19 of the 91 respondents (about 21 percent of respondents) said that they feel that there are possibilities under the current circumstances, as shown in Table Three below. While about 76 percent of the respondents reported a negative response to the question, showing a great deal of pessimism regarding cooperation. The data are coded with “1” indicating a willingness to cooperate on joint tourism activities and “0” indicating a lack of willingness to cooperate on such activities.

Table 3: Willingness to Cooperate on Joint Tourism Activities

		Frequency	Percent	Valid Percent
Valid	No	69	75.8	78.4
	Yes	19	20.9	21.6
	Total	88	96.7	100.0
Missing	System	3	3.3	
Total		91	100.0	

For the independent variables, there were several ones that we suspected would show some promise. The central one is the link between being a refugee or not. There are also spatial ones and ones to denote the type of business that is in consideration. There are other things to be investigated because data availability make it possible, rather than because a particularly strong theoretical reason exists for us to explore it.

The two independent variables, one would expect would be correlated since it would be expected that those who cooperate are also those who would be willing to cooperate. In fact, there is no statistical reason to believe that there is a relationship between the two variables. A bivariate correlation of the two variables measuring current cooperation or willingness to cooperate, shows there is no reason to believe that the relationship between the two is systematic and the correlations coefficient ($r = .16$) is quite low anyway.

The central focus of this investigation is whether refugees are more willing to cooperate on joint activities than non-refugees. To tap this concept, we asked recipients whether they consider themselves refugees. Because this question was asked of recipients months after the first interview, the response rate was a bit low. Of the 91 original interviews, only 56 of the original interviewees could be interviewed to ask this basic question. Eighteen of those who were contacted said that they are refugees (about 32 percent of the 56 who were contacted for the follow-up questions), while about 38 said that they are

not refugees.

Another central focus of this investigation is the Contact Hypothesis—that is the notion that contact with another ethnicity leads to increasing willingness to cooperate. Of the businesses contacted, eight of them reported having Turkish Cypriots on the staff. Those companies with Turkish Cypriots on staff are denoted with a “1” while those other ones without Turkish Cypriot staff are denoted by “0”. The expectation, as per the Contact Hypothesis, is that those professionals with Turkish Cypriot contacts on the workplace will be more likely to welcome increased contacts with Turkish Cypriots in business.

There are other factors taken into account, the type of establishment, the region in which the company is located, the size of the organization, and whether the manager interviewed has visited the other side of the Green Line. To discern between those in the hospitality industry and those in the tourism industry, a dummy variable was used with a “1” denoting those that are hotels, hotel apartments, or hotel chains. Those that are not these types of hospitality businesses are travel agencies or tour operators (17 out of the 91 interviews). Two regions are indicated with dummy variables to denote them, Nicosia and Paphos. Nicosia is the only land-locked district. The number of employees is used as an additional variable—the smallest organization under study has only four employees while the largest has 550. Finally, to tap the willingness of the manager to cross the Green Line, those who said that they had crossed the Green Line were indicated with a dummy variable.

Data Analysis

The small sample size in this investigation is a limitation for the study because it limits the ability to perform sophisticated statistical analysis. For example, multiple regressions could be run in the analysis, although there would be a problem in terms of finding meaningful independent variables based upon concepts developed to test hypotheses based upon theory. Another problem with running multiple regressions is that a databank of 91 interviews would be problematic for multiple regressions since each independent variable should have 10-15 observations. A much larger database would likely be better to work from for such an investigation. Since the data is somewhat limited, it is best to use bivariate correlation analysis to see which statistical relationships seem to show a relationship with the dependent variables of interest in the analysis. A correlation table is shown below (Table 4).

The findings illustrate that there are some things that seem to be correlated with those who presently cooperate. For example, it sees that the larger companies, those in Paphos, and those that are hotels, are less likely to be cooperating across the Green Line at present.

Interestingly, it seems that those in Nicosia are more likely to be cooperating at present. There is no evidence to believe that anything else is correlated with present cooperation.

In terms of the gauging of those who are most willing to cooperate under current circumstances, we see that the presence of Turkish Cypriot employees in the establishment has some link with the willingness to cooperate, although not in a positive way. Also, we see that hotels are less willing to cooperate across the Green Line than other businesses. What is interesting, though, is that there is strong evidence that those businesses in Nicosia are more willing to cooperate across the Green Line than businesses in other parts of the country.

Table 4: Bivariate Correlations

		Presently Cooperate	Willing To Cooperate	Presence of TC employees	Refugee	number of employees	Nicosia	Paphos	visited other side	hotels
Presently Cooperate	Pearson Correlation	1	.160	.007	-.081	-.193	.193	-.186	.177	-.553(**)
	Sig. (2-tailed)		.136	.947	.551	.066	.067	.077	.192	.000
	N	91	88	85	56	91	91	91	56	91
Willing To Cooperate	Pearson Correlation	.160	1	-.181	-.023	-.122	.219(*)	-.153	.098	-.303(**)
	Sig. (2-tailed)	.136		.105	.866	.257	.040	.155	.476	.004
	N	88	88	82	55	88	88	88	55	88
Presence of TC employees	Pearson Correlation	.007	-.181	1	-.076	.135	.116	-.161	.040	.060
	Sig. (2-tailed)	.947	.105		.592	.217	.291	.141	.777	.583
	N	85	82	85	52	85	85	85	52	85
Refugee	Pearson Correlation	-.081	-.023	-.076	1	.025	-.197	-.197	.358(**)	.052
	Sig. (2-tailed)	.551	.866	.592		.857	.145	.145	.007	.706
	N	56	55	52	56	56	56	56	56	56
Number of employees	Pearson Correlation	-.193	-.122	.135	.025	1	-.190	.225(*)	-.211	.292(**)
	Sig. (2-tailed)	.066	.257	.217	.857		.071	.032	.118	.005
	N	91	88	85	56	91	91	91	56	91
Nicosia	Pearson Correlation	.193	.219(*)	.116	-.197	-.190	1	-.197	.130	-.514(**)
	Sig. (2-tailed)	.067	.040	.291	.145	.071		.062	.338	.000
	N	91	88	85	56	91	91	91	56	91
Paphos	Pearson Correlation	-.186	-.153	-.161	-.197	.225(*)	-.197	1	-.316(*)	.254(*)
	Sig. (2-tailed)	.077	.155	.141	.145	.032	.062		.018	.015
	N	91	88	85	56	91	91	91	56	91
visited other side	Pearson Correlation	.177	.098	.040	.358(**)	-.211	.130	-.316(*)	1	-.117
	Sig. (2-tailed)	.192	.476	.777	.007	.118	.338	.018		.389
	N	56	55	52	56	56	56	56	56	56
hotels	Pearson Correlation	-.553(**)	-.303(**)	.060	.052	.292(**)	-.514(**)	.254(*)	-.117	1
	Sig. (2-tailed)	.000	.004	.583	.706	.005	.000	.015	.389	
	N	91	88	85	56	91	91	91	56	91

* Correlation is significant at the 0.05 level (2-tailed). ** Correlation is significant at the 0.01 level (2-tailed).

Discussion

The findings illustrate several interesting findings relating to the major questions under study in this analysis. Firstly, there is no evidence that refugee status plays any role in conditioning the willingness to cooperate or present cooperation across the Green Line. Secondly, there is only very weak evidence (even requiring a very liberal view on what is accepting as statistical significance levels) that there is a link between having Turkish Cypriot employees on staff and showing a willingness to cooperate across the Green Line.

An additional finding that seems interesting is that those businesses in Nicosia and hotels are distinct in terms of how they view cooperation across the Green Line. For example, we see that those respondents based in Nicosia are most likely to presently cooperate (if you allow for a somewhat liberal view on what accounts for acceptable levels of statistical significance) or are more likely than others to be willing to cooperate across the Green Line. In addition, it seems that hotels are very strongly against cooperation across the Green Line and the levels of statistical significance and correlations show the strongest and clearest systematic relationships of anything investigated with the data available. For hoteliers, it seems, they do not cooperate and are not willing to cooperate.

The findings bring up some interesting points for discussion. First of all, the refugee status of the respondent did not play a role in conditioning present cooperation of the institution nor willingness to cooperate. This is interesting because there is research that indicates that refugee status plays an important role in conditioning political action and positions among Greek Cypriots (see Webster and Lordos 2006, Webster and Timothy 2006). In this case, there is no reason to believe that the life experience of being a refugee plays a role in developing a willingness to cooperate across the Green Line.

Even more interestingly, it seems that the Contact Hypothesis works in a counter-intuitive way, the findings suggest. There is some evidence that those Greek Cypriot companies that have Turkish Cypriot employees are somewhat less willing to cooperate across the Green Line. It seems that the Contact Hypothesis, in this case does not breed an atmosphere encouraging and encouraging cooperation, but suggests it does the opposite. It may well be that those institutions that have Turkish Cypriots on staff have done enough to foster cooperation by having Turkish Cypriots on staff. The existence of an atmosphere hostile to business or other forms of cooperation in the aftermath of the referendum enhances this explanation.

In terms of the more inductive aspects of the analysis, we see that two things stand

out—Nicosian businesses are different from businesses elsewhere on the island and hotels have a different stance than do other types of tourism businesses. The data show that there is some evidence that businesses in Nicosia are more willing than others to cooperate with across the Green Line. This is not surprising since there has been evidence that willingness to interact with Turkish Cypriots seems to be linked with Nicosia (Webster 2005a). It may well be that Nicosia is qualitatively different from the rest of the country—it is landlocked, the capital, divided, and in many respects a cosmopolitan place—making residents more willing to interact across an ethnic and political divide. It is unsure, though, what the causal force would be.

In terms of the very strong negative reactions regarding cooperation from hoteliers, it seems that the relationship can be explained fairly easily. What differentiates tourism countries and hospitality institutions seems to be the relationship with ownership of land. Land ownership is a hot issue in Cyprus, since Cypriots base a great deal of status upon the ownership of land (Zetter 1994). While hoteliers make revenue upon selling bed-nights in a physical location, travel agencies make revenue upon providing services to tourists. Hoteliers are likely just responding to questions of cooperation in a defensive way, since many may view their competitors on the other side of the Green Line as making their living off of “stolen property” taken from Greek Cypriots following the 1974 invasion. Another possible explanation is that hoteliers may view cooperation as problematic, since hotel bed-nights is a zero sum game, since tourists in most reasonable instances only use one bed per night. However, tour agents and tour guides may not perceive of their business as a zero-sum game, since it is a business based upon selling of additional and complementary services to customers. Though these explanations appear sufficient to justify the rejection of horizontal cooperation, they do not necessarily apply in relation to the prospect of vertical cooperation with Turkish Cypriot travel agencies and tour operators. As the services of travel agencies and tour operators are not necessarily connected to the land ownership issue, there could be other causes behind the rejection of potential additional business that remain to be surveyed.

Conclusion

The findings from the analysis do give some insights into what is happening in Cyprus as well as give some suggestions for future research. In terms of the major findings, we see that refugees do not really view cooperation across the Green Line differently than others and there is some weak evidence that having Turkish Cypriots on staff undermines a willingness to cooperate with Turkish Cypriots in business. This counteracts our

expectations from the outset of the study. What is most interesting is the finding of the presence of Turkish Cypriots in a business does not lead to an increased willingness to cooperate across the Green Line. Further research should look into whether this relationship would hold up in the future. We may find that having Turkish Cypriots on staff is not symbolic of willingness to work with or cooperate with Turkish Cypriots.

The other interesting findings are the uniqueness of businesses in Nicosia and hotels. Future research should look into how businesses in Nicosia view cooperation with Turkish Cypriots, most likely the proximity of the city would be cited as the reason that they are willing to cooperate with Turkish Cypriots. On the other hand, it seems likely that hoteliers view horizontal cooperation differently than others. It may be because of land ownership issues or it could simply be because of the nature of the business, being viewed as a zero sum game. For this, research may be required to determine whether Greek Cypriot hoteliers reject horizontal and vertical cooperation and the reasons behind the rejection of cooperation with Turkish Cypriot travel agents and tour operators.

Future research could shed some light into some of the differences found in the research. The most logical follow-up would be to have in-depth interviews with hoteliers and travel agencies to learn more about how they view the cooperation issue. However, structured interviews could also be used to have a more systematic and comparative view, as per this research. These interviews may also examine the effect of the political climate on the opinions of professionals, as shaped by the stance of the political leadership towards cooperation with the Turkish Cypriots.

There is, of course good reason to be skeptical of the findings of this research. The number of interviews is rather small (only 91). Thus, the statistical relationships between the variables are likely to suffer from a small dataset. We would, for example, expect better statistical relationships in a database of 500 or more interviews. The findings are especially problematic for us for those questions that were asked after the original interviews, since so many of the responses are missing.

However, despite the weaknesses, some things can be said to inform us about such a political topic. From what evidence we have, it seems that it is the tourism agencies and operators that will be the more fruitful in terms of fostering cooperation between the two entities in Cyprus in the tourism sector. Although it is unclear, so far, why they are different from hoteliers, we see that their willingness is greater than that of hoteliers⁹.

⁹ Over 97% of hoteliers are not currently cooperating across the Green Line while the corresponding figure for non-hoteliers is about 53%.

While the research is still somewhat preliminary, it is a start and there is hope for more findings that can be of use for researchers and those who are interested in using the tourism sector to support cooperation between the two communities on the island. While there are some disappointments in the findings, we see that there are also some findings that can inform policy in the future. We hope that the findings can make some contribution to improvements in Cyprus.

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