

Summary Digital Marketing Essentials

Chapter 1: Digital Marketing & Culture

Changed world:

Before internet:

1. Buy by availability and recommendation
2. Rely on information from ads
3. Buy a recommended product

After internet:

1. All information found on internet
2. Ask friends through social media
3. Less important purchases influenced through traditional marketing or POS (point of sale)

The new normal:

- Constantly connected
- New singularity: consumer's life information stored on one portable device
- All information freely available
- Personalization continuously grows

Top of mind: first thing you think of

Digital culture: how technology & internet shape the way we interact as humans. How we behave, think & communicate within society.

Digital transformation: a changed view of customer experience, business models and processes.

Goal: find new ways to digitally deliver value, generate revenue and improve efficiency

Digitization: analog info & docs → digital

Digitalization: integrating digital tech into existing business processes.

Digital marketing: connecting with customers through technology (email, geolocation, mobile marketing, social media,...)

→ Having conversations with customers instead of just talking to them

ADVANTAGES:

- Time-sensitivity
- Cost-effectivity

Marketing Essentials Chapter Summaries

Jin-Ying Zhang



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Table of Contents Marketing Essentials Chapter Summaries

1. Understanding the eBook Marketing Essentials Chapter Summaries
 - The Rise of Digital Reading Marketing Essentials Chapter Summaries
 - Advantages of eBooks Over Traditional Books
2. Identifying Marketing Essentials Chapter Summaries
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Marketing Essentials Chapter Summaries
 - User-Friendly Interface
4. Exploring eBook Recommendations from Marketing Essentials Chapter Summaries
 - Personalized Recommendations
 - Marketing Essentials Chapter Summaries User Reviews and Ratings
 - Marketing Essentials Chapter Summaries and Bestseller Lists
5. Accessing Marketing Essentials Chapter Summaries Free and Paid eBooks
 - Marketing Essentials Chapter Summaries Public Domain eBooks
 - Marketing Essentials Chapter Summaries eBook Subscription Services
 - Marketing Essentials Chapter Summaries Budget-Friendly Options

6. Navigating Marketing Essentials Chapter Summaries eBook Formats
 - ePub, PDF, MOBI, and More
 - Marketing Essentials Chapter Summaries Compatibility with Devices
 - Marketing Essentials Chapter Summaries Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Marketing Essentials Chapter Summaries
 - Highlighting and Note-Taking Marketing Essentials Chapter Summaries
 - Interactive Elements Marketing Essentials Chapter Summaries
8. Staying Engaged with Marketing Essentials Chapter Summaries
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Marketing Essentials Chapter Summaries
9. Balancing eBooks and Physical Books Marketing Essentials Chapter Summaries
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Marketing Essentials Chapter Summaries
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Marketing Essentials Chapter Summaries
 - Setting Reading Goals Marketing Essentials Chapter Summaries
 - Carving Out Dedicated Reading Time
12. Sourcing Reliable Information of Marketing Essentials Chapter Summaries
 - Fact-Checking eBook Content of Marketing Essentials Chapter Summaries
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements

- Interactive and Gamified eBooks

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