

# 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

**R Sanford**



## **Marketing Essentials Chapter Summaries:**

## Unveiling the Magic of Words: A Review of "**Marketing Essentials Chapter Summaries**"

In a global defined by information and interconnectivity, the enchanting power of words has acquired unparalleled significance. Their capability to kindle emotions, provoke contemplation, and ignite transformative change is really awe-inspiring. Enter the realm of "**Marketing Essentials Chapter Summaries**," a mesmerizing literary masterpiece penned by way of a distinguished author, guiding readers on a profound journey to unravel the secrets and potential hidden within every word. In this critique, we shall delve into the book's central themes, examine its distinctive writing style, and assess its profound impact on the souls of its readers.

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