

Social Media Strategy



Mission

- Brand Growth
- Increase Revenue
- Decrease Cost
- Public Exposure



Goal

Brand Awareness: Increase recognition and visibility of the brand among target audiences.

Engagement: Foster meaningful interactions with followers & customers through likes, comments, and shares.

Lead Generation: Use social media to drive traffic to a landing page and convert leads into customers.



Tactics

Develop & publish original, relevant, & engaging content that resonates with the target audience.

Partner with influencers to reach a wider audience and drive engagement.

Monitor social media channels for mentions of the brand, competitor activity, & industry trends.



Metrics

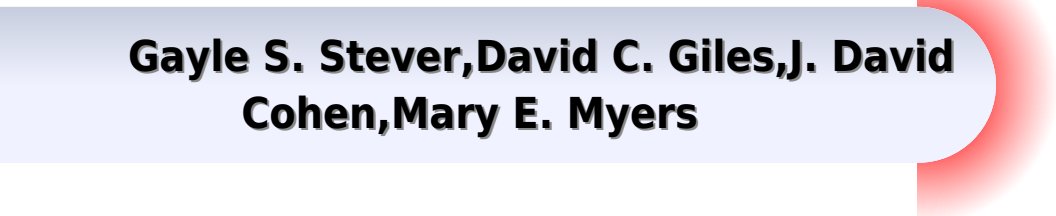
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How We Profit From Social Media A Social Strategy

**Gayle S. Stever, David C. Giles, J. David
Cohen, Mary E. Myers**



How We Profit From Social Media A Social Strategy:

A Social Strategy Mikolaj Jan Piskorski, 2014-05-25 What people get out of social media and how businesses can get more out of it Almost no one had heard of social media a decade ago but today websites such as Facebook Twitter and LinkedIn have more than 1 billion users and account for almost 25 percent of Internet use Practically overnight social media seems indispensable to our lives from friendship and dating to news and business What makes social media so different from traditional media Answering that question is the key to making social media work for any business argues Miko aj Piskorski one of the world s leading experts on the business of social media In A Social Strategy he provides the most convincing answer yet one backed by original research data and case studies from companies such as Nike and American Express Drawing on his analysis of proprietary data from social media sites Piskorski argues that the secret of successful ones is that they allow people to fulfill social needs that either can t be met offline or can be met only at much greater cost This insight provides the key to how companies can leverage social platforms to create a sustainable competitive advantage Companies need to help people interact with each other before they will promote products to their friends or help companies in other ways Done right a company s social media should benefit customers and the firm Piskorski calls this a social strategy and he describes how companies such as Yelp and Zynga have done it Groundbreaking and important A Social Strategy provides not only a story and data driven explanation for the explosion of social media but also an invaluable concrete road map for any company that wants to tap the marketing potential of this remarkable phenomenon **How We Profit from Social Media**

James White, 2014-11-08 Social media marketing is the process of gaining website traffic or attention through social media sites Social media marketing programs usually center on efforts to create content that attracts attention and encourages readers to share it across their social networks The resulting electronic word of mouth eWoM refers to any statement consumers share via the Internet e g web sites social networks instant messages news feeds about an event product service brand or company When the underlying message spreads from user to user and presumably resonates because it appears to come from a trusted third party source as opposed to the brand or company itself this form of marketing results in earned media rather than paid media Table of Contents Opening Words 6 Why Social Media and Business Intelligence 6 Maturity 6 Cost variety 6 User Friendly 6 Integration 7 The Time is Now 7 Preface Social Media and Business Intelligence 8 1 Introduction 9 2 What is Out in Social Media and what is In 12 3 The 5 Pillars Of Social Media and Business Intelligence 14 3 1 Top CRM Vendors 2012 via CIO Magazine 18 Biggest Companies in Marketing Management and Automation 18 3 3 Top Business Intelligence Products 21 4 The 7 Key Reasons You Need Social Media And Enterprise Marketing 24 5 8 Key Social Media Metrics and Their Actionable Responses 28 6 The Nine Step Enterprise And Social Media Marketing Work Flow 31 7 Linking Enterprise Marketing To Internal Business Processes 35 8 7 Social Media Metrics That Drive Industry Development 39 9 Test The Social Media Enterprise Marketing Waters For Free 41 10 Available Solutions and 17 Essential Questions to

ask a potential vendor 50 11 Index 5 Pillars Top 5 White Papers on SMBI 54 12 About the author 55 *How We Profit from Social Media* James White, 2014-11-29 Social media marketing is the process of gaining website traffic or attention through social media sites Social media marketing programs usually center on efforts to create content that attracts attention and encourages readers to share it across their social networks The resulting electronic word of mouth eWoM refers to any statement consumers share via the Internet e g web sites social networks instant messages news feeds about an event product service brand or company When the underlying message spreads from user to user and presumably resonates because it appears to come from a trusted third party source as opposed to the brand or company itself this form of marketing results in earned media rather than paid media Table of Contents Opening Words 6 Why Social Media and Business Intelligence 6 Maturity 6 Cost variety 6 User Friendly 6 Integration 7 The Time is Now 7 Preface Social Media and Business Intelligence 8 1 Introduction 9 2 What is Out in Social Media and what is In 12 3 The 5 Pillars Of Social Media and Business Intelligence 14 3 1 Top CRM Vendors 2012 via CIO Magazine 18 Biggest Companies in Marketing Management and Automation 18 3 3 Top Business Intelligence Products 21 4 The 7 Key Reasons You Need Social Media And Enterprise Marketing 24 5 8 Key Social Media Metrics and Their Actionable Responses 28 6 The Nine Step Enterprise And Social Media Marketing Work Flow 31 7 Linking Enterprise Marketing To Internal Business Processes 35 8 7 Social Media Metrics That Drive Industry Development 39 9 Test The Social Media Enterprise Marketing Waters For Free 41 10 Available Solutions and 17 Essential Questions to ask a potential vendor 50 11 Index 5 Pillars Top 5 White Papers on SMBI 54 12 About the author 55

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sud sont situés dans le ciel du sud entre la balance et le sagittaire