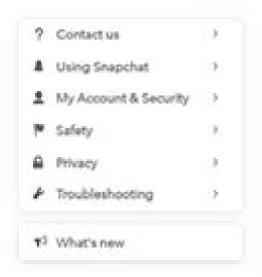


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Digital Marketing. A Case Study of Adidas and Snapchat Ricardo Escoda, 2018-08-28 Case Study from the year 2018 in the subject Business economics Offline Marketing and Online Marketing grade 1 3 International School of Management Campus Munich language English abstract Since market power has moved from enterprises to consumers and global competition has increased substantially managers in almost all industries need to face enormous performance challenges To avoid being replaced by rivals they are forced to be more innovative in establishing and performing their competitive strategies Long term success will not be achieved solely through competitiveness but instead will depend on the ability to evolve new demand and create and gather new markets Therefore marketing is one of the most fundamental topics when concentrating on the customers desires Mainly it is about picking up the clients by delivering a unique feeling in form of a must have product Adidas is counted among one of the global players of sports and lifestyle brands together with its biggest competitors Nike and Puma With an annual revenue of EUR 21 218bn in 2017 over 56 888 employees worldwide and more than 900 million products produced per year the German business is an omnipresent sports and lifestyle brand which became more and more important over the last decades According to Statista it was voted one of the ten most reputable companies worldwide in 2018 being the only sports and lifestyle brand in this ranking In addition Forbes published an article stating that Adidas reached the third place of the World's most valuable sports brands following Nike and ESPN Yet by comparing the global revenues of Adidas Nike and Puma from 2006 to 2017 it can be seen that the company founded in 1924 by Adi Dassler in a small village in Southern Germany called Herzogenaurach is lagging behind Nike's global revenues for many years This is one of the core reasons driving the brand with the three stripes to establish new marketing strategies for diversifying and simultaneously increasing its customer portfolio The sections below concern aspects referring to the research fields E Marketing and E Commerce Online Marketing Online Advertising and Social Media and Mobile Marketing A summary with the most fundamental information is provided at the end of each part Social eCommerce Stephan Spencer, Jimmy Harding, Jennifer Sheahan, 2014-08-01 Want to make money online Then ignore social media at your own risk Social media is vital if you want to your business to thrive and though you can t control the conversations you can influence them This book will teach you how If mismanaged social media can create more noise than signal It can be a time and energy suck for you and your audience Or worse still it can become an echo chamber for negative PR If done well guerrilla social media marketing can help you persuade command attention establish dialogue differentiate yourself capture new markets and outmaneuver the competition all on a shoestring budget Whether you re selling digital goods and services physical goods or local services this book has the answers Strategize and optimize your social presence in ways you didn t know were possible Drive more clicks and sales with better performing Facebook ads Develop remarkable content with viral potential Manage your online reputation instead of letting it manage you Integrate social media into your SEO strategy and vice versa

Leverage online influencers to promote your brand and become an influencer yourself **Social Media Marketing** All-in-One For Dummies Jan Zimmerman, Deborah Ng, 2017-04-18 The bestselling social media marketing book Marketing your business through social media isn t an option these days it s absolutely imperative In this new edition of the bestselling Social Media Marketing All in One For Dummies you ll get comprehensive expert guidance on how to use the latest social media platforms to promote your business reach customers and thrive in the global marketplace Social media continues to evolve at breakneck speed and with the help of this guide you ll discover how to devise and maintain a successful social media strategy use the latest tactics for reaching your customers and utilize data to make adjustments to future campaigns and activities Plus you ll find out how to apply the marketing savvy you already have to the social media your prospects are using helping you to reach and keep more customers make more sales and boost your bottom line Includes the latest changes to Facebook Twitter Pinterest LinkedIn YouTube and more Offers tips for engaging your community and measuring your efforts Explains how to blend social media with your other online and offline marketing efforts Shows you how to leverage data to learn more about your community Don t get left behind Let this book help you get the most from every minute and dollar you spend on marketing Advances in Design, Music and Arts III Daniel Raposo, João Neves, Ricardo Silva, Luísa Correia Castilho, Rui Dias, 2024-12-01 This book presents cutting edge methods and findings that are expected to contribute to significant advances in the areas of communication design fashion design interior design and product design as well as musicology and other related areas It especially focuses on the role of digital technologies and on strategies fostering creativity collaboration education as well as sustainability and accessibility in the broadly intended field of design Gathering the first volume of the proceedings of the 9th EIMAD conference held in hybrid format from 27 to 29 June 2024 and organized by the School of Applied Arts of the Polytechnic Institute of Castelo Branco in Portugal this book offers a timely guide and a source of inspiration for designers of all kinds advertisers artists and entrepreneurs as well as educators and Fashion Business and Digital Transformation Charlene Gallery, Jo Conlon, 2024-06-28 communication managers Fashion Business and Digital Transformation provides a practical and holistic overview of the fashion industry and the key technologies impacting the fashion supply chain It covers product design and development production sales and customer experiences in physical online and virtual environments The key technologies impacting the ecosystem are explored including artificial intelligence virtual reality augmented reality digital fashion design NFTs 3D textiles and blockchain Strategic concepts such as retail tainment phygital gamification and e commerce are analysed alongside the effect of these key strategies for both the retailer and the customer Theoretical foundations are supported by extensive use of examples interviews and case studies drawn from a wide range of global fashion disrupters and cutting edge brands Engaging activities exercises and technical step by step guides are incorporated throughout which will both consolidate how technology is driving change in the industry but also equip the reader with the key skills and digital literacy capabilities

required by future practitioners Online resources include chapter by chapter PowerPoint slides a test bank and links to further resources This examination of the digital transformation of the fashion industry will be essential reading for advanced undergraduate and postgraduate students of Fashion Management Fashion Business and Fashion Technology **Beckett**Football Card Price Guide James Beckett,2004-09 The 21st edition of this popular guide includes virtually every football card ever produced Highlights prices and listings of cards featuring players and teams both college and professional from 1894 to present Also includes coverage of autographs collectible programs starting lineups and more *Business Strategy and Management Principles. Marketing Strategy of a Visual Commerce Startup Friederike Berg,2019-11-20 Seminar paper from the year 2018 in the subject Business economics Miscellaneous grade very good language English abstract This paper gives an executive summary and a generated marketing strategy of the visual commerce startup that is called Virtual Glutton VG The executive summary incorporates a brief overview of the company its legal structure its target market its business model its human resources its marketing and sales its financial summary its technology as well as its research and development R D It is initiated to use as a pitch deck The research about the marketing strategy describes instruments using the example of Virtual Glutton to explain how to build a superior strategy and how to increase the number of customers

Likeable Social Media, Third Edition: How To Delight Your Customers, Create an Irresistible Brand, & Be Generally Amazing On All Social Networks That Matter Dave Kerpen, Michelle Greenbaum, Rob Berk, 2019-02-22 Harness the power of social media to attract new customers and transform your business More than three billion people are now on social media If you re not in the social media marketing game you re not in the game at all From one of the world's leading figures in the world of social media marketing Likeable Social Media reveals everything you need to know about building your brand and attracting and need to know insights into existing platforms content including Instagram LinkedIn and Facebook stories Likeable Social Media shows you how to Engage customers and crowdsource innovation online Create content that resonates with consumers and provides value Integrate social media into the entire customer experience Effectively deal with criticism and negative feedback on social media Grow your audience across social channels and much more Talk to Me James Vlahos, 2024-05-21 To chat with the author ask your Alexa device to open the voice computing book The next great technological disruption is coming The titans of Silicon Valley are racing to build the last best computer that the world will ever need They know that whoever successfully creates it will revolutionize our relationship with technology and make billions of dollars in the process They call it conversational AI Computers that can speak and think like humans may seem like the stuff of science fiction but they are rapidly moving toward reality In Talk to Me veteran tech journalist James Vlahos meets the researchers at Amazon Google and Apple who are leading the way He explores how voice tech will transform every sector of society handing untold new powers to businesses overturning traditional notions of privacy upending how we access information and fundamentally altering the way we understand human consciousness And he even tries to understand the

significance of the voice computing revolution first hand by building a chatbot version of his terminally ill father Vlahos s research leads him to one fundamental question What happens when our computers become as articulate compassionate and creative as we are The Social Business Imperative Clara Shih, 2016-03-25 Social media is now the dominant online activity and drives more website traffic than online search The implications for businesses are as profound as the rise of Google 15 years ago Amidst the demands of running a business it can be alluring to fully delegate digital to the digital team But in today s wired environment digital is actually everyone s job Company leaders and professionals must seek to personally grasp the tectonic changes arising from the always connected customer and then rethink traditional business models business practices and even their own job responsibilities and careers accordingly In The Social Business Imperative Silicon Valley entrepreneur and renowned thought leader Clara Shih identifies powerful new opportunities created by social media across the entire customer lifecycle As described in the book s foreword written by Starbucks Chairman and CEO Howard Schultz this guide is a must read for all professionals From boards of directors CEOs and Chief Marketing Officers to to front line sales managers recruiters IT and compliance directors no role is untouched by the social mobile digital transformation This book explains how to adapt and thrive in this brilliant new world order by understanding the transformation taking place not only in one s own department but across the customer journey Only with this broader understanding can functional leaders collaborate on delivering a cohesive experience spanning previous organizational silos Going far beyond her global bestseller The Facebook Era Shih offers unprecedented insights into why and how traditional organizations must re imagine their existing business processes to capture the digital last mile across social mobile messaging apps Internet of Everything and the collaborative economy Drawing on her immense experience helping Fortune 500 companies operationalize digital transformation to drive measurable uplift in sales and loyalty Shih also presents powerful new case studies spanning multiple industries and companies from Wells Fargo to Warby Parker A book worth reading a voice worth listening to from a leader of real consequence A clarion call on the promise and potential of social channels to transform business Walter Robb Co CEO Whole Foods Market This is a must read for any business leader who wants to thrive in this time of disruptive change Chip Bergh President CEO Levi Strauss Co Whether you re a global brand small local business or individual who wants to turn your passion into a livelihood this book simply and clearly articulates how to channel the power of social media to delight audiences and grow your business Marne Levine COO of Instagram Almost overnight social media has transformed business and the way we as companies interact with our customers In a way social media has become part of everyone s job Clara s book gets right to the heart of the matter and gets us thinking critically about what could be next on this roller coaster ride Robin Hayes President and CEO JetBlue The power of Clara's book is it highlights not only social media practices but fundamental business practices and how company leaders need to entirely rethink customer engagement models The implications for every business regardless of industry or geography of

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