Record Nr. UNINA9910816098903321 Autore Moriuchi Emi Titolo Social media marketing: strategies in utilizing consumer-generated content / / Emi Moriuchi New York, NY:,: Business Expert Press,, 2019 Pubbl/distr/stampa **ISBN** 1-948976-79-X Edizione [Second edition.] 1 online resource (167 pages) Descrizione fisica 659.144 Disciplina Soggetti Internet advertising Social media - Marketing Online social networks in business Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Nota di bibliografia Includes bibliographical references and index. Chapter 1: What Is Consumer-Generated Content? -- Chapter 2: Nota di contenuto Consumer-Generated Content and Web 2.0 -- Chapter 3: Trustworthiness of Consumer-Generated Content -- Chapter 4: A Cross-National Perspective on Consumer-Generated Content --Chapter 5: The Impact of Influencer Marketingon Consumer-Generated Content -- Chapter 6: Optimizing Consumer-Generated Content. Sommario/riassunto Faced with constant changes in consumer behavior, marketers are seeking various tools to promote and market their brands. Among those tools, the most impactful is consumer-generated content (CGC). CGC is viewed as consumers' vote of confidence, which is a form of social proof. CGC allows consumers to be involved with the companies' marketing strategy. Brands and companies have enabled consumers to be producers of original content, cocreators for an existing brand, and curators for trending ideas in the marketing place. The author explains why it is even more important today that brands need consumers' voices to advocate their brands. In this lively and practical book, she uses theories to explain consumers' psychology and offers practical examples of which social media platforms are conducive to CGC and why. In addition, she explains how consumers use CGC in different

countries, the importance of influencer marketing, and ultimately

teaches the strategy of using CGC effectively.