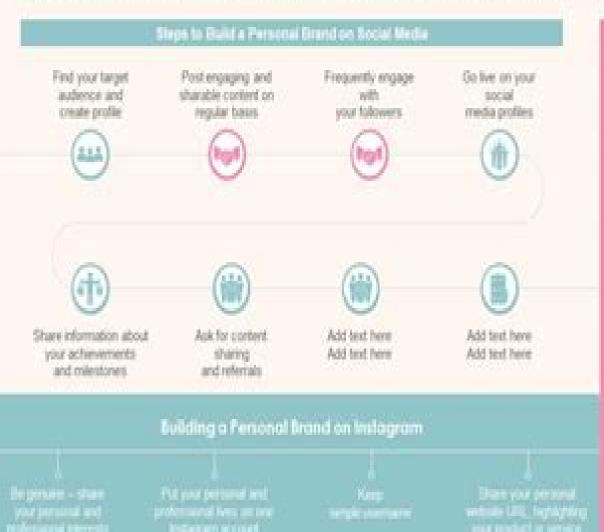
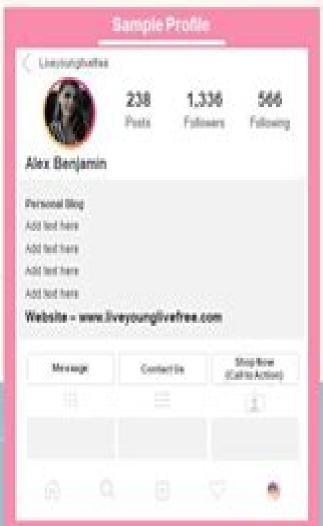
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Thesis from the year 2018 in the subject Business economics Offline Marketing and Online Marketing grade 1 3 University of M nster Institute for Value Based Marketing language English abstract The following study investigates the influence of traditional design stimuli applied to a brand post on the consumer s engagement rate on Instagram Consumer engagement thereby represents the effectiveness of a brand post and is defined by the ratio of the number of likes of a brand post and the number of followers of the brand Aiming at analyzing the effectiveness of traditional design stimuli on Instagram the author gathers 450 Instagram brand posts from five different product categories which are subsequently assessed and coded The researcher then conducts a regression analysis as this allows to evaluate the influence of the traditional visual design stimuli on the consumer's engagement rate Whereas novel cognitive demanding stimuli are not found to influence the engagement rate for a brand post certain physically intensive prominent stimuli as well as some affective emotional stimuli have a significant influence The present study further investigates the moderating effect of brand knowledge on the magnitude of the stimuli s influence on consumer engagement rate The results indicate that brand knowledge has a moderating effect on certain stimuli For all other stimuli the influence on the engagement rate does not change for different levels of brand knowledge The results further show that design stimuli applied in brand posts on Instagram differ in their impact on the engagement rate depending on the product category shown in the brand post These findings can be used by managers to exploit the benefits of social media marketing on Instagram Likeable Social Media: How to Delight Your Customers, Create an Irresistible Brand, and Be Generally Amazing on Facebook (& Other Social Networks) Dave Kerpen, 2011-06-07 THE NEW YORK TIMES AND USA TODAY BESTSELLER The secret to successful word of mouth marketing on the social web is easy BE LIKEABLE A friend s recommendation is more powerful than any advertisement In the world of Facebook Twitter and beyond that recommendation can travel farther and faster than ever before Likeable Social Media helps you harness the power of word of mouth marketing to transform your business Listen to your customers and prospects Deliver value excitement and surprise And most important learn how to truly engage your customers and help them spread the word Praise for Likeable Social Media Dave Kerpen's insights and clear how to instructions on building brand popularity by truly engaging with customers on Facebook Twitter and the many other social media platforms are nothing short of brilliant Jim McCann founder of 1 800 FLOWERS COM and Celebrations com Alas common sense is not so common Dave takes you on a sadly much needed guided tour of how to be human in a digital world Seth Godin author of Poke the Box Likeable Social Media cuts through the marketing jargon and technical detail to give you what you really need to make sense of this rapidly changing world of digital marketing and communications Being human being likeable will get you far Scott Monty Global Digital Communications Ford Motor Company Dave gives you what you need Practical specific how to advice to get people talking about you Andy Sernovitz author of Word of Mouth Marketing How Smart Companies Get People Talking Little Black Book Otegha Uwagba, 2017-06-15 Little Black Book is THE book of the year for working women with drive Refinery 29

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