

## Social Media Marketing: A Conceptual Review on Applications

Anushka Siriwardana<sup>1</sup>, Milinda Mendis<sup>2</sup>

<sup>1</sup>Doctoral Student – University of Kelaniya, Sri Lanka.

Lecturer, Australian College of Business and Technology

<sup>2</sup>Doctoral Student – University of Colombo

Lecturer, Australian College of Business and Technology, Sri Lanka

Corresponding Author: Anushka Siriwardana

---

**Abstract:** Online networking showcasing has risen as the most famous and successful instrument of promoting and correspondence. The outcome is developing enthusiasm of Brand Directors in utilizing internet based life broadly and tapping the prospects from all finishes. Because of the remarkable development of web, a blasting pattern in the showcasing field (Web-based social networking Advertising) has been returned to in this concept paper. Paper followed a deductive approach and research tool was mainly based on literature reviews. Empirical studies have found over the business sectors and item settings exposing how digitalized media methodologies interface clients to coordinate with brands advanced. Such examinations give contentions and bearings to diagram the viability of new media like online networking choices in business viewpoints. To sum things up, arguments are as yet discovered guaranteeing further examinations to uncover the vital job of web-based life inside digitalized business period. web based life use has enabled associations to partner and attract with customers at different motivations behind the shopper buy cycle, clients have moreover ended up being progressively prejudiced with web based systems administration publicizing and checked substance. Alongside, this paper approaches its main purpose as to investigate the effectiveness of social media towards brand impact.

**Key words:** Social Media Marketing (SMM), Brand Awareness, Brand Loyalty, Customer Engagement, Customer Buying Decision.

---

Date of Submission: 18-04-2019

Date of acceptance: 04-05-2019

---

### I. Background of the Study

The application of social media marketing is extendedly integrated with web life (Brandz, 2010; Kaplan & Heinlein, 2010; Mayfield, 2011; Schivinski & Dąbrowski 2015; Urban, 2012). As per Kaplan & Haenlein (2010), web based life has been referred as "a gathering of Web put together applications that work with respect to the ideological and innovative establishments of Web 2.0, and permit the creation and trade of client produced substance." Sinclair & Vogus (2011) mentioned online life is a wide term that depicts programming devices that make client created substance that can be shared. Online life is mainly attributed by such client created contents (O'Reilly, 2014). Be that as it may, there are some essential highlights for a site to meet the fundamentals as an informal community site: the site must contain client profiles, content, a technique that grants clients to interface with one another and post remarks on one another's pages, and join virtual gatherings dependent on basic interests, for example, design or legislative issues (Sinclair & Vogus, 2011). The expression of person to person communication is regularly utilized via online networking. Alongside, web-based social networking is diverse on the grounds that it enables members to join by producing individual data profiles and welcoming companions and associates to approach those profiles (Kaplan & Haenlein 2010). Accordingly, online life is nature in which long range interpersonal communication happens and has changed the manner by which customers assemble data and make purchasing choices.

The rise of new data and correspondence advances, especially the Web and informal communities, has changed market elements, undermining the aggressive places of firms and expanding the intensity of customers (Urban, 2012). The online-based social networking strategies have changed customer utilization propensities by giving purchasers better approaches for searching for, surveying, picking, and purchasing merchandise and enterprises (Albors, Ramos & Hervas, 2008). These advancements impact how advertisers work and influence promoting rehearses regarding both system and strategies by giving advertisers new difficulties and troublesome decisions (Thomas, 2007). Web based life Showcasing has risen as the most prominent and compelling device of promoting and correspondence. The organizations are utilizing web based life battles to draw in the prospects and making the current clients brand committed. As the utilization of online life is expanding at a quick pace, nevertheless existing social organizers, private business firms and government bodies are likewise utilizing the stages as specialized instruments. (Albors, et.al.2008; Kim & Ko, 2012). Online life attributes all web-based mechanical applications and as per the standards of Web 2.0, it influences creation and trade of client produced

substance whilst encouraging communication and joint effort amongst the members (Kaplan and Haenlein, 2010). Such applications incorporate sites and microblogs, (for example, Twitter), long-ranged interpersonal communication locales, (for example, MySpace and Facebook), virtual universes, (for example, Second Life), collective tasks, (for example, Wikipedia), content network destinations (e.g., YouTube, Flickr), and destinations devoted to input (for example online gatherings; Chan and Guillet, 2011; Mangold and Faulds, 2009). The application of such instruments play a pivotal role in modern business environment reshaping marketing strategies to penetrate consumer responses.

### **1.1 Purpose of the Study and Methodology**

Although online life promoting is an all-around inquired matter, it has been concentrated through researches confirming advantages retailers gain via social media related promotional strategies. As per many multi-disciplinary works found, it is has certain that reviews are concentrating on portraying how internet based life advertising influences purchasing behaviors of clients with respect to long range informal communication. In spite of the underlying advancement made by specialists, improvements around there of concentrate has been restricted (Mangold & Faulds 2009; Siriwardane, 2018). Marketers and retailers are using locales as another approach to achieve shoppers and give another approach to shop. The ascent of ground-breaking web search tools, propelled cell phones and interfaces, shared correspondence vehicles, and online interpersonal organizations have stretched out advertisers' capacity to achieve customers through new touch focuses" (Mady 2011). However, arguments are yet found to rethink how effectively such contents generate brand related results across the countries (Siriwardane & Dissanayake, 2018). Empirical evidences suggest to further examine the effectiveness of social media marketing and the involvement of web life in relations to commercial gains against the investments made. Everson (2014) suggested that Brands ought to have a social examination group which can legitimately screen and draw in target gatherings of people on internet based life stages particularly in light of the fact that network supervisors can't battle this fight alone. The expanded use of the Web based life has changed the way individuals collaborate and convey. It has turned out to be extremely simple for the Brands to advance and publicize their Items through Internet based life systems. There are cases and practice related issues found with reference to social medial marketing and web life related contents being used (Schivinski & Dąbrowski, 2015). Customer engagement is still argued as concluded options or mechanisms with regard to online content marketing applications (Godey, Manthiou, Pederzoli, Rokka, Aiello, Donvito & Singh, 2016). Conclusively, knowledge gaps are highlighted in terms of the use, effectiveness and customer engagements leading to brand performances within the context of online media marketing in overall (Filo, Lock, & Karg, 2015).

Accordingly, this paper attempts to investigate how empirical evidences are found discussing the role the effectiveness of social media towards brand impact in modern business context. Paper followed a deductive approach and research tool was mainly based on literature reviews (MacInnis, 2004). It attempted to review empirical thoughts as an organized content on how social media connects to consumer engagement process in different faces. Finally, conclusion is made suggesting further research priorities whilst managerial implications are also denoted.

## **II. Literature Review**

This paper presents the literature review by mainly focusing to empirical overview on social media and brand engagement whilst specific attention is made towards the convergence on social media and its impact on consumer engagement. Additionally, content explains how social media emerged as denoted in empirical studies.

### **2.1 Social Media Marketing**

Online life has changed business associations from value-based relationship to a social relationship (Karimi & Naghibi, 2015). It promotes adequate space to business associations to keep up an effective, durable and esteem included association with their clients. It enables a venture to associate with both existing and potential clients, draw in with them and fortify a feeling of network around the business association's items and administrations (Mangold & Faulgd, 2009). The abnormal state of utilization and connection of online networking enormously impacts the business condition which is therefore presented to a change in outlook. This results correspondenceto be more extensive systems for the representatives and every one of the accomplices of the associations (Georgescu & Popescu, 2015). As per Kemp (2016), contemplating social brain science among web clients presumed that there is a wealth of communication going on out there in the internet, and it is having shockingly solid consequences for individuals' "reality". Matthews (2010) remarked that online networking is a progressive specialized apparatus that has immediately changed the routes in which advertising is worked on. This influences proper corporate interchanges for some organizations.

Such online information sharing enables corporate correspondences process removing bottlenecks of traditional options being used whereby corporate and the partners have the power in a message (Matthews, 2010). Additionally, Hoffman & Marek, (2010) emphasized that successful online networking methodologies result brands by fulfilling client necessities to make, expend, associate and control in social web. Further, in a very much planned online networking campaign, customers are probably going to spread viral recordings, make extra brand related substance, tweet about the brand and post their encounters on Facebook (Mill & Lammas, 2010). This denotes Internet 2.0 web-based social networking is a possibly amazing mechanism for discovering key customer influencers, connecting with them, and producing brand advocates. Further, by taking advantage of or making their very own online social networks, social media advertisers can impact a brand network and conceivably impact buyer conduct (Mander, 2015). It is clear to conclude Internet based life is a specialist of progress and a wellspring of chances for promoting strategists who will figure out how to work in another business condition that puts the client again on the highest point of corporate needs. As per Balakrishnan, Dahnil & Yi (2014), web-based showcasing correspondences including online networks and online advertisements are successful in advancing brand steadfastness and item buy aim through organization site and web based life stages. Meanwhile, Shen & Bissell (2013) demonstrate that organizations can improve brand mindfulness and brand picture through upgrading client commitment on long range informal communication destinations, bringing about brand unwaveringness support. Online life can produce brand mindfulness, brand affiliations and making distinctive impacts on client based brand value (Pham & Gammoh, 2015). Thus, it clears that social media marketing has reshaped the strategies and consumer engagement opportunities with brands in the contemporarily business word.

## **2.2 Virtual Brand Community (VBC)**

VBC can be described as aggregations of consumers that occur on the internet because of their interest in some brand or product" (Georgi & Mink 2012). In particular, a brand network is a gathering of individuals who share a similar enthusiasm for a specific brand or item (Casaló, Favián & Guinalú 2008). Generally speaking, VBC's are "the site[s] of complex brand meaning creation and utilization endeavors" (Valtari & Kärkkäinen 2016). Casaló, Favián and Guinalú (2008) found when a part is trusting of the VBC that they are part of, it expands their measure of support, and buyers who have a positive interest on it results increasingly faithful to the brand. It denotes trust is a focal angle to ensure the VBC's survival. Cha (2009) presumes that security is a central point influencing a purchaser's suppositions toward long-ranged interpersonal communication locales and can eventually affect trust. Since VBCs rely upon individual clients' cooperation, both gathering solidarity and mindfulness can fortify clients' fulfillment with a VBC (Casaló, Favián and Guinalú 2008). As per some empirical thoughts, it shows the ground-breaking influence within VBC highlighting online communication amongst customers motivates purchasing conduct (Guinalú, 2008; Siriwardane & Dissanayake, 2018).

Some VBC inquires about concentrated on the idea of social character and gathering standards as an angle that emphatically impacts online gatherings' purchasing conduct. The nature and culture of social media groups influence manners in which individuals from such gatherings interpret and connect significance to brands and items (Filo, Lock, & Karg, 2015). Gathering standards speak to the arrangement of shared objectives, convictions, and qualities that the gathering individuals pursue. Social personality refers to the qualities and convictions of a group elates conduct (Zeng, Huang & Dou 2009). Network individuals attributed by solid social gathering are bound to have amass goals to acknowledge publicizing in online networks (Zeng, et.al. 2009). For example, on the off chance that a Facebook aggregate is focused on extravagance brands, at that point advertisements relating to top of the line items are progressively significant to individuals from the VBC. A few individuals devour promotions all the more effectively by tolerating the implications in which they contain, while others decipher the advertisements by appending significance to the brand spoke to dependent on their own encounters. (Laroche, Habibi, & Richard, 2013)

Additionally, Pookulangara and Koesler (2011) presume that culture does in actuality impact how people act and see an occasion on innovation based applications, for example, internet based life. This implies a person's social or ethnic foundation will impact how they will translate web-based social networking and its substance. "Person to person communication has permitted the development of new culture where it is never again molded by simply singular qualities and philosophies, yet additionally by new customs and specialized apparatuses in the social space of Web 2.0" (Pookulangara & Koesler, 2011). Retailers should be aware of the significance of culture while using web based life, since informal communities are a converging of various societies and the production of new online societies (Pookulangara & Koesler, 2011). Usually, global brands try to maintain unique brand identity across the countries (Dissanayake & Amarasuriya, 2015). Thus, close communication with consumers is critically important to promote brands across the countries. Likewise, social foundations and conventions may factor into the detailing of a buyer's sentiment and disposition towards a brand or item. We also propose brand community effect is critically important for firms and brands to motivate extended consumer engagements. As per empirical thoughts referred, online brand community engagements are

encouraged via web based life and social medial marketing contents. This is an important avenue for today's marketers to integrate their brand communication programs.

### **III. Discussion on Social Media Marketing and Consumer Buying Behavior**

Due to data innovation advancement, set apart by the ascent of online life, the manners in which individuals convey and socialize has changed definitely (Wijaya 2012). Web-based social networking has a few qualities that make it in a general sense not the same as conventional media like newspapers yet the most unmistakable distinction is its standard participative nature (Evans 2010). For buyers, online life empowers free association with other individuals, organizations and associations, and permits for example to share and make substance and make audits and evaluations. From being an audience, customers have turned out to be dynamic standard participants of the talk (Singh &Sonnenburg 2012), and outreach from purchasers to advertisers has turned out to be radically more vital than advertisers' effort for shoppers (Court 2009).

As indicated by Mangold &Faulds (2009), online networking empowers firms to speak with their clients and furthermore enables clients to speak with one another. Correspondences among firms and their clients help assemble brand devotion past customary strategies (Jackson, 2011; Kaplan &Haenlein, 2010), which yield to the advancement of products and services just as the setting up of online networks of brand adherents (Kaplan &Haenlein, 2010). Besides, discussions amongst clients supply firms with new methods for expanding brand mindfulness, brand acknowledgment, and brand review (Gunelius, 2011). Presently, rivalry is exceptional in the assembling and administrations segments, which makes client's devotion job more conspicuous than past. In today's perspective, such clients' related information sharing and creation has been more concerned matter (Heidarzadeh&Hoseini, 2008). Nowadays, pulling in clients' reliability and keeping up this brand certainty is considered as a test in aggressive markets. Because of expanding web entrance rate on the planet and the general utilization of these apparatuses, the need of seeing online life promoting applications are much highlighted. Promoting entertainers had stressed on the primary job of relational connections impact on making an inspirational frame of mind towards wanted brand and solid association among clients and brand (Brexendorf, et. al., 2009). However, such social media generated influences found in the present context still finds arguments on effectiveness as per how different countries and economies effectively integrate the contents methodologically (Siriwardane & Dissanayake, 2018).

Accordingly, promoting media and showcasing correspondence technique is firmly influenced by buyer group of onlookers conduct towards publicized brands (Wijaya 2012). The move far from single direction correspondence - from advertisers to purchasers - toward a two-way discussion, has constrained advertisers to work an increasingly orderly approach to fulfill customer requests and oversee informal (Court 2009). It has turned out to be basic to keep up a functioning nearness in social spaces where target clients "live", take part in social networks, distribute intriguing substance and energize informal exchange communication and shopper surveys. Although internet based life use has empowered organizations to associate and draw in with shoppers at various purposes of the consumer purchase cycle, customers have additionally turned out to be increasingly intolerant with online networking advertising and marked substance (Court 2009). Showcasing methodology can't be "pushed" towards the buyers at each phase of the procedure to impact their conduct through customary promoting or direct advertising activities (Court et al. 2009). In brief, pure single direction promoting from organization to client which is being excessively self-evident can be viewed as negative in supporters' mind (Edelman & Singer 2015).

As per Mayfield (2011), online life is changing the manner in which data is imparted to and from individuals around the globe. The fast utilization of web-based life is changing the manner in which associations react to customer's needs and wants and changing the manner in which they react to their rivals (Mayfield, 2011). Advertisers presently have the chance to take part in more extensive and inventive types of online broad communications by utilizing web-based life promoting instruments (Stelzner, 2010). Web-based social networking showcasing is about enthusiasm, feeling and certifiable articulation towards a brand (Brandz, 2010). The development of web-based life and by affiliation e-WOM (electronic word of mouth) has empowered buyers to collaborate with one another in the virtual world and to impart their recognitions and insights of brand esteem (Severi, Ling, &Nasermoadeli 2014). Web-based life showcasing in this manner speaks to correspondence open doors for advertisers to contact more extensive crowds (Kweskin, 2007). People need information communication technology (ICT) related infrastructure to enjoy such facilitated lifestyles in a connective knowledge based society (Dissanayake, 2011). As per the commercialized perspective, advertisers are blessed by significant data which influences fabricating and keeping up customer connections (Evans, 2010). We highlight new generation can be more penetrated via social media as it provides online business communities create customer engagement with advertised brands (Olenski,2012; Siriwardane&Dissanayake,2018).

As indicated by Olenski (2012), online life most likely has impacts on sales, loyalty and brand awareness as the business world is more spotlight on serving and pleasing clients. Because of the digitalization,

purchasing practices are not exclusively affected by conventional channels but rather likewise reach out to online stages. However, utilizing online life advertising can be a dangers vector since online advertisers don't have full control via web-based networking media. Preferences and basic control additionally rely on outside gatherings through surveys, referrals and other client created substance (Constantinides & Wellspring, 2008). The user generated contents (UGC) act as positive information push for brands but it may affect badly when it creates misleading information to other clients or communities. According to Edelman & Singer (2015), extensive information sharing on self-based contents might provide negative influences to the subjects being promoted within web-based formats. This paper invites extended studies across the countries and product categories to unveil how effectively web-based life is being utilized by firms in relation to consumer engagement with brands and related informational contents.

#### **IV. Conclusion**

In overall, investigations had confirmed that retailers can build attention to their image by being inventive while connecting with clients via web-based networking media destinations. Since more customers are utilizing web based life (e.g., Twitter, Facebook, MySpace, and LinkedIn) that motivates shopping choices, web-based media has turned out to be imperative (Shankar, 2011). As per Curran (2011), web-based social networking locales, for example; Facebook is superior to other publicizing roads since it stores data on clients guaranteeing intensive promotional options for retailers. Online life destinations are an extraordinary stage for retailers to make an ordeal and retailers can utilize data via web-based networking media locales to improve client involvement with their image. Empirical arguments are gaps are still found to investigate the effectiveness of online contents with regard to consumer engagements (Godey, et.al.2016; Shankar, 2011; Siriwardane & Dissanayake, 2018).

Moreover,(Ashley &Tuten, 2015) highlighted firm can enhance profit by informal communities to foresee the probability of procurement aim. This should be possible by considering a company's decision of network (for example Facebook, Instagram, Pinterest and so on.) and by looking at that network's information. Surveying a system's information generously improves an organization's showcasing endeavors since it furnishes the organization with imperative data on the system's users, which decides the best web-based life strategies (Hill, et.al. 2006). Sinclair and Vogus (2011) referred that huge organizations are seeing internet-based life destinations as key tools and a few organizations are hiring contracting representatives to regulate their online life pages. It concludes that even though both negative and positive sentiments are shared via social media networks, shoppers hardly get passive recipients (Sinclair &Vogus, 2011). Thus, we denote that promoting brands via web-based networking media strengthens the requirement for retailers to be dynamic members in person to person communication within the virtual brand networks they make. Online networking offers incredible potential for brand introduction. Particularly web-based social networking plat-forms like Facebook and Instagram empower constant and rehashed introduction among clients that have chosen to pursue a brand. Following a brand is an indication of enthusiasm towards a brand(Curran, 2011). Thus, it is evident that web-based life of consumers is a comprehensive opportunity for retailers provided they strategically use those information sharing and motivational clues within the virtual space. Further, business applications within online communication avenues are found in different life style and services related business models including entertainments, health services, financial services and retail transactions in general. Consumer responses towards services sector brands in the digital context is a noted research priority (Dissanayake & Weerasiri, 2017). Thus, we suggest empirical studies to critically examine the effectiveness of online strategies including social media marketing towards those sectors in different markets. The responsiveness of communities in web based context may have different outcomes as per consumer profiles and country perspectives. Thus, extended studies are needed to examine the effectiveness of such online marketing applications in different services and life style related business models in different markets.

#### **Reference**

- [1]. Albers, J., Ramos, J. C., &Hervas, J. L. (2008). New learning network paradigms: Communities of objectives, crowdsourcing, wikis and open source. *International Journal of Information Management*, 28, 194–202.
- [2]. Ashley, C., &Tuten, T. (2015). Creative strategies in social media marketing: An exploratory study of branded social content and consumer engagement. *Psychology & Marketing*, 32(1), 15–27.
- [3]. Balakrishnan, B. K., Dahnil, M. I., & Yi, W. J. (2014). The Impact of Social Media Marketing Medium Toward Purchase Intention and Brand Loyalty Among Generation Y. *Procedia - Social and Behavioral Sciences*. 148(43) 177- 185.
- [4]. Bashar, A., Ahmad, I., &Wasiq, M. (2012). Effectiveness of social media as a marketing tool: an empirical study. *International Journal of Marketing, Financial Services &Management Research*, 1(11), 88-99.
- [5]. Brandzcom. (2019). Brandzcom. Retrieved 25 March, 2019, from <http://www.brandz.com/output/brandz-top-100.aspx>
- [6]. Casalo, L. V., Flavián, C., & Miguel Guinaliú. (2008). "Promoting Consumer's Participation in Virtual Brand Communities: A New Paradigm in Branding Strategy." *Journal of Marketing Communications* 14(6). 19-36.
- [7]. Cha, J. (2009). "Shopping on Social Networking Websites: Attitudes towards real versus virtual items." *Journal of Interactive Advertising*, 10(4). 77-93.

- [8]. Chan, N. L., &Guillet, B. D. (2011). Investigation of social media marketing: How does the hotel industry in Hong Kong perform in marketing on social media websites? *Journal of Travel & Tourism Marketing*, 28, 345–368.
- [9]. Constantinides, E., & Fountain, S. J. (2008). Web 2.0.: Conceptual foundations and Marketing Issues. *Journal of direct, data and digital marketing practice*. 9(5). 114-125.
- [10]. Court, D. (2009). The consumer decision journey. *International Journal of Advertising*The Review of Marketing Communications, 76(32), 342-360. Retrieved 3 March, 2019, from <http://www.mckinsey.com/business-functions/marketing-and-sales/our-insights/the-consumer-decision-journey>.
- [11]. Curran, Kevin, 2011. "Advertising on Facebook." *International Journal of E-Business Development* 1: 26-33.
- [12]. Dissanayake D.M.R. &Weerasiri R.A.S. (2017) The Impact of Perceived Effectiveness of Celebrity Endorsement on Perceived Brand Personality. *Journal of Accounting & Marketing*, 6: 244. doi: 10.4172/2168-9601.1000244
- [13]. Dissanayake, D.M.R. & Ismail. ( 2015). Relationship between Celebrity Endorsement and Brand Attitude: With Reference to Financial Services Sector Brands in Sri Lanka, *Conference Proceedings, International Conference on Business & Information (ICBI)*, University of Kelaniya, Sri Lanka, 1-22.
- [14]. Dissanayake, D.M.R. (2011) Information Communication Technology (ICT) Policy of Sri Lanka and its Impacts to Socioeconomic Development: A Review of Sri Lankan Experience, *Journal of Education and Vocational Research* , Vol. 1, No. 2, pp. 53-59.
- [15]. Everson, A. (2014). Five Big Social Media Trends for 2014. *Marketing Profs*, 56(43), 87-110. Retrieved 5 march, 2019, from <http://www.marketingprofs.com/articles/print/2014/24085/five-big-social-mediatictrends-for-2014>
- [16]. Filo, K., Lock, D., &Karg, A. (2015). Sport and social media research: A review. *Sport Management Review*, 18(2), 166–181.
- [17]. Georgescu, M., &Popescu, D. (2015). Social Media – the new paradigm of collaboration and communication for business environment. *Procedia Economics and Finance*, 20(4). 277-282.
- [18]. Georgi, D & Moritz, M. (2012). ECCIQ: The quality of electronic customer-to customer interaction. *Journal of Retailing and Consumer Services* , 54(5), 101-120. Retrieved 11 March, 2019, from <http://dx.doi.org/10.1016/j.jretconser.2012.08.002>
- [19]. Godey, B., Manthiou, A., Pederzoli, D., Rokka, J., Aiello, G., Donvito, R., & Singh, R. (2016). Social media marketing efforts of luxury brands: Influence on brand equity and consumer behavior. *Journal of Business Research*, 69(12),5833–5841.
- [20]. Gruen, T.W., Osmonbekov, T. &Czaplewski, A.J., (2005). eWOM: The impact of customer-to-customer online know-how exchange on customer value and loyalty. *Journal of Business Research*. 59(15). 449-456.
- [21]. Gunelius, S. (2011). 30 minute social media marketing: Step by step techniques to spread the words about your business. New York: McGraw-Hill.
- [22]. Hill, S., Foster P. &Chirs, V. (2006). Network Based Marketing: Identifying Likely Adaptors via Consumer Networks. *Statistical Science* 21(35). 256-276.
- [23]. Hoffman, D. L., & Marek, F. (2010). Can You Measure the ROI of Your Social Media Marketing.MIT Sloan: *ManagementReview*, 52(1), 41-49
- [24]. Jackson, N. (2011). Infographic. Using social media to build brand loyalty, 44(12), 34-50. Retrieved 19 march 2019, from <http://www.theatlantic.com/technology/archive/2011/07/infographic-using-socialmedia-to-build-brand-loyalty/241701>.
- [25]. Kaplan, A. M., &Haenlein, M. (2010). Users of the world, unite! The challenges and opportunities of social media. *Business Horizons*, 53(32). 59–68.
- [26]. Karimi, S., Naghibi, H.S. (2015), Social media marketing (SMM) strategies for small to medium enterprises (SMES). *International Journal of Information, Business and Management*, 7(4), 86-98.
- [27]. Kim, A. J., &Ko, E. (2012). Do social media marketing activities enhance customer equity? An empirical study of luxury fashion brand. *Journal of Business Research*, 65(10), 1480-1486.
- [28]. Kweskin, D. (2007). Measuring and maximizing all your consumer touch points. *DTC Perspectives*, 58(24), 65-85.
- [29]. Laroche, M., Habibi, M. R., & Richard, M. O. (2013). To be or not to be in social media: How brand loyalty is affected by social? *International Journal of Information Management*, 33(1), 76–82.
- [30]. MacInnis, D. (2004). Where Have All the Papers Gone. *Association for Consumer Research Newsletter*, 21(2), 1-3.
- [31]. Mady, T. (2011). Sentiment toward marketing: Should we care about consumer alienation and readiness to use technology? *Journal of Consumer Behavior*, 10(4), 192-204.
- [32]. Mckenna, K. Y., &Bargh, J. A. (1999). Causes and Consequences of Social Interaction on the Internet: A Conceptual Framework. *Media Psychology*, 1(3), 249-269.
- [33]. Mander, J. (2015). The-latest-social-networking-trends. *The-latest-social-networking-trends*, 78(45), 326-432. Retrieved 5 march, 2019, from <http://www.globalwebindex.net/blog/Agwi-social-q4-2014>
- [34]. Mangold, W. G., &Faulds, D. J. (2009). Social media: The new hybrid element of the promotion mix. *Business Horizons*. 52(16), 357–365.
- [35]. Matthews, L. (2010). Social Media and the Evolution of Corporate Communications. *Journal of Undergraduate Research in Communications*, 1(1), 17-23.
- [36]. Mayfield, T.D. (2011). What\_is\_Social\_Media\_iCrossing\_. Retrieved 5 March, 2019, from [www.icrossing.co.uk/.../ebook.pdf](http://www.icrossing.co.uk/.../ebook.pdf)
- [37]. Muñiz, A. M. &Schau, H.J. (2007). Vigilante Marketing and Consumer Created Communications." *Journal of Advertising* 36(12). 35-50.
- [38]. Miller, R., & Lamma, N. (2010). Social media and its implications for viral marketing. *Asia Pacific Public Relations Journal*, 11(5), 1-9.
- [39]. Schivinski, B., &Dabrowski, D. (2015). The impact of brand communication on brand equity through Facebook. *Journal of Research in Interactive Marketing*, 9(1), 31–53
- [40]. Severi, E., Ling, K C. &Nasermoadeli, A. (2014). The Impacts of Electronic Word ofMouth on Brand Equity in the Context of Social Media. *International Journal of Business and Management*, 9(8).
- [41]. Shankar, V. 2011. "Innovations in Shopper Marketing: Current Insights and Future Research Issues." *Journal of Retailing*. 18(26). 27-35.
- [42]. Shen, B., & Bissell, K. (2013). Social Media, Social Me: A Content Analysis of Beauty Companies' Use of Facebook in Marketing and Branding. *Journal of Promotion Management*, 19(5), 629-651.
- [43]. Sinclair, J.K &Clinton, E. . (2011). Adoption of social networking sites: an exploratory adaptive structuration perspective for global organizations. *Information Technology Management* , 44(12), 293-314. Retrieved 5 march 2019, from doi 10.1007/s10799-011-0086-5
- [44]. Singh, S. &Sonnenburg, S. (2012), Brand Performances in Social Media. *Journal of Interactive Marketing*, 26(4). 189-197.
- [45]. Siriwardana, A. (2018). Role of Social Media towards Consumer Behavioral Perspective, *International Journal of Social Sciences and Management Review*, 1(1), 30 - 40.
- [46]. Siriwardana, A. & Dissanayake, D.M.R. (2018). Social Customer Relationship Management (SCRM) in Contemporary Business Era, *International Journal Business and Management Invention (IJBMI)*, 7(9), 59-64

- [47]. Stelzner,, M.A. (2010). Social Media Marketing | Social Media Examiner. Retrieved 12 march, 2019, from <https://www.socialmediaexaminer.com/social-media-marketing-industry-report-2010/>
- [48]. Thomas, A. .R. (2007)). The end of mass marketing: Or, why all successful marketing is now direct marketing. *International Journal of Internet Marketing and Advertising*, 4(1), 6–16.
- [49]. Pham, P. H., & Gammoh, B. S. (2015). Characteristics of social media marketing strategy and customer-based brand equity outcomes: A conceptual model. *International Journal of Internet Marketing and Advertising*, 9(4), 321-337.
- [50]. Pookulangara, S. & Kristian, K. (2011). “Cultural Influence on Consumers’ Usage of Social Networks and its’ Impact on Online Purchase Intentions.” *Journal of Retailing and XonsumerServices* 18(9). 348-354.
- [51]. Urban , G. (2012). Don’t just relate—Advocate! . In Crandell, A (Ed), A blueprint for profit in the era of customer power. New Jersey: Wharton School Publishing.
- [52]. Wijaya, B.S. (2012). The Development of Hierarchy of Effects Model in Advertising. *International Research Journal of Business Studies*. 5(1). 73-85.
- [53]. Zeng, F., Li, H., &Wenyu, D. (2009). “Social Factors in User Perceptions and Responses to Advertising in Online Social Networking Communities.” *Journal of Interactive Advertising* 10(20). 1-13.

Anushka Siriwardana. " Social Media Marketing: A Conceptual Review on Applications." IOSR Journal of Business and Management (IOSR-JBM), Vol. 21, No. 5, 2019, pp. – 54-60.