

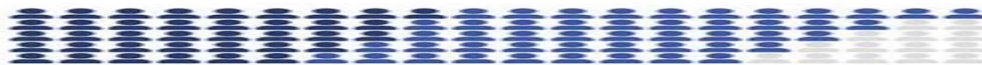
B2B Content Marketing 2015 Benchmarks, Budgets & Trends

CONTENT MARKETING REMAINS A PRIORITY

for B2B Marketers

86%
USE CONTENT
MARKETING
TODAY

but only
38%
SAID THEY ARE
EFFECTIVE AT IT



28%
ALLOCATED TO
CONTENT MARKETING
on average

55%
expect to INCREASE
THEIR CONTENT
MARKETING
BUDGET
in the next 12 months

70%
are CREATING
MORE CONTENT
than they did a year ago

A DOCUMENTED STRATEGY PROVES ITS WORTH



PRIMARY ORGANIZATIONAL GOALS FOR B2B CONTENT MARKETING



NOW, LET'S TALK TACTICS...

SOCIAL MEDIA remains the top content marketing tactic, and marketers use an average of six social media platforms to distribute content.



On average,

MARKETERS ARE CURRENTLY WORKING ON 13 INITIATIVES



THE 5 PRIMARY INITIATIVES

Creating more engaging/higher-quality content
Better converting visitors to website
Better understanding of what content is effective — and what isn't
Finding more/better ways to repurpose content
Creating visual content

DEMOGRAPHICS

Survey conducted with American companies in July and August 2014

Survey based on a B2B marketing professionals' survey of 1,000 B2B marketers



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**Simon Kelly, Paul Johnston, Stacey
Danheiser**



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Powerful B2B Content Gay Flashman, 2020-01-03 Guarantee your content marketing engages customers builds trust and converts more with this unique guide to using brand journalism to enhance B2B content written by the former television news journalist for the BBC Sky and ITN Gay Flashman Global audiences are sceptical about advertising content banner ads and promotional messaging at the best of times In the B2B space building an authentic brand is even harder because buying decisions are more complicated and take much longer Building brand trust and credibility requires time and effort Addressing these changes *Powerful B2B Content* will help readers understand the importance of building a brand narrative and demonstrates how successful organizations can create brand journalism that has influence and impact Using the rigour of journalistic practices to construct content that is developed and crafted with a journalist's sensibility this book will help any B2B company to ensure its stories are engaging and eye catching so they can develop trust and attract the attention of the right audiences Building on many years experience in award winning newsrooms Gay Flashman explains What makes a great story What audiences want to hear And shows the most effective ways to deliver it By demonstrating how to create focused content that is tailored to a B2B audience this book will help any b2b marketers or communicators to listen observe and understand their customer's goals to deliver an experience customers know they can trust

B2B Digital Marketing Strategy Simon Hall, 2023-10-03 Hone and perfect your digital marketing skills and learn how to apply them effectively to B2B marketing with the new edition of this bestselling guide *B2B Digital Marketing Strategy* is a clear and practical digital marketing guide that helps readers get to grips with some of the more advanced and complex elements of B2B marketing It gives readers an overview of the latest approaches models processes and solutions as well as examples of technologies to help them deal with key current B2B digital marketing challenges such as those associated with account targeting data utilization and digital campaign management It expertly explains how to incorporate the latest digital methodologies into critical processes such as lead generation customer retention and customer experience personalization This book is an invaluable resource for any professional or student in the B2B space Newly updated this second edition provides two new chapters on digital retention marketing and social media strategies as well as improved guidance on campaign tracking and gamification This practical guide is packed with global case studies and examples such as Danfoss American Express and IBM

Practical Content Strategy & Marketing Julia McCoy, 2017-11-27 Finally a real life practical industry guide on content strategy and marketing *Practical Content Strategy Marketing* is your go to guide on a practical content strategy and marketing education created by author Julia McCoy as a written accompaniment to her new course the Content Strategy Marketing Course www.contentstrategycourse.com If you run a business or if you're trying to break into a top dollar content marketing career you need to know the practical concepts involved in content strategy and marketing The how the why the where of content Content marketing itself involves so many platforms formats content types strategies tools and to get the

most ROI from your approach to content marketing and strategy you have to know how to do the most important content marketing practices Forget FOMO and trying to figure out too many things This guide will teach you the most important foundations and skills you actually need in order to get far in our booming industry of content marketing For the first time in the industry Practical Content Strategy Marketing lays the hows of content marketing and strategy out in a step by step approach book form Each section has written exercises built to solidify what you re reading and learning you ll be able to fill these out with a pen Don t be afraid to mark up this book Why is this book different You re not going to find corporate birds eye mumbo jumbo fluff in this content marketing guide Quite the opposite The author Julia McCoy won her way to the top awarded as the top 33rd content marketer in 2016 the hard knocks way She dropped out of college and built a content agency Express Writers on nothing but 75 and the tenacity to go and follow her dream and see it through Five years later Julia s business has served over 5 000 clients and employs over 40 team members and her content consistently ranks at the top of Google and among the highest shared for guest publications Her go to marketing strategy A practical hands on content marketing approach that has ended up bringing her 99% of the clients her agency currently works with With Julia as your guide learn the principles and physical how to behind these six key cores of effective content marketing Module 1 Core Foundations of an ROI Based Content Strategy Module 2 Audience Persona Discovery Sales Funnel Content Mapping Style Guidelines Module 3 Understanding Keywords SEO Opportunities Creating Keyword Reports Module 4 How to Build Content Cores Your Content House for an Authority Presence Online Module 5 Practical Content Creation Your Site Guest Blogging Module 6 Content Promotion Setting a Budget Preparing Your Editorial Calendar Maintenance Along the way you ll get to build a working content strategy from the ground up using the Brand Strategy Exercises in each module Have your pen and thinking cap ready and a brand you want to build an entire working strategy for Practical Content Strategy Marketing is a field guide for the smartest content marketers who know that strategy is the key to thriving in our world of new marketing through content Bonus leading business marketing expert Mark Schaefer joins Julia to write the foreword and guests Sujan Patel Michele Linn Steve Rayson and more appear in guest lessons throughout the book

Content Marketing, Engineered Wendy Covey, 2020-05-18 Research shows that this analytical skeptical buyer conducts a great deal of independent research before engaging with vendors Companies that share expertise through high quality content on a consistent basis are not only seen as trusted resources they also spend less per lead and achieve greater pipeline efficiency Content Marketing Engineered guides you through the key steps in creating content to inform educate and help your technical buyers on their journey to purchase and beyond By the time you reach the last page you ll be familiar with the entire end to end content marketing process from planning and writing to publishing promoting and measuring the performance of your content

Digital Marketing All-in-One For Dummies Stephanie Diamond, 2019-04-04 Unlock the value in online marketing A well executed digital marketing plan is a proven component of success in business and Digital

Marketing All In One For Dummies covers everything you need to build and implement a winning plan Whether you re a novice in the online space or an expert marketer looking to improve your digital ROI this book has easy to absorb tips and insights that will turn online prospects into loyal customers This book compresses the essential information on 8 topics so you have all the information you need and none of what you don t You ll learn social media marketing marketing to millennials account based marketing influencer marketing content marketing strategies and more Use targeted measurable marketing strategies to promote brands and products Increase brand awareness customer acquisitions and audience engagement Measure what your online traffic is worth and improve ROI on digital marketing Develop a solid digital marketing plan and put it to work for your brand From SEO and SEM to brand awareness and why you need it Digital Marketing All In One For Dummies will help you level up your digital marketing game and avoid the common mistakes that might be holding your business back

Asper Review of International Business and Trade Law: Volume XIX Bryan P. Schwartz, et al.,2019-01-01 The Asper Review of International Business and Trade Law provides reviews and articles on developments in the areas of international trade business economy

Stand-out Marketing Simon Kelly,Paul Johnston,Stacey Danheiser,2020-12-03 How do we get customers to choose us over our competitors In a crowded market it s imperative to demonstrate that you understand what your customers value and can communicate how you can solve their problem better than the competition Stand out Marketing presents original research which compares the content produced by organizations in a range of sectors which demonstrates that customers are left swimming in a sea of sameness by copycat marketing that makes choice difficult On the back of this unique and fascinating research Stand out Marketing sets out a framework of five competencies for business leaders marketing and sales professionals to successfully differentiate themselves from competitors These include seeing the next competitive move staying in tune with your customers and becoming indispensable to them activating and evaluating initiatives as well as building an organizational culture which enables these competencies Featuring interviews with industry experts tools and exercises throughout Stand out Marketing is an essential resource to help companies stand out deliver genuine value and achieve competitive advantage

Content Marketing für Regionalbanken Stephan Reichhard,2019-02-06 Dieses Buch beschreibt die Möglichkeiten und Grenzen beim Einsatz von Content Marketing in Sparkassen Volks und Raiffeisenbanken und zeigt wie regionale mittelständisch geprägte Kreditinstitute von dieser Marketingtechnik profitieren können Denn Content Marketing stellt die Grundsätze des traditionellen Marketings auf den Kopf und gewinnt in der Kommunikationspraxis kleinerer wie größerer Unternehmen immer mehr an Bedeutung Die Grundsätze hilfreiche Inhalte statt Produktwerbung Beziehungsaufbau statt Unterbrechung Kommunikation auf Augenhöhe statt einseitiges Aussenden von Marketingbotschaften Im Zentrum des Buches steht die Frage wie ein Content Marketing Prozess konkret in einer Regionalbank implementiert werden kann Mit vielen Interviews und praxisbezogenen Fallbeispielen

Business Report Guides Dorinda Clippinger,2019-01-16 This book includes reports that

managers originate often reports they may create occasionally organizational policies procedures and work instructions Inside the reader will discover guides for creating over 20 diverse reports designing report forms planning writing and formatting narrative reports producing digital and print employee manuals and locating the service providers and software that can improve your reports cost effectiveness A crisp writing style bullet points and many authentic examples and visuals convey essential information quickly Each chapter summary includes checklists Business Report Guides gives ample information to apply instantly It also works as a handy reference for use throughout your career Wonder Leads Dave Holloway,2020-10-30 Cold calling is a rubbish form of business development Like most traditional methods of lead generation it does your business more harm than good Not only are they regularly miserable activities to engage in but they are proven to be ineffective the vast majority of the time They drain your money time and resources Worst of all they often undermine the very value you want to communicate There is a better way to generate qualified B2B leads A method that is nearly twenty times more effective than cold calling yet costs little but time and application An approach that not only gets results but leaves prospects with a lasting positive impression of you and your business Entrepreneur and B2B marketing expert Dave Holloway can show you how Wonder Leads is a revolutionary B2B lead generation framework that helps small business owners and business development professionals to start incredible sales conversations In this easy to follow and practical guide Holloway walks you through the six pillars of his positive methodology From identifying your ideal prospects to shaping the perfect approach you ll learn how to generate incredible leads without sacrificing your integrity If you have a business that adds positive value to the world then people deserve to learn about it in the most positive way possible Wonder Leads will teach you how *Digital Marketing Excellence* Dave Chaffey,PR Smith,2022-07-22 Now in its sixth edition the hugely popular Digital Marketing Excellence is a practical guide to creating and executing integrated digital marketing plans combining established approaches to marketing planning with the creative use of new digital models and digital tools Written by two highly experienced digital marketing consultants the book shows you how to Draw up an outline integrated digital marketing plan Evaluate and apply digital marketing principles and models Integrate online and offline communications Implement customer driven digital marketing as part of digital transformation Reduce costly trial and error Measure and enhance your digital marketing Learn best practices for reaching and engaging your audiences using the key digital marketing platforms This new edition has been streamlined to seamlessly integrate the latest developments in digital analytics ethics and privacy Predictive Analytics Machine Learning and Artificial Intelligence Including new international case studies and up to date examples throughout this book cuts through the jargon to show marketers how to leverage data and digital technologies to their advantage Offering a highly structured and accessible guide to a critical and far reaching subject Digital Marketing Excellence 6th edition provides a vital reference point for all digital marketing students and managers involved in digital marketing strategy and implementation Online resources have been fully updated for the new

edition and include a new set of PowerPoint slides and a full test bank of questions and exercises Corporate Caffeine

Dacia Coffey,2022-04-06 Our busy world is killing the art of communication and in the B2B world it s even worse We have faster better and cheaper ways to reach our target market yet less than 60% of B2B salespeople hit their sales quota Worse the gnashing of teeth from CEOs and CFOs around the world can be heard after listening to marketing metrics that can t be translated into business impact The gap between buyer seller and marketer has become the business world s Bermuda triangle of lost opportunities lost profits and lost growth And now in a post COVID world business relationships and communication will never be the same This complex world requires a return to simple yet profound fundamentals of human communication It s time for a new map to navigate marketing and sales in a complicated and noisy world That map has arrived *Digital You* William Arruda,2019-10-01 What s your story The most successful brands aren t created they are unearthed Successful branding is based on authenticity So how do you reveal your own brand First by searching yourself for answers to questions like these What do you do better than anyone What are you most proud of What makes you lose track of time In *Digital You Real Personal Branding in the Virtual Age* branding authority William Arruda describes the 21st century world of personal branding and guides you to define express and expand your personal brand for the virtual world Branding is not about being famous Arruda explains it s about being selectively famous It s about more than social media excess When you understand the true value of personal branding you can use it as a serious career development strategy *Digital You* offers a deep dive to understanding and defining your unique promise of value making a great first impression mastering multimedia and ultimately expanding your network and promoting thought leadership You ll learn how to develop design and sustain a personal brand throughout the fluid movements of any career Understand how to be clear about your digital brand and your unique promise of value so you can increase your success and happiness at work and in life It s time to stop worrying about career extinction and start crafting a brand of distinction **Inbound Organization** Dan Tyre,Todd Hockenberry,2018-04-16 Use inbound principles to build and strengthen your company s future We re in a major shift in a fundamental aspect of how businesses grow how buyers purchase and how businesses build meaningful conversations and customer relationships Companies who align their mission strategies action plans and tools with the way buyers think learn discover and purchase will have a huge competitive advantage Organizations need to adjust their mindset and build a strategic foundation to deal with these facts and not just update a business plan *Inbound Organization* shows leaders how to build their company s future around Inbound principles and strengthen the structural foundations necessary to deal with the changes in buyer behavior It explains how and why Inbound ideas and how to create a remarkable customer experience belong in the boardrooms and on the desks of founders entrepreneurs business leaders and anyone who has a responsibility to lead their organizations into the future Discover the foundation of inbound principles Learn how to put ideas into practice today Read about organizations that successfully apply the principles of Inbound Keep your business on course to succeed

amidst buyer changes Stay ahead of the curve and learn how to use Inbound principles to ensure you re always ahead of the curve

Content gekonnt Matthias Wesselmann, 2020-02-27 Einzigartiger Erfahrungsschatz der f hrenden Experten aus Wirtschaft Wissenschaft und Agenturen Best Practice Beispiele illustrieren den State of the Art in der Praxis Ganzheitliche Betrachtung von der Strategie ber die Omni Channel Ausspielung bis zu Prozessen Organisationsformen und ROI Messung In diesem Buch berichten Deutschlands Content Marketing Experten ber Ihre Erfahrungen Lernkurven und Erfolgsfaktoren in diesem sich etablierenden Marketing Ansatz leicht verst ndlich und praxisnah geschrieben und mit aktuellen Fallbeispielen illustriert Der Kunde ist K nigt galt zwar schon immer wurde aber in der Vergangenheit im Marketing nur selten gelebt Unternehmen haben die Kommunikationskan le genutzt um zu erz hlen was sie alles k nnen und Kunden sollten aussuchen was ihnen gef llt Das funktioniert im Zeitalter der Informations berflutung nicht mehr Es braucht Marketing the other way round aus Push wird Pull Kommunikation Um relevant und erfolgreich zu sein braucht es Inhalte die von potentiellen Kunden im individuellen Moment der Aufmerksamkeit gesucht gefunden sowie wertgesch tzt werden und gleichzeitig eine aufs Unternehmensziel einzahlende Aktion ausl sen Das stellt v llig neue Anforderungen an die Marketing Arbeit deren Organisation die Orchestrierung der gesamten Kommunikation sowie die Kompetenzen der Mitarbeiter Und es braucht ein neues Verst ndnis in der Unternehmensf hrung von dem was Marketingkommunikation zum Unternehmenserfolg beitragen kann und welche Konsequenzen daraus intern folgen m ssen Aus dem Inhalt Wie Content Marketing gesehen wird von Kunden und im Unternehmen Welche Voraussetzungen Content Marketing braucht Wie Content Marketing die Konsumenten erreicht Wie Content Marketing entsteht in B2C und B2B Welche Content Marketing Formate existieren Welche Verbreitungskan le Content Marketing nutzt Wie der ROI von Content Marketing sich messen l sst Praxis Beispiele so gelingt es Der Herausgeber Matthias Wesselmann ist Vorstandsmitglied der international renommierten Kommunikations Agentur fischerAppelt ein profunder Kenner der globalen Marketinglandschaft und Verbinder der Agentur und Unternehmenswelt In diesem Buch hat er die f hrenden Experten des deutschsprachigen und internationalen Content Marketing vereint Mit Beitr gen von Dr Sepita Ansari Pir Seraei Szyzygy Performance Dr Marc Calmbach SINUS Institut Christian Clawien fischerAppelt Dr James Edwards SINUS Institut Dr Sabine Fischer idea economy PhD Tim Gohmann Behavioral Science Lab Christian Goy Behavioral Science Lab Anne Griep fischerAppelt Ole Gr nwooldt Ole Gr nwooldt Spatial Design Dr Angela Harre University of Applied Sciences Europe Markus Hartmann Pricing f r Agenturen Sarah Helm Coca Cola Dr Rolf Illenberger VRdirect Ingo Kahnt Temel Kahyaoglu The Group of Analysts Lena Kapp eology Dr Christian Kortmann fischerAppelt Leif Lewinski fischerAppelt Carmela Melone The Group of Analysts Katrin Menne Merck Janine Michel AccorHotels Deutschland Sibylle Milka B hm AccorHotels Deutschland Julia Niebergall Universit t M nster Heiko Packwitz Lufthansa Industry Solutions Dietrich Pfl ger fischerAppelt Dirk U Proff blueforte Isabel Rehmer fischerAppelt Carl Jochen Reinhard Fork Unstable Media Prof Dr Ulrike R ttger Westf lische Wilhelms Universit t M nster Heiko Scherer clapp mobile

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Social Media Marketing Tracy L. Tuten, 2020-11-18 Winner of the TAA 2017 Textbook Excellence Award Social Media Marketing deserves special kudos for its courage in tackling the new frontier of social media marketing This textbook challenges its readers to grapple with the daunting task of understanding rapidly evolving social media and its users TAA Judges Panel The market leading and award winning text on social media marketing has been fully updated for this fourth edition With a balance of essential theory and practical application the text has been thoroughly revised to reflect the latest developments in social media marketing research and practice 11 new case studies have been added to the Case Zone including TikTok LEGO Nespresso and Puma A student engaging case study now runs throughout the entire textbook looking at the US based company Kombucha 221 BC to help develop understanding of each chapter The book is complemented by a companion website that offers valuable additional resources for both instructors and students including author videos discussing key social media marketing ideas and concepts author selected YouTube video playlists additional case studies further weblinks PowerPoint slides and Testbank A must have text for those studying social media marketing

Digital Marketing Fundamentals Greg Jarboe, Matt Bailey, Michael Stebbins, 2023-02-22 Prepare for the OMCP certification exam and expand your digital marketing skillset Courses relying on the OMCP Digital Marketing Certification standards attract over 70 000 students at 900 universities around the world each year This challenging curriculum requires strong command of content marketing conversion rate optimization and other digital marketing competencies in high market demand In Digital Marketing Fundamentals veteran digital media and marketing experts Greg Jarboe Michael Stebbins and Matt Bailey deliver an essential and accessible roadmap to completing the highly sought after OMCP Digital Marketing Certification You ll explore topics like digital analytics social media marketing and search engine optimization with the help of industry leading authors and members of the OMCP Standards Committee In the book you ll also find Full discussions of paid search marketing email marketing and marketing to mobile device users Exacting and focused instruction on all the competencies tested by the OMCP exam Accessible content suitable for experienced digital marketers looking for a new certification to boost their career as well as novice practitioners trying to expand their skillset Perfect for aspiring and practicing digital marketers Digital Marketing Fundamentals also belongs in the libraries of entrepreneurs solopreneurs and other small and medium sized business leaders looking for a starting point into the critical world of digital marketing

Research Anthology on Strategies for Using Social Media as a Service and Tool in Business Management Association, Information Resources, 2021-05-28 Social media has become an integral part of society as social networking has become a main form of communication and human interaction To stay relevant businesses have adopted social media tactics to interact with consumers conduct business and remain competitive Social technologies have reached a vital point in the business

world being essential in strategic decision making processes building relationships with consumers marketing and branding efforts and other important areas While social media continues to gain importance in modern society it is essential to determine how it functions in contemporary business The Research Anthology on Strategies for Using Social Media as a Service and Tool in Business provides updated information on how businesses are strategically using social media and explores the role of social media in keeping businesses competitive in the global economy The chapters will discuss how social tools work what services businesses are utilizing both the benefits and challenges to how social media is changing the modern business atmosphere and more This book is essential for researchers instructors social media managers business managers students executives practitioners industry professionals social media analysts and all audiences interested in how social media is being used in modern businesses as both a service and integral tool **Marketing (artificialmente)**

intelligente. AI, uomo e macchina Ester Liquori, 2021-01-08T00:00:00+01:00 Intelligenza artificiale oggi Il termine molto usato ma che cosa significa per chi lavora nel marketing Sa davvero fare tante cose O piuttosto non sa fare altro che poco ma fatto bene Questo testo presenta casi d'uso spunti riflessioni e percorsi di lavoro Una traccia da usare per cominciare a usare l'AI nel lavoro del marketer di chi creativo e non tecnico di chi parla al cuore del pubblico con brevi frasi scritte a regola d'arte e immagini che provano a parlare al cuore puntando a diventare virali I nuovi strumenti tecnologici sono allettanti e a volte necessari ma il tocco umano rimane enormemente importante Il mondo della comunicazione generica finito Compito del marketer cogliere le variazioni dell'animo e saper scegliere le giuste argomentazioni Alla macchina i dati al marketer la libertà della creatività *Marketing de Conteúdo B2B* Gay Flashman, 2024-07-31 Em Marketing de Conteúdo B2B Gay Flashman nos guia pelo dinâmico mundo do marketing digital mostrando como empresas e organizações podem usar o jornalismo de marca para criar narrativas autênticas e envolventes Flashman começa abordando a crise de confiança que muitas marcas enfrentam hoje e a importância do propósito de marca como uma forma de se conectar verdadeiramente com os consumidores A autora argumenta que o jornalismo de marca é a chave para construir essas conexões proporcionando histórias que refletem os valores e a missão da empresa de maneira autêntica O livro detalha como as empresas podem adotar uma abordagem de redação jornalística em suas estratégias de marketing de conteúdo Flashman introduz conceitos como story mining e storytelling explicando como identificar criar e compartilhar histórias que impactem o público-alvo Além disso ela explora a criação de diferentes formatos de conteúdo incluindo textos vídeos imagens e podcasts destacando as melhores práticas para cada formato Ao longo do livro Flashman apresenta estudos de caso e exemplos práticos de organizações que implementaram com sucesso o jornalismo de marca em suas estratégias de marketing Esses exemplos servem como inspiração e orientação para profissionais que buscam aprimorar suas práticas de marketing de conteúdo B2B Com uma abordagem objetiva e prática este livro é uma ferramenta valiosa para qualquer profissional que atua em marketing vendas e comunicação no universo B2B proporcionando insights e estratégias que podem ser aplicadas imediatamente para melhorar a eficácia do conteúdo e fortalecer a presença da

marca no mercado

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