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#### **Abstract**

This study investigates the relationship between social media advertising and brand preference among young consumers in Kozhikode Corporation, focusing specifically on the impact of advertising for electronic products. Through a mixed-methods approach, the study explored how social media advertising influenced purchase decisions, brand loyalty, and overall brand perception within this key demographic.

Quantitative data was collected through a survey administered to 100 young Kozhikode residents aged 18-25, assessing their social media usage, exposure to electronic product advertising, brand preferences, and the perceived influence of social media advertising on their buying behavior. Focus group discussions with 2-3 groups of young consumers yielded in-depth qualitative insights by allowing them to share their experiences and perceptions of how social media advertising influenced their decisions and relationships with various electronic product brands. The study examined the effectiveness of different types of social media advertisements, exploring the impact of factors like ad format, content strategy, and influencer endorsements on young consumers' brand preferences. Psychological and socio-demographic factors influencing the effectiveness of social media advertising were also investigated.

The study concludes that social media advertising plays a crucial role in building brand preference for electronic products among young consumers in Kozhikode. Understanding brand effectiveness of different formats, content strategies and marketing strategies can empower brands to develop more targeted and relevant campaigns.

#### **Keywords:**

Social Media Advertisement, Brand Preference, Youngsters of Kozhikode, Electronic Products

#### **Introduction**

In today's hyper connected world, social media has become a common choice, influencing not just our social interactions but also our purchasing decisions. One of the most potent tools in this digital landscape is social media advertising.. While browsing on a favorite social media platform, a customer may scroll through a perfectly tailored ad for the latest smartphone he has been eyeing. It's the result of sophisticated algorithms analyzing the users' online behavior, interests, and even social connections. Each click, like, and comment is meticulously tracked. It's this rich data that fuels the engine of targeted social media advertising, crafting personalized messages that resonate with their tech-hungry hearts. This targeted approach is the core strength of social media advertising, allowing brands to avoid traditional marketing's broad generalizations and directly engage with potential customers on a more intimate level.

But the impact of social media advertising goes beyond mere visibility. It taps into the psychological and emotional drivers of our decision-making. The carefully designed visuals, appealing narratives, and strategic use of influencers can trigger positive emotions, build trust, and even build a sense of belonging to a community. These emotional connections are powerful tools for nurturing brand perception, transforming faceless corporations into trusted companions in a consumers' digital journey.

However, the power of social media advertising comes with ethical considerations. Concerns about data privacy, misleading approaches, and the potential for creating unrealistic expectations are



crucial aspects to address. Building brand preference through authentic interaction and transparency becomes vital, ensuring that the appealing nature of the algorithm serves both brands and consumers in a responsible and sustainable manner.

Kozhikode's youngsters, equipped with smartphones and fueled by internet buzz, are a force to be dealt within the world of electronic products. Their purchase decisions, swayed by the whispers of the digital hive, are increasingly influenced by a potent player: social media advertising. This study delves into the hectic world of these young consumers, exploring how social media advertising shapes their brand preferences for electronic products.

### Literature Review

- Increased Brand Awareness and Exposure: SM platforms offer wide reach and allow for targeted advertising campaigns, leading to increased brand awareness & visibility among potential customers (Chaffey & Ellis-Chadwick, 2019; Kim & Ko, 2010).
- Enhanced Brand Image and Perception: Engaging and creative SMA content can positively influence brand image and perception, fostering trust and emotional connections with consumers (Hennig-Thurau et al., 2010; Zhang et al., 2011).
- Emotional Responses and Engagement: SMA can evoke positive emotions like happiness and excitement, leading to higher engagement (likes, shares, comments) and ultimately, brand preference (Batra & Ray, 2013; Lee & Kim, 2018).
- Word-of-Mouth and Social Proof: Social media platforms facilitate user-generated content and word-of-mouth marketing, amplifying brand messages and building trust through social proof (Hennig-Thurau et al., 2013; Chevalier & Liebrech, 2003).
- Target Audience: The effectiveness of social media advertising depends on understanding and tailoring content to the specific demographics, psychographics, and online behavior of the target audience (Kim & Ko, 2010; Kaplan & Heinlein, 2010).
- Platform Characteristics: Different SM platforms have unique characteristics and user behaviors. Choosing the right platform for the target audience and advertising goals is crucial (Mangold & Faulstich, 2015; Kim & Ko, 2014).
- Brand Personality: Brands with strong and relevant personalities tend to resonate better with specific types of social media advertising and content formats (Aaker & Biel, 1991; Muniz & O'Guinn, 2001).

### Research Gaps:

- Long-term effects: More research is needed to understand the long-term impact of social media advertising on brand preference and customer loyalty (Chaffey & Ellis-Chadwick, 2019).
- Integration with other marketing channels: The combined effects of social media advertising with other marketing channels on brand preference need further exploration (Verhoef & Leeflang, 2009).
- Ethical considerations: Concerns regarding data privacy, targeted advertising, and misinformation require ongoing ethical considerations in social media advertising practices (Tuten & Wells, 2019). Social media advertising plays a significant role in building brand preference by increasing awareness, enhancing brand image, and fostering emotional engagement with customers. However, understanding the target audience, platform characteristics, and brand personality is crucial for successful implementation. Addressing research gaps and ethical considerations remains vital for responsible and effective social media advertising practices in the future.

### Statement of the Problem

Kozhikode's young generation, tech-savvy and digitally connected, represents a significant and vibrant consumer base for electronic products. Social media advertising has become a dominant force influencing their purchasing decisions in this domain. However, the specific role of social media advertising in building brand preference among Kozhikode's youngsters regarding electronic products remains largely unexplored. This lack of understanding poses significant challenges for both brands and consumers:



Therefore, addressing this problem necessitates a thorough investigation into the role of social media advertising in building brand preference among Kozhikode's youngsters specifically regarding electronic products. By understanding the factors that influence their decision-making, we can empower both businesses to craft effective and ethical marketing strategies tailored to this specific audience and young consumers to make informed and responsible choices in the digital age.

### Research Objectives

The objective of the study is to assess the role of social media advertising in shaping brand preference among youngsters aged 18-25 in Kozhikode Corporation.

### Research Methodology

This study investigated the role of social media advertising in building brand preference for electronic products among youngsters (aged 18-25) in Kozhikode Corporation. A mixed-methods approach was employed, combining quantitative and qualitative data collection methods to gain a comprehensive understanding of the phenomenon.

**Sample Size and Questionnaire:** A self-administered online survey was distributed to 100 young people in Kozhikode who actively use social media and regularly purchase electronic products.

**Study Limitations:** The study had certain limitations, including:

1. The sample size may not fully represent the entire youth population in Kozhikode.
2. Self-reported data can be susceptible to bias.
3. The study focused only on electronic products.

### Data Analyses

The table 1 presents the demographic characteristics of the respondents chosen for the study.

**Table 1: Demographic Profile of the Respondents**

		Gender of the Respondents	
		Male	Female
Educational Qualification of the Respondents	Upto Plus Two	13	22
	Degree	30	19
	Post Graduation	8	8
Monthly family income of the respondents	Upto 15000	2	5
	15000-25000	14	23
	25000-40000	27	17
	Above 40000	8	4

The sample is roughly balanced between males (51%) and females (49%). This suggests a diverse representation of genders, which is important for ensuring generalizability of findings to the broader population. The majority of respondents (49%) have completed an undergraduate degree, followed by those with high school or equivalent education (35%). A smaller percentage (16%) have postgraduate degrees. The majority of respondents (52%) come from families with monthly incomes between INR 15,000 and INR 40,000. Smaller percentages fall into the lower (7%) and higher (12%) income brackets.

### Exploratory Factor Analyses (EFA)

The provided results (Table 2) indicate that the data is highly suitable for factor analysis based on both the Kaiser-Meyer-Olkin (KMO) and Bartlett's Test of Sphericity:

**Table 2: KMO and Bartlett's Test**

Kaiser-Meyer-Olkin Measure of Sampling Adequacy.		.838
Bartlett's Test of Sphericity	Approx. Chi-Square	1226.945
	df	45
	Sig.	.000



From the table, it is observed that the Kaiser-Meyer-Olkin (KMO) Measure of Sampling Adequacy is 0.838, which is considered very good and exceeds the recommended threshold of 0.7 for factor analysis. This suggests that the variables in the data share enough common variance (meaning they tend to move together) to justify extracting underlying factors through factor analysis. In case of Bartlett's Test of Sphericity, the result confirms that the variables are not completely independent, and their relationships make factor analysis a relevant approach for exploring their underlying structure. Overall, The high KMO value assures sufficient shared variance, and Bartlett's test confirms significant inter-variable relationships, both crucial prerequisites for meaningful factor extraction

**Table 3: Total Variance Explained**

Component	Initial Eigenvalues			Extraction Sums of Squared Loadings			Rotation Sums of Squared Loadings		
	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %	Total	% of Variance	Cumulative %
1	4.445	44.445	44.445	4.445	44.445	44.445	4.444	44.438	44.438
2	4.090	40.902	85.347	4.090	40.902	85.347	4.091	40.909	85.347
3	.420	4.200	89.547						
4	.290	2.902	92.449						
5	.252	2.519	94.967						
6	.179	1.788	96.755						
7	.125	1.246	98.001						
8	.091	.913	98.915						
9	.083	.830	99.745						
10	.026	.255	100.000						

Extraction Method: Principal Component Analysis.

From the table, it is identified that The first component explains 44.45% of the total variance. It is indicating that it captures the most significant underlying pattern within the data. The first two components together explain 85.35% of the variance. This suggests that the first two factors are the most important in capturing the overall structure of the data. The remaining components explain progressively smaller amounts of variance.

**Table 4: Rotated Component Matrix**

	Component	
	Social Media Advertisement	Brand Preference
Social media advertisements influence my decision to purchase new products.	.984	.012
Overall, social media advertisements have a positive impact on my shopping experience.	.956	.028
I am more likely to buy a product if I have seen it recommended by someone I follow on social media.	.943	.033
Seeing a product advertised on social media makes me more likely to research it online.	.924	.062
Social media advertisements make me feel more informed about new product launches.	.896	.059
Social media advertisements have influenced my choice of brand in the past.	-.044	.955
I trust information about brands presented in social media advertisements.	.005	.941
I am more likely to consider a brand that I have seen advertised on social media.	-.035	.893



Social media advertisements can convince me to try a new brand I wasn't familiar with.	-.029	.888
Social media advertisements can make me feel more positive about a brand.	-.102	.835
Extraction Method: Principal Component Analysis.		
a. 2 components extracted.		

Table 4 presents the component matrix from the exploratory factor analysis, focusing on the two extracted components related to "Social Media Advertisement" and "Brand Preference." It shows the factor loadings for each variable, which indicate how strongly each variable correlates with each factor. In case of social media advertisement, all the items have high positive loadings (>0.9). This suggests that the first component captures the overall tendency of social media advertisements to positively influence brand preference and purchase behavior. In case of brand preference, all the items have high positive loadings (>0.9). This suggests that the second component captures the importance of trust and familiarity established through social media advertisements in shaping brand preference.

### Confirmatory Factor Analysis

Following the exploratory factor analysis (EFA), a confirmatory factor analysis (CFA) was conducted to validate the scale's measurement structure. This aimed to confirm whether the factors identified in the EFA aligned with the intended theoretical model.

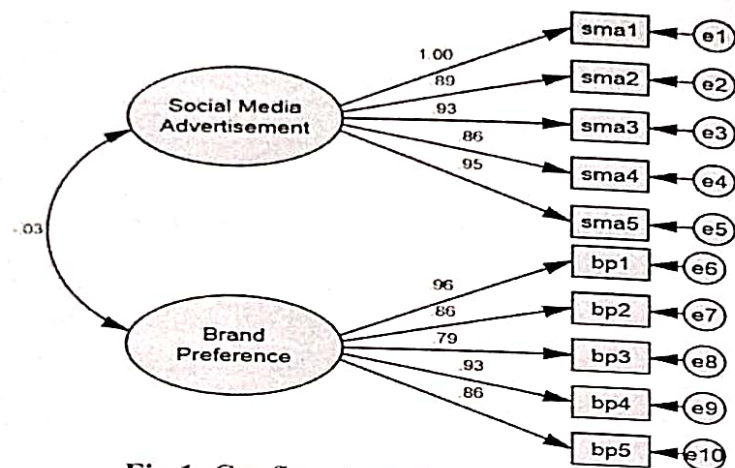


Fig 1: Confirmatory Factor Analysis

Table 5: Model Fit Indices- Confirmatory Factor Analysis

Variable	CFI	GFI	TLI	NFI	RMSEA
Measurement model	.95	.97	.94	.98	.02
Standard	>0.9	>0.9	>0.9	>0.9	<0.05

The CFA results demonstrate excellent model fit, indicating that the measurement model aligns well with the observed data. All fit indices exceeded the standard cutoffs for good fit: The Comparative Fit Index (CFI) of .95, Goodness-of-Fit Index (GFI) of .97, and Tucker-Lewis Index (TLI) of .94 all surpassed the recommended value of .90, suggesting a high degree of model fit. The Normed Fit Index (NFI) of .98 also exceeded the .90 threshold, further supporting the model's overall fit. The Root Mean Square Error of Approximation (RMSEA) of .02 was well below the recommended cutoff of .05, indicating a close correspondence between the model and the data.

These findings collectively provide strong evidence that the hypothesized factor structure accurately represents the relationships among the observed variables. This supports the validity of the measurement model.

From fig 1, it is observed that the standardized regression weights (Estimates) are all close to 1, indicating strong positive relationships between the latent variables (social media advertisement and brand preference) and their respective observed variables. "Social Media Advertisement" is strongly associated with indicators related to the influence of social media ads on purchase decisions and perceptions and "Brand Preference" is strongly associated with indicators related to trust in brands advertised on social media and willingness to consider or try them.

### Social Media Advertisement- One Sample T Test



Table 6 presents the results of a one-sample t-test conducted on variables related to social media advertisement.

**Table 6: Social Media Advertisement- One Sample T Test**

	Mean	Std. Deviation	T Value	P Value
Social media advertisements influence my decision to purchase new products.	4.3000	.71774	18.112	.000
Seeing a product advertised on social media makes me more likely to research it online.	4.2200	.81128	15.038	.000
I am more likely to buy a product if I have seen it recommended by someone I follow on social media.	4.3200	.73691	17.913	.000
Social media advertisements make me feel more informed about new product launches.	4.3400	.69949	19.157	.000
Overall, social media advertisements have a positive impact on my shopping experience.	4.2900	.74257	17.372	.000
Test Value= 3				

The table presents the results of five one-sample t-tests examining the influence of social media advertisements on various aspects of consumers' decision-making. All five tests compared the mean scores of participants' responses (ranging from 1 to 5) to a hypothesized mean of 3, which likely represents a neutral stance on the statement being tested.

The results reveal overwhelmingly positive perceptions of social media advertising's influence. All five t-statistics exceeded 15, and p-values were less than 0.0001, indicating statistically significant differences from the neutral value in a direction favoring social media advertisement. Specifically:

- **Purchase Decisions:** Participants on average agreed with the statement "Social media advertisements influence my decision to purchase new products," with a mean score of 4.30 ( $t = 18.112$ ,  $p = .000$ ).
- **Online Research:** The statement "Seeing a product advertised on social media makes me more likely to research it online" also received strong agreement (mean = 4.22,  $t = 15.038$ ,  $p = .000$ ).
- **Endorsement Impact:** Participants indicated that they were "more likely to buy a product if I have seen it recommended by someone I follow on social media" (mean = 4.32,  $t = 17.913$ ,  $p = .000$ ).
- **Product Launch Awareness:** The statement "Social media advertisements make me feel more informed about new product launches" garnered the highest average score (mean = 4.34,  $t = 19.157$ ,  $p = .000$ ).
- **Overall Shopping Experience:** Finally, participants expressed positive sentiment towards the statement "Overall, social media advertisements have a positive impact on my shopping experience" (mean = 4.29,  $t = 17.372$ ,  $p = .000$ ).

In conclusion, these findings suggest that social media advertisements play a significant role in influencing consumer behavior, impacting purchasing decisions, online research, product endorsements, awareness of new launches, and overall shopping experience. The consistently high average scores and statistically significant results provide strong evidence of positive perceptions towards social media advertising's effectiveness.

#### Brand Preference- One Sample T Test

Table 7 presents the results of a one-sample t-test conducted on variables related to Brand Preference.

**Table 7: Brand Preference- One Sample T Test**

	Mean	Std. Deviation	T Value	P Value
Social media advertisements have influenced my choice of brand in the past.	4.0300	.90403	11.393	.000
I am more likely to consider a brand that I have seen advertised on social media.	3.9600	.94195	10.192	.000



Social media advertisements can make me feel more positive about a brand.	4.0100	.96917	10.421	.000
I trust information about brands presented in social media advertisements.	4.0200	.89871	11.350	.000
Social media advertisements can convince me to try a new brand I wasn't familiar with.	4.1300	.83672	13.505	.000

The results reveal a positive influence of social media advertising on brand choice, with all five t-statistics exceeding 10 and p-values less than 0.0001, indicating statistically significant differences from the neutral value in a direction favoring social media advertisement. Following are the breakdown of the findings:

- Past Brand Choice: Participants generally agreed that "Social media advertisements have influenced my choice of brand in the past" (mean = 4.03,  $t = 11.393$ ,  $p = .000$ ).
- Brand Consideration: The statement "I am more likely to consider a brand that I have seen advertised on social media" received moderate agreement (mean = 3.96,  $t = 10.192$ ,  $p = .000$ ).
- Brand Positivity: Participants indicated that social media advertisements "can make me feel more positive about a brand" (mean = 4.01,  $t = 10.421$ ,  $p = .000$ ).
- Brand Trust: There was moderate agreement with the statement "I trust information about brands presented in social media advertisements" (mean = 4.02,  $t = 11.350$ ,  $p = .000$ ).
- New Brand Trial: The statement "Social media advertisements can convince me to try a new brand I wasn't familiar with" garnered the highest average score (mean = 4.13,  $t = 13.505$ ,  $p = .000$ ).

These findings suggest that social media advertisements can play a role in influencing brand choice, particularly in terms of past purchase decisions, brand consideration, and openness to trying new brands. While the level of agreement on trusting information and feeling positive about brands was moderate, it still indicates a positive influence. These results highlight the potential of social media advertising as a tool for brands to reach and engage consumers, ultimately influencing their brand choices.

#### Gender wise comparison of Social Media Advertisement and Brand Preference

To investigate the potential influence of gender on the relationship between social media advertisement exposure and brand preference, the study employed a one-way analysis of variance (ANOVA) technique. This statistical approach is ideal for comparing the means of a dependent variable (in this case, brand preference) across multiple independent groups (in this case, different genders). By analyzing the variance in brand preference scores between genders, the ANOVA can reveal whether there are statistically significant differences in how men and women perceive and respond to social media advertising. For this, the study fixed the following hypotheses:

- There is no significant difference in social media advertisement between different genders of the respondents.
- There is no significant difference in Brand Preference between different genders of the respondents.

Table: 8: Gender wise comparison of Social Media Advertisement and Brand Preference

		N	Mean	Std. Deviation	F Value	P value
Social Media Advertisement	Male	51	4.1529	.73820	4.392	.039
	Female	49	4.4408	.62846		
	Total	100	4.2940	.69831		
Brand Preference	Male	51	4.0314	.71035	.000	.987
	Female	49	4.0286	.93095		
	Total	100	4.0300	.82161		

From the table, in case of Social Media Advertisement Exposure, On average, females (mean = 4.44) reported slightly higher exposure to social media advertisements compared to males (mean = 4.15), but the difference wasn't statistically significant ( $F = 4.392$ ,  $p = .039$ ). This suggests that overall



exposure levels are similar across genders. In case of Brand Preference, There was no statistically significant difference in brand preference scores between males (mean = 4.03) and females (mean = 4.03) ( $F = .000$ ,  $p = .987$ ). This indicates that, on average, both genders exhibited similar levels of brand preference.

The p-values for both ANOVAs (social media advertisement:  $p = .039$ ; brand preference:  $p = .987$ ) suggest that while there might be a slight trend for females to have higher social media advertisement exposure, it's not a statistically robust finding. The same applies to the lack of difference in brand preference across genders.

### Findings of the Study

- The study suggest that social media advertisements play a significant role in influencing consumer behavior, impacting purchasing decisions, online research, product endorsements, awareness of new launches, and overall shopping experience. The consistently high average scores and statistically significant results provide strong evidence of positive perceptions towards social media advertising's effectiveness.
- The study suggest that social media advertisements can play a role in influencing brand choice, particularly in terms of past purchase decisions, brand consideration, and openness to trying new brands. While the level of agreement on trusting information and feeling positive about brands was moderate, it still indicates a positive influence.
- The study results highlight the potential of social media advertising as a tool for brands to reach and engage consumers, ultimately influencing their brand choices.
- The study suggests that while there might be a slight trend for females to have higher social media advertisement exposure, it's not a statistically robust finding. The same applies to the lack of difference in brand preference across genders.

### Suggestions from the study

#### Content and Messaging:

- Focus on emotional connections: Create content that evokes positive emotions like happiness, excitement, and trust. Use storytelling, humor, and influencer marketing to connect with your audience on a personal level.
- Highlight brand values and personality: Ensure your social media advertising reflects your brand's unique identity and values. This helps build brand recognition and attracts consumers who resonate with your message.
- Personalize your approach: Utilize audience segmentation and targeting tools to deliver relevant and personalized advertising experiences. Tailor your content and messaging to specific demographics, interests, and behaviors.
- Promote user-generated content: Encourage and incentivize user-generated content (UGC) like product reviews, testimonials, and brand mentions. UGC builds trust and authenticity, fostering positive brand perception.
- Be transparent and authentic: Avoid misleading or deceptive practices. Build trust by engaging in genuine interactions with your audience.

#### Engagement and Interaction:

- Encourage two-way communication: Respond promptly to comments and messages. Encourage conversations and feedback to build relationships with your audience.
- Run interactive campaigns: Utilize contests, polls, quizzes, and other interactive formats to increase engagement and brand recall.
- Host live events and Q&A sessions: Offer unique experiences that foster a sense of community and connection with your brand.
- Partner with relevant influencers: Collaborate with influencers who align with your brand values and target audience. Their endorsement can significantly impact brand perception and preference.



- Track and measure your results: Regularly analyze your social media advertising performance using relevant metrics like engagement, reach, and click-through rates. Use insights to optimize your campaigns and maximize ROI.

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