## Social Media Marketing



## Hi, I'm Alireza Safari!

I believe if you aren't learning something new on social media each day, you are following the WRONG pages.



O AlirezaSafari\_com

http://AlirezaSafari.com



















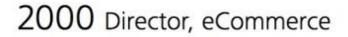






#### THE CONVERGENCE OF CORPORATE STRATEGY AND THE CDO







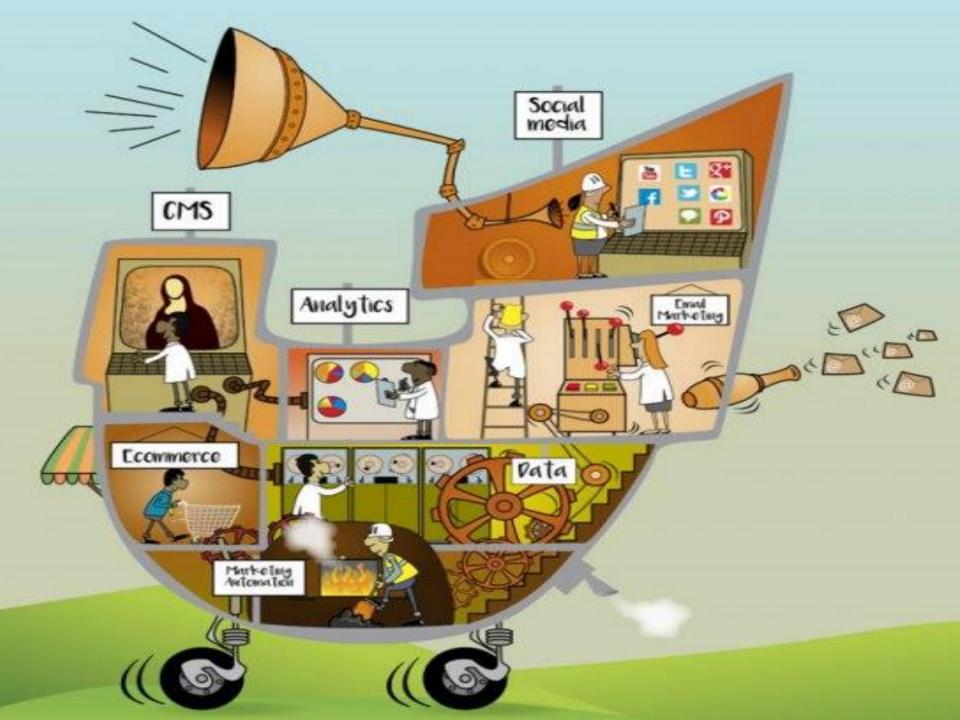
2015 Chief Digital Officer



2008 Director, Digital



2020 No more CDO







#### **DIGITAL AROUND THE WORLD IN 2019**

THE ESSENTIAL HEADLINE DATA YOU NEED TO UNDERSTAND GLOBAL MOBILE, INTERNET, AND SOCIAL MEDIA USE

TOTAL POPULATION



UNIQUE MOBILE USERS



INTERNET USERS



ACTIVE SOCIAL MEDIA USERS



MOBILE SOCIAL MEDIA USERS



7.676

**BILLION** 

**URBANISATION:** 

56%

**5.112** 

**BILLION** 

PENETRATION:

67%

4.388

**BILLION** 

PENETRATION:

57%

3.484

**BILLION** 

PENETRATION:

45%

3.256

**BILLION** 

PENETRATION:

42%



#### Where will the marketing money be spent in 2018?

Share of respondents who want to invest more of their budget in following marketing areas

Content creation 61% Digital marketing (SEO, SEM, email) 57% Social media 54% Marketing and communication tech 52% Digital advertising 48% Corporate communication 42%



Survey of 165 communications & marketing leaders from 100 organisations across Asia Pacific, Europe, Middle East and Africa, and the US

Source: Cognito



## تمام کسب و کارها باید در شبکههای اجتماعی فعالیت کنند.



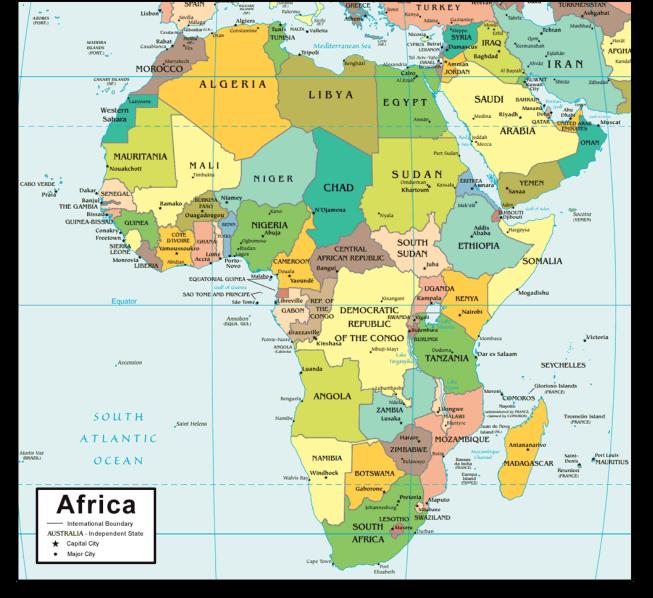


## جمعیت : ۱میلیارد

جمعیت رسانه اجتماعی: ۶۷۰ میلیون

1.99

# ۶۶٪ جمعیت قاره آمریکا در رسانههای اجتماعی فعال هستند!



جمعیت: ۱.۳ میلیارد جمعیت رسانه اجتماعی: ۲۱۶ میلیون

# ۱۱۷٪ جمعیت قاره آفریقا در رسانههای اجتماعی فعال هستند!

۵۵٪ جمعیت قاره اروپا ۴۷٪ جمعیت قاره آسیا-اقیانوسیه ۵۳٪ جمعیت خاورمیانه

#### **SOCIAL MEDIA PENETRATION BY REGION**

BASED ON MONTHLY ACTIVE USERS OF THE MOST ACTIVE PLATFORMS IN EACH COUNTRY / TERRITORY, COMPARED TO TOTAL POPULATION





#### **SOCIAL MEDIA PENETRATION RANKING**

BASED ON SOCIAL MEDIA PENETRATION IN COUNTRIES / TERRITORIES WITH POPULATIONS OVER 50,000

#	HIGHEST PENETRATION	%	NO. OF USERS
01=	QATAR	99%	2,692,181
01=	U.A.E.	99%	9,515,733
03	BRUNEI we are social	94%	410,000
04	KUWAIT	92%	3,900,000
05	CAYMAN IS.	89%	56,000
06	TAIWAN	89%	21,000,000
07	MALTA	88%	380,000
08	SOUTH KOREA	85%	43,662,000
09	CYPRUS	84%	1,000,000
10	MALDIVES	83%	370,000

#	LOWEST PENETRATION	%	NO. OF USERS
216	north korea	0.06%	16,000
215	TURKMENISTAN	0.7%	42,000
214	CHAD	0.8%	130,000
213	ERITREA	1.1%	56,000
212	SOUTH SUDAN	1.8%	230,000
211	NIGER	2.1%	480,000
210	CENTRAL AFRICAN REP.	2.3%	110,000
209	MALAWI	2.8%	540,000
208	DEM. REP. OF CONGO	3.2%	2,700,000
207	BURUNDI	4.1%	470,000



#### **SOCIAL MEDIA GROWTH RANKINGS: ABSOLUTE**

BASED ON THE YEAR-ON-YEAR CHANGE IN SOCIAL MEDIA USERS IN COUNTRIES / TERRITORIES WITH POPULATIONS OVER 50,000

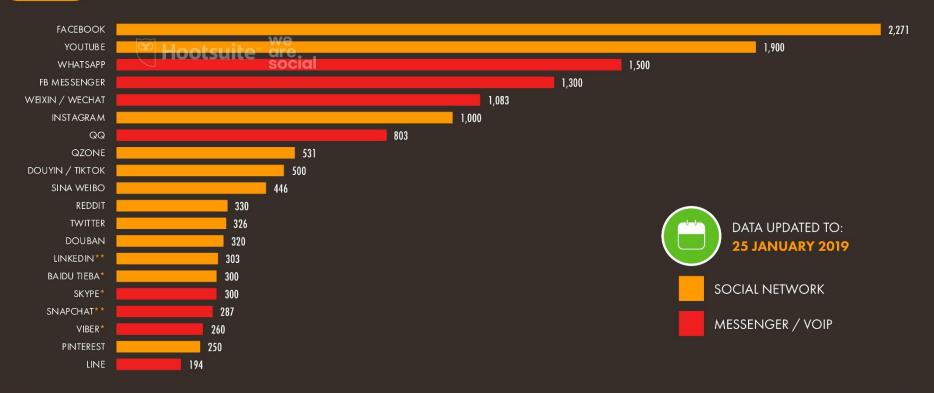
#	ABSOLUTE INCREA	SE	▲ USERS	<b>▲</b> %
01	CHINA		+95,325,000	+10%
02	INDIA		+60,000,000	+24%
03	indonesia		+20,000,000	+15%
04	BRAZIL		+10,000,000	+8%
05	PHILIPPINES		+9,000,000	+13%
06=	IRAN	we	+7,000,000	+18%
06=	JAPAN	are social	+7,000,000	+10%
06=	VIETNAM		+7,000,000	+13%
09=	MEXICO		+5,000,000	+6%
09=	NIGERIA		+5,000,000	+26%

#	ABSOLUTE INCREASE	▲USERS	▲%
09=	SOUTH AFRICA	+5,000,000	+28%
12=	BANGLADESH	+4,000,000	+13%
12=	UKRAINE	+4,000,000	+31%
14=	COLOMBIA	+3,000,000	+10%
14=	MYANMAR	+3,000,000	+17%
16	ETHIOPIA	+2,300,000	+61%
17	russian federation	+2,206,700	+3%
18	CUBA	+2,075,578	+47%
19=	ALGERIA	+2,000,000	+10%
19=	PAKISTAN	+2,000,000	+6%



#### **SOCIAL PLATFORMS: ACTIVE USER ACCOUNTS**

BASED ON MONTHLY ACTIVE USERS, USER ACCOUNTS, OR UNIQUE VISITORS TO EACH PLATFORM, IN MILLIONS





## فعالیت در شبکههای اجتماعی





### Persona Name

#### BACKGROUND:

- Basic details about persona's role
- Key information about the persona's company
- Relevant background info, like education or hobbies

#### DEMOGRAPHICS:

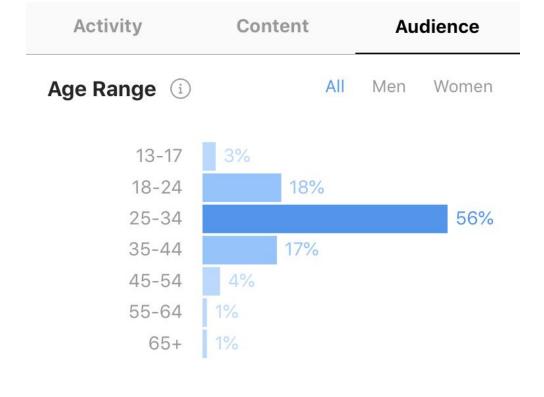
- Gender
- Age Range
- HH Income (Consider a spouse's income, if relevant)
- Urbanicity (Is your persona urban, suburban, or rural?)

#### IDENTIFIERS:

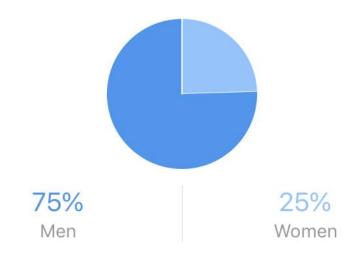
- Buzz words
- Mannerisms

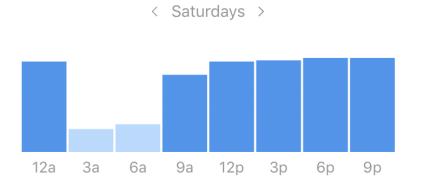


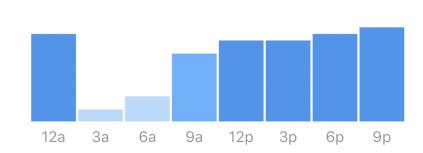




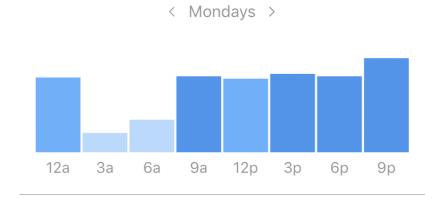






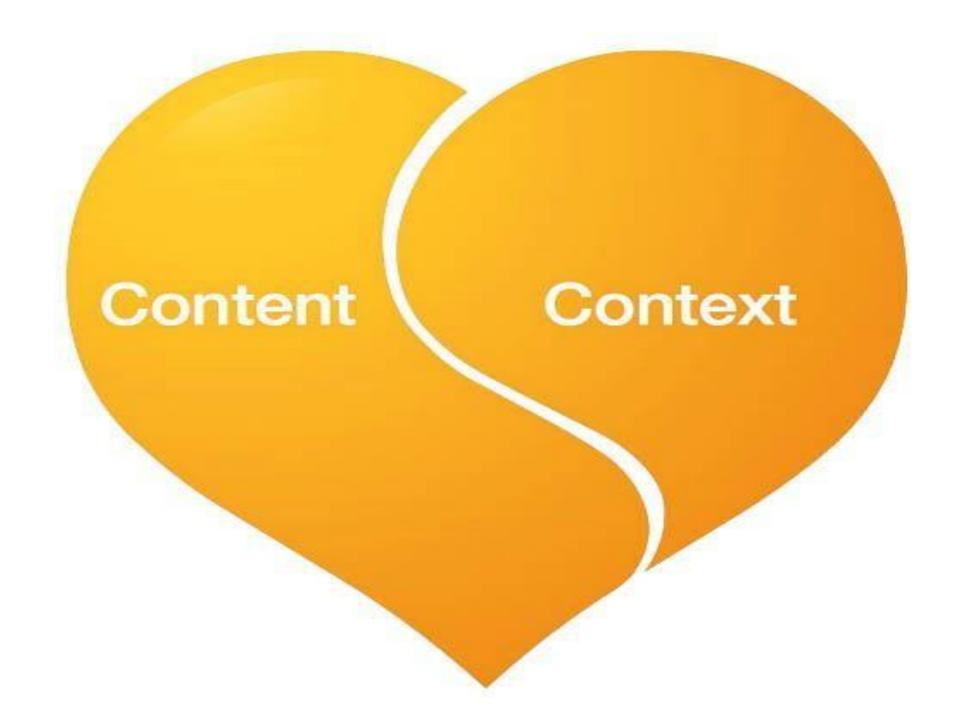


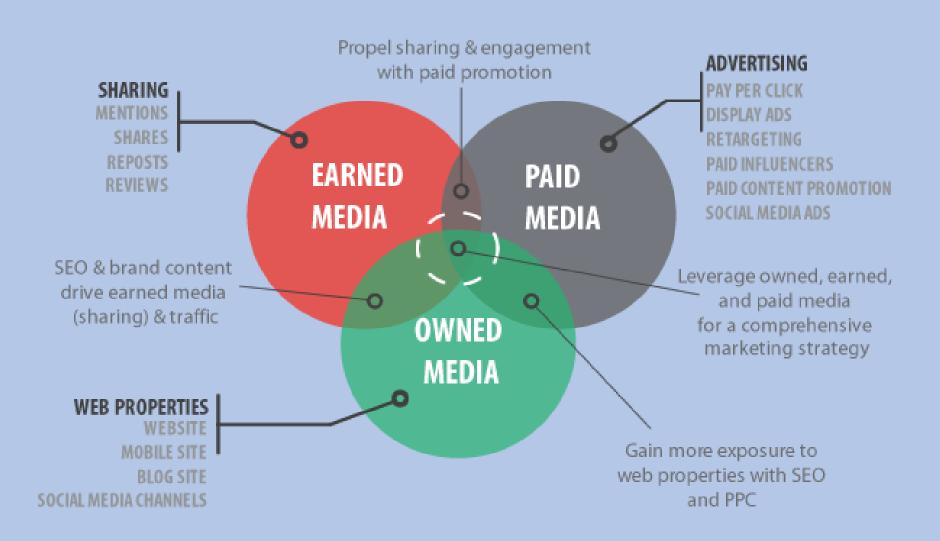
< Sundays >





# CONTENT IS KING (in the north and also east, south, and west)





### شاخصههای اصلی شبکههای اجتماعی

**Impression** 

Reach

**Engagement** 



#### **But remember:**

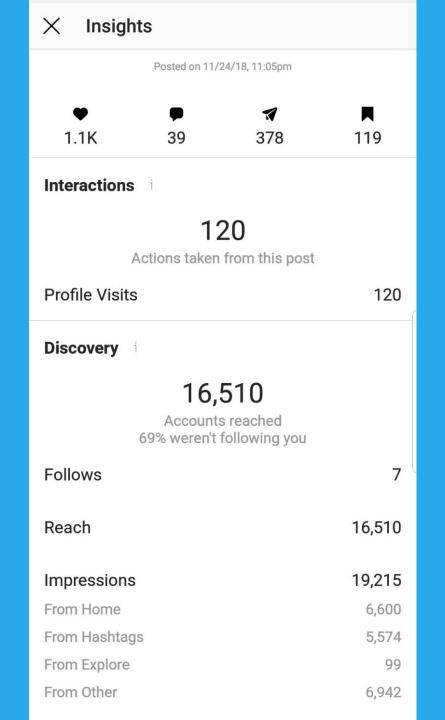
An impression only means the message crossed a timeline.

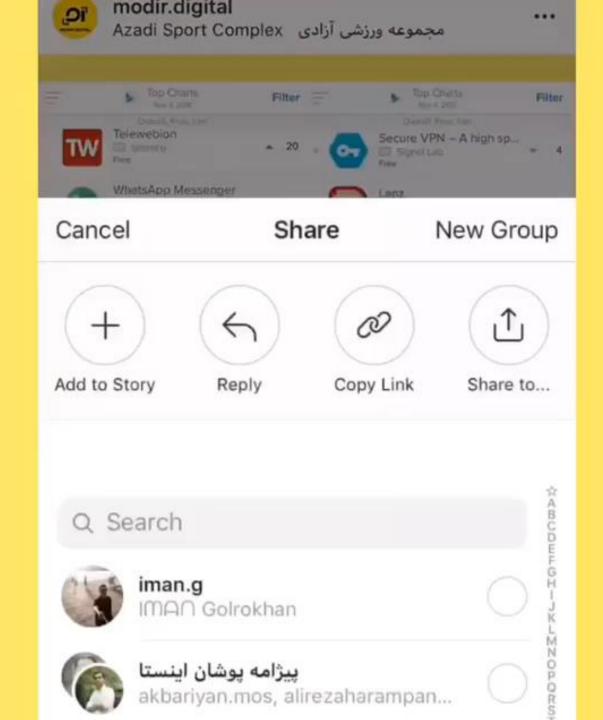
### شاخصههای اصلی شبکههای اجتماعی

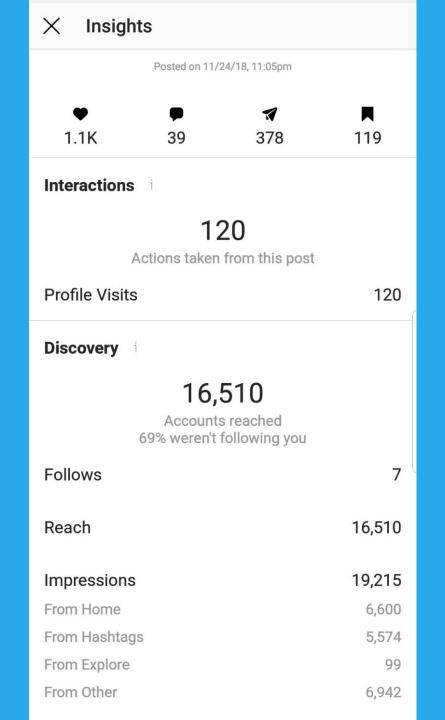
**Impression** 

Reach

**Engagement** 









replies to this Tweet

#### Tweet activity

#### Mohammad Reza Noorshid @noorshid

نقطه، کاما، دونقطه، نقطه ویرگول و علائم شبیه آن به کلمه ماقبل خودش داشته باشد. میچسبد و با کلمه بعد خودش باید یک فاصله داشته باشد. \*\*درست\_بنویسم

Impressions times people saw this Tweet on Twitter	14,250
Total engagements times people interacted with this Tweet	580
Likes times people liked this Tweet	361
Detail expands times people viewed the details about this Tweet	100
Profile clicks number of clicks on your name, @handle, or profile ph	54 noto
Retweets times people retweeted this Tweet	39
Hashtag clicks clicks on the hashtag(s) in this Tweet	17
Replies	8



کاربران فیسبوک در حال کم شدن است.

#### **FACEBOOK AUDIENCE OVERVIEW**

BASED ON FACEBOOK'S TOTAL ADDRESSABLE ADVERTISING AUDIENCE

NUMBER OF PEOPLE THAT FACEBOOK REPORTS CAN BE REACHED WITH ADVERTS ON FACEBOOK PERCENTAGE OF ADULTS
AGED 13+ THAT CAN
BE REACHED WITH
ADVERTS ON FACEBOOK

QUARTER-ON-QUARTER GROWTH IN FACEBOOK ADVERTISING REACH PERCENTAGE OF ITS AD AUDIENCE THAT FACEBOOK REPORTS IS FEMALE\* PERCENTAGE OF ITS AD AUDIENCE THAT FACEBOOK REPORTS IS MALE\*











2.121 BILLION

35%

+0.9%

43%

**57%** 

#### JAN 2019

#### **FACEBOOK REACH RANKINGS**

BASED ON FACEBOOK'S ADDRESSABLE ADVERTISING AUDIENCE

#	COUNTRY / TERRITO	RY REACH	<b>≜</b> QOQ	<b>≜</b> QOQ
01	INDIA	300,000,000	+3.4%	+10,000,000
02	U.S.A.	210,000,000	0%	[unchanged]
03=	BRAZIL Gre	130,000,000	0%	[unchanged]
03=	INDONESIA	130,000,000	0%	[unchanged]
05	MEXICO	86,000,000	+1.2%	+1,000,000
06	PHILIPPINES	75,000,000	+2.7%	+2,000,000
07	VIETNAM	61,000,000	0%	[UNCHANGED]
80	THAILAND	50,000,000	-2.0%	-1,000,000
09	TURKEY	43,000,000	-2.3%	-1,000,000
10	U.K.	40,000,000	0%	[UNCHANGED]

#	COUNTRY / TERRITOR	Y REACH	<b>≜</b> QOQ	<b>≜</b> QOQ
11	EGYPT	39,000,000	0%	[unchanged]
12	PAKISTAN	36,000,000	0%	[unchanged]
13	FRANCE	35,000,000	+2.9%	+1,000,000
14	BANGLADESH	33,000,000	+3.1%	+1,000,000
15=	ARGENTINA	32,000,000	0%	[unchanged]
15=	COLOMBIA	32,000,000	0%	[unchanged]
15=	GERMANY	32,000,000	0%	[UNCHANGED]
18	ITALY	31,000,000	0%	[UNCHANGED]
19	JAPAN	25,000,000	0%	[UNCHANGED]
20	MALAYSIA	24,000,000	+4.3%	+1,000,000



#### SHARE OF FACEBOOK USE BY DEVICE

BASED ON THE SIZE OF THE FACEBOOK ADVERTISING AUDIENCE FOR EACH DEVICE

SMARTPHONES & TABLETS



LAPTOPS & DESKTOPS



FEATURE PHONES



TABLET DEVICES



96%

**ACTIVE USER ACCOUNTS:** 

**2,240 MILLION** 

25%

**ACTIVE USER ACCOUNTS:** 

**580 MILLION** 

1.2%

**ACTIVE USER ACCOUNTS:** 

30 MILLION

16%

**ACTIVE USER ACCOUNTS:** 

380 MILLION

### 1.T.Ya

میانگین بازخورد کاربران یک صفحه با محتوا ۲.۱-٪



### 1.9.4

میانگین بازخورد کاربران یک صفحه با ویدیو ۳.۴٪ ۴.۴۸٪ میانگین بازخورد کاربران یک صفحه با تصویر ۳.۰۱٪ میانگین بازخورد کاربران یک صفحه با لینک ۲.۰۱٪ میانگین بازخورد کاربران یک صفحه با متن ۲.۰۱٪ میانگین بازخورد کاربران یک صفحه با متن

#### SAMSUNG

### Samsung @SamsungUK

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About

Contact Us

Posts

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Photos

Videos

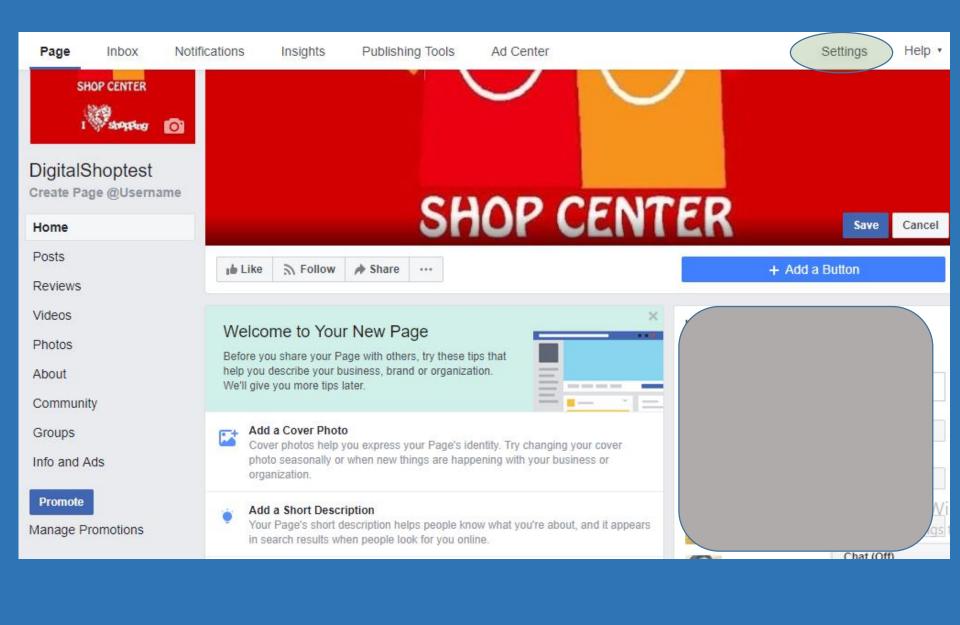
Events

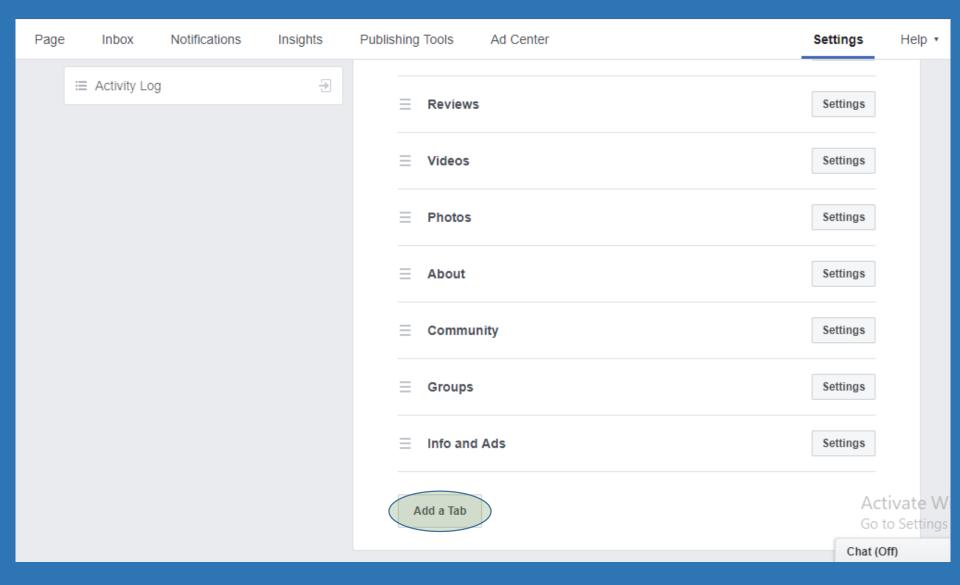
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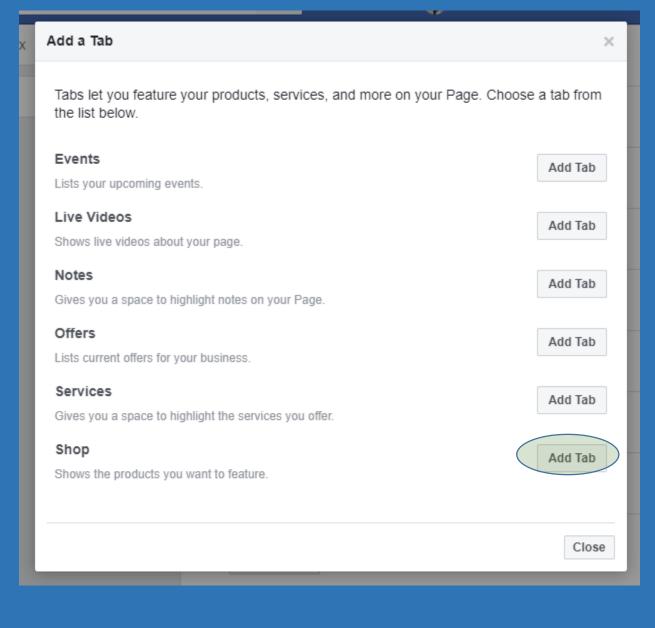
Locations

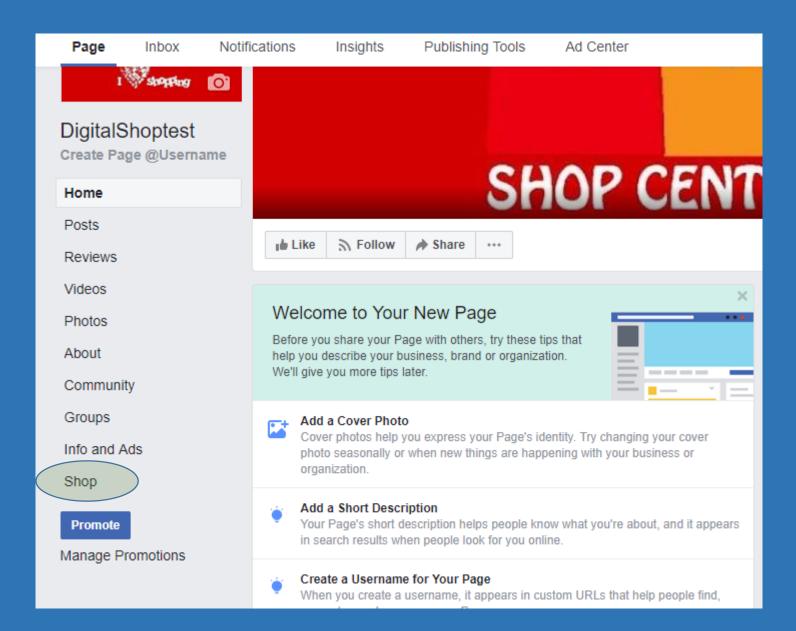
Community











Page	Inbox	Notifications	Insights	Publishing Tools Ad	I Center	Settings He	lp ▼
	☼ General			Page Visibility	Page published	Edit	
	Messaging			Visitor Posts	Anyone can publish to the Page Anyone can add photos and videos to the Page	Edit	
	the Edit Page			Reviews	Anyone can review the Page	Edit	
	Post Attribu	ution		News Feed Audience and Visibility for Posts	The ability to narrow the potential audience for News Feed visibility on your posts is turned off	and limit Edit	
	Notification	S		Messages	People can contact my Page privately.	Edit	
	Messenger	r Platform		Tagging Ability	Only people who help manage my Page can tag photos po	sted on it. Edit	
	■ Videos			Others Tagging this Page	People and other Pages can tag my Page.	Edit	
	♣ Page Roles		Page Location for Effects	Other people can use your Page's location for photo and vi	deo frames Edit		
<b>⊥</b> * People and C	Other Pages		Country Restrictions	Page is visible to everyone.	Edit		
		age Audience		Age Restrictions	Page is shown to everyone.	Edit	
	Authorizati	ons		Page Moderation	No words are being blocked from the Page.	Edit	
	& Branded C	ontent		Profanity Filter	Turned off		e Windo
	Instagram			Similar Page Suggestions	Choose whether your Page is recommended to others	Chat (Off)	ings to ac



#### Set Up Your Shop Section

To add a shop section to your Page, please agree to our Merchant Terms and Policies. These important rules cover topics including:

- Listing products for sale
- Deliveries, returns and disputes
- Treatment of user data



Cancel

Continue

#### Select Checkout Method

Choose how you want people to buy products from your shop.



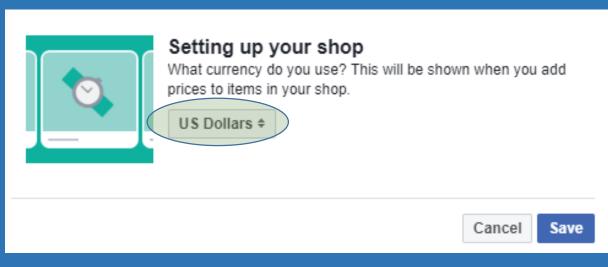
• Message to Buy Let people send you messages to ask questions and arrange purchases.

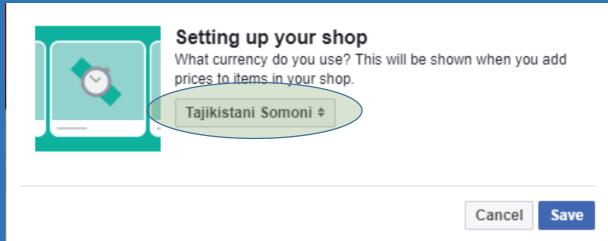


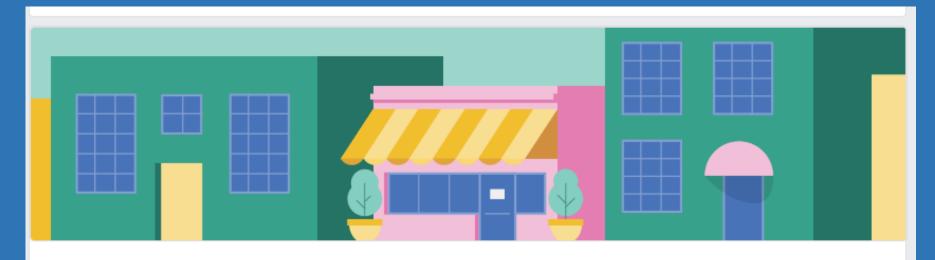
Check Out on Another Website
Send people to another website to
complete their purchases.

Cancel

Continue







#### Welcome to Your Shop!

Your shop isn't visible to customers until you add inventory. Get started by adding a product below.

**Add Product** 

https://business.facebook.com/

### ۲۵ يورو = • • ۵ يورو

# **Hootsuite**®

### درگیرکردن مخاطب با استفاده از علاقمندیها





#### TWITTER AUDIENCE OVERVIEW

BASED ON TWITTER'S TOTAL ADDRESSABLE ADVERTISING AUDIENCE

NUMBER OF PEOPLE
THAT TWITTER REPORTS
CAN BE REACHED WITH
ADVERTS ON TWITTER

PERCENTAGE OF ADULTS
AGED 13+ THAT CAN
BE REACHED WITH
ADVERTS ON TWITTER

QUARTER-ON-QUARTER GROWTH IN TWITTER ADVERTISING REACH PERCENTAGE OF ITS AD AUDIENCE THAT TWITTER REPORTS IS FEMALE\* PERCENTAGE OF ITS AD AUDIENCE THAT TWITTER REPORTS IS MALE\*











250.8 MILLION

3.6%

-1.5%

34.5%

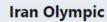
65.5%



## ۳ ثانیه فرصت دارید

برای شناختن شما





@Olympic\_ir

، حساب رسمى كميته ملى المبيك ايران Official Twitter account of I.R.IRAN Olympic Committee.

O Islamic Republic of Iran

6 olympic.ir



🗵 "ZahraA وهرا احمدييور

Sadra mohaqeq @ @Sadr... × Activate Windows

Iman Sadooghi @ISadooghi ×

to Settings to activate Windo

Follow

**Guess** 

#### JAN 2019

#### **DIGITAL AROUND THE WORLD IN 2019**

THE ESSENTIAL HEADLINE DATA YOU NEED TO UNDERSTAND GLOBAL MOBILE, INTERNET, AND SOCIAL MEDIA USE

TOTAL POPULATION



UNIQUE MOBILE USERS



INTERNET USERS



ACTIVE SOCIAL MEDIA USERS



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**5.112** 

**BILLION** 

PENETRATION:

67%

4.388

**BILLION** 

PENETRATION:

57%

3.484

**BILLION** 

PENETRATION:

45%

MEDIA USERS



**BILLION** 

PENETRATION:

42%











**Following** 

#### Iran Olympic

@Olympic\_ir

Followed by Sadra mohaqeq, پیژامه, علی, and 4 others you follow

Official Twitter , حساب رسمى كميته ملى الميبك ايران account of I.R.IRAN Olympic Committee.

Joined October 2015

34 Following 2,200 Followers

**Tweets** 

Tweets & replies

Media

Likes

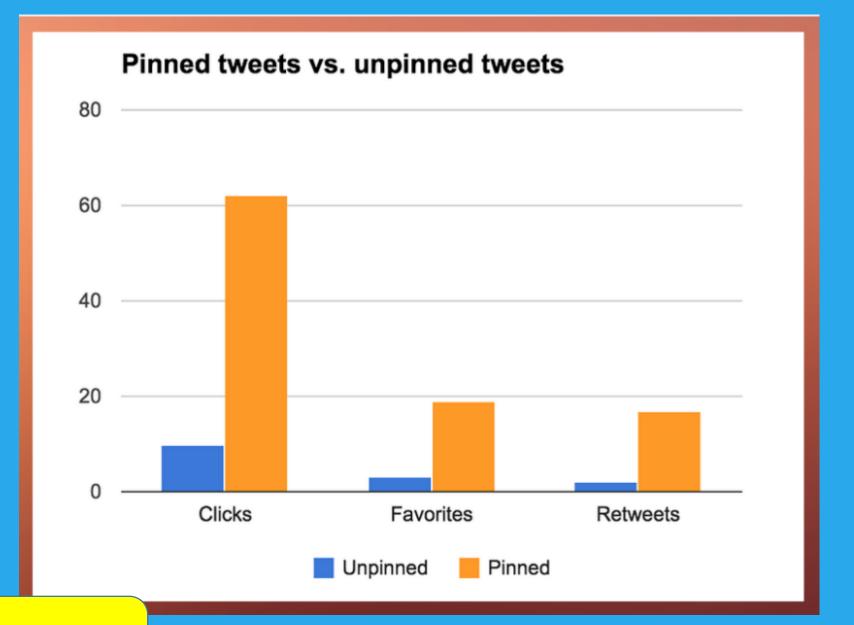


0

Iran Olympic @Olympic\_ir · 11/15/18 √در توضیح ماده ۶۰مورد اشاره در این موضوع؛ ماده ۶۰ قانون جامع خدمات رسانی به ایثارگران مد نظر بوده است.

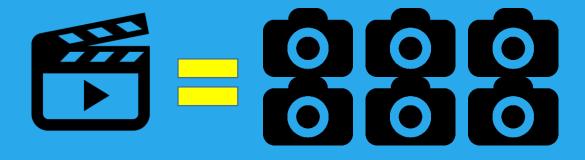


Guess



توییتر یک شبکه اجتماعی متن محور است!

ویدیو توییتر یک شبکه اجتماعی گیفگر محور است!





**Knowledge** 

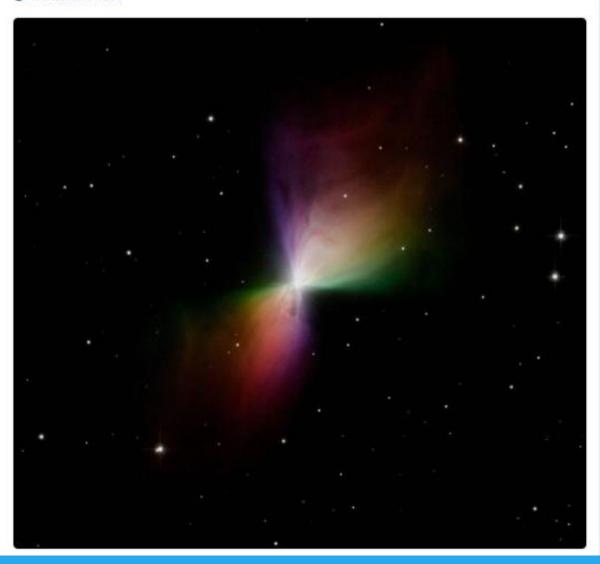
از کاربران بخواهید در مورد شما حرف بزنندا



@novin\_insurance · Aug 29

سردترین مکان شناخته شده در عالم مربوط به یك سحابی به نام #بومرنگ هست که ما برای اینجا هم **بیمه** آتشسوزی ارائه میدیم. 😎

Translate Tweet







اختصاص ۵ پرواز فوقالعاده برای مناطق #ز<mark>لزله</mark> زده

اگر نگران خانواده و عزیزان خود در مناطق زلزلهزده هستید، بلیط پرواز به شهرهای زلزلهزده و شهرهای نزدیک در سایت #علیبابا موجود است #کرمانشاه #تسلیت

Translate Tweet

4:07 AM - 13 Nov 2017





با تو هر لحظه مرا بیم فرو ریختن است مثل گرجی که به روی گسل نعلبکیهاست

#### #شعروگرجی #فاضل\_نظری

Translate Tweet



9:22 AM - 5 Aug 2018

6 Retweets 231 Likes









Q 2

T7 6

O 231

 $\square$ 

# People spend time on other networks, but they INVEST time on Linkedin.

#### LINKEDIN AUDIENCE OVERVIEW

BASED ON LINKEDIN'S TOTAL ADDRESSABLE ADVERTISING AUDIENCE

NUMBER OF PEOPLE THAT LINKEDIN REPORTS CAN BE REACHED WITH ADVERTS ON LINKEDIN PERCENTAGE OF ADULTS
AGED 18+ THAT CAN
BE REACHED WITH
ADVERTS ON LINKEDIN

QUARTER-ON-QUARTER GROWTH IN LINKEDIN ADVERTISING REACH PERCENTAGE OF ITS AD AUDIENCE THAT LINKEDIN REPORTS IS FEMALE\* PERCENTAGE OF ITS AD AUDIENCE THAT LINKEDIN REPORTS IS MALE\*





Wig





604.4
MILLION

11%

+3.2%

44%

56%

**Personal Page** 

**Company Page** 

Group



**Feed** 

**Article** 

# 



فروشگاه اینترنتی CEO at FaceFind.ir + AntiKala.com 2m • Edited

جشنواره فروش ویژه آنتی ویروس ایست ۲۰۱۸ - فروشگاه اینترنتی آنتی ویروس کالا https://goo.gl/xY5ahP https://goc ...see more





30 YEARS OF













#### See all 11 articles عليرضا صفرى See all 11 articles



ترفند جدید برای اینفلوئنسرمارکتینگ در اینستاگرام



راهکار برای افزایش نرخ تعامل صفحات ۱۰ اینستاگرام



بررسی ۴ راه استفاده از پخش زنده اینستاگرام برای برندها



Activates Windows

Messagings to activate

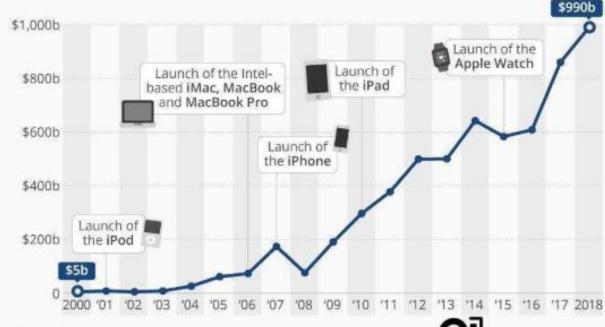
...

مسیر اپل برای 1 تریلیونی شدن! نمودار ارزش اپل از ابتدای سال 2000 تا ابتدای ماه آگوست 2018 گفتنی است ارزش شرکت **#اپل** در روز 2 آگوست از 1 تریلیون دلار گذشت.



#### Apple's Road to \$1 Trillion

Apple's market capitalization at the end of the respective year'



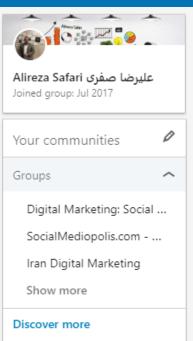
**⊕** (1) (∃)

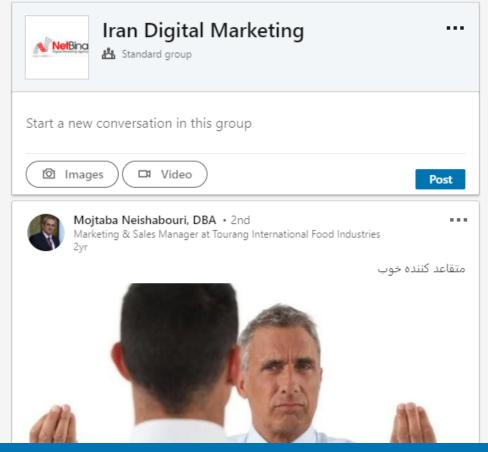
\* 2018 figure as of August 1

@statistaCharts Sources: Wolfram Alpha Knowledgebase, Xignite, Morningstar









#### 75 members











See all

#### Invite members

#### About this group

Looking to enhance your marketing activities in the digital world? NetBina has carried out hundreds of online marketing campaigns for wellknown domestic and international brands. We will work closely with you to devise, implement and refine your digital marketing strategy.

#### Show more ✓

#### Group owner



Mojgan Khani · 1st

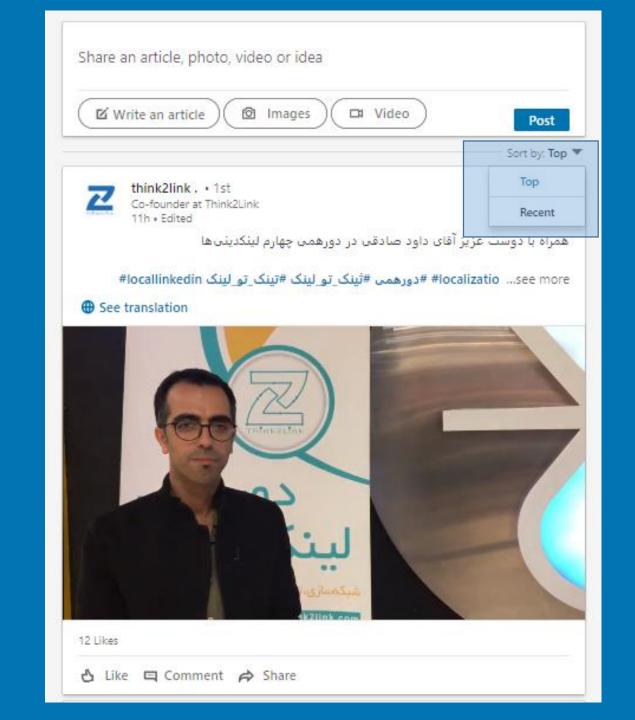
Digital Marketing Manager at

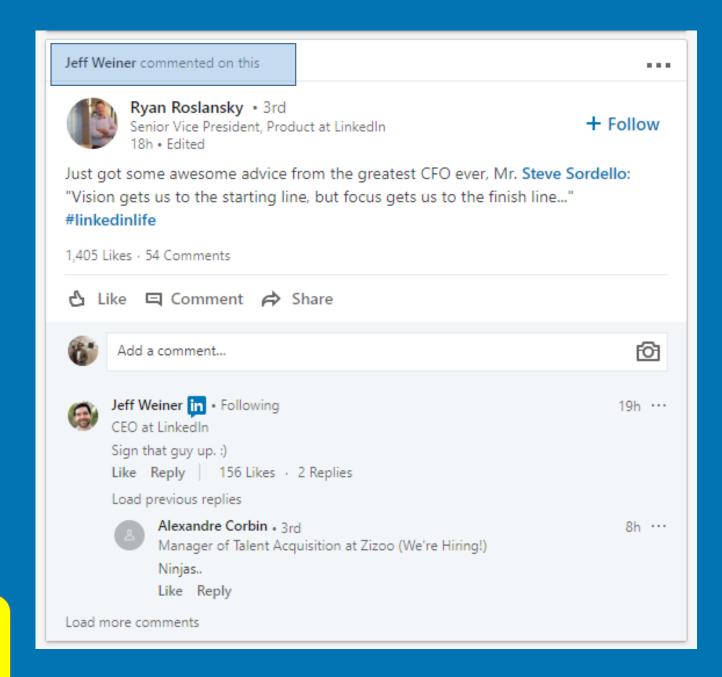
MetaOptima Technology Inc.

#### Group manager



**Bahram Pourghadiri** · 2nd Entrepreneur





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#### Nestlé



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#### See translation

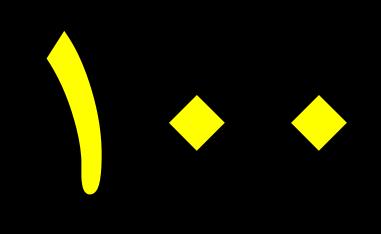




# You Tube

## ٠٠٠٠٠ کاربر ٠ ٠ ٢ ساعت ويديو هر دقيقه ۷۰٪ مخاطبان یوتیوب در تلفن همراه ۵۰ هزار سال فیلم بررسی محصول در ۲سال ۲۰۱۸ محبوب ترین ایلیکیشن ۲۰۱۸

۸۴٪ تبلیغات یوتیوب بیشتر از تلویزیون مورد توجه قرار می گیرد







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#### HAVE A QUESTION?

### http://AlirezaSafari.com hi@alirezasafari.com

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