



## EVOLUCIÓN DEL

# MARKETING 1.0 - 5.0

### Marketing 1.0 (1890 – 1959)

Solo se centraba en el producto. Lo principal era vender el producto, de manera que daban a conocer la marca y no tomaban en cuenta a los clientes

### Marketing 2.0 (1960 – 1989)

Se hacen estrategias para conocer a sus clientes teniendo en cuenta sus sentimientos, emociones y necesidades, para poder ofrecerles los productos y/o servicios que demandan.

### Marketing 3.0 (1990 – 2015)

Las decisiones que se tomen deben ser responsables con el ambiente, haciendo del mundo un lugar menos contaminante y así dando un GREEN MARKETING.

### Marketing 4.0 (2016 – 2020)

Las decisiones que se tomen deben ser responsables con el ambiente, haciendo del mundo un lugar menos contaminante y así dando un GREEN MARKETING.

### Marketing 5.0 (2021 – actualidad)

Hace referencia al internet de las cosas y a los algoritmos de inteligencia artificial que determinan de manera precisa que nos gustaría consumir en ciertos momentos.



# Del 0 Al 3 0 Marketing Digital

**E Durkheim**



## **Del 0 Al 3 0 Marketing Digital:**

*What Is Digital Marketing ?* Prabir Rai Chaudhuri, 2022-12-17 It is difficult to clearly discern the specific origin of marketing since it stems from the innate need of human beings for survival through the exchange of goods and or services However it is clear that from its emergence to date this profession has adequately adapted to the times A clear example of this approach is the way in which marketing has become involved with digital media with no intention of stopping its evolution The technological age and the need for people to stay in continuous contact they have caused a significant revolution in business processes these days That is why Digital Marketing arises an aspect of marketing aimed at reaching current or potential customers of a brand through the Internet The general objective of this Book is to analyze the main elements that make up Digital Marketing and how they can help you boost your business , **IoT Protocols and**

**Applications for Improving Industry, Environment, and Society** González García, Cristian, García-Díaz, Vicente, 2021-06-18 With the internet of things IoT it is proven that enormous networks can be created to interconnect objects and facilitate daily life in a variety of domains Research is needed to study how these improvements can be applied in different ways using different technologies and through the creation of different applications IoT Protocols and Applications for Improving Industry Environment and Society contains the latest research on the most important areas and challenges in the internet of things and its intersection with technologies and tools such as artificial intelligence blockchain model driven engineering and cloud computing The book covers subfields that examine smart homes smart towns smart earth and the industrial internet of things in order to improve daily life protect the environment and create safer and easier jobs While covering a range of topics within IoT including Industry 4 0 security and privacy this book is ideal for computer scientists engineers practitioners stakeholders researchers academicians and students who are interested in the latest applications of IoT CSEI: International Conference on Computer Science, Electronics and Industrial Engineering (CSEI) Marcelo V. Garcia, Carlos Gordón-Gallegos, 2023-06-02 This book provides insights into the 5th Edition of the Proceedings of the Conference on Computer Science Electronics and Industrial Engineering CSEI 2022 held in Ambato Ecuador This event brings together researchers students and professionals from the industrial and academic sectors seeking to create and strengthen links between issues of joint interest thus promoting technology and innovation nationwide The topics of knowledge covered by the event are smart trends for industrial applications the Internet of things IoT control and automation engineering computer science and health informatics The book is helpful for active researchers and practitioners in the field

**Criação de Negócio em Marketing Digital** André Vidigal César, Orlando Lima Rua, As constantes mudan as pol ticas econ micas e sociais est o sobretudo associadas evolu o tecnol gica e forte globaliza o em que a internet se tem revelado um meio essencial para a cria o de recursos poderosos Vivemos numa era em que as constantes mudan as pol ticas econ micas e sociais est o sobretudo associadas evolu o tecnol gica e forte globaliza o em que a internet se tem revelado um meio essencial

Estas mudanças criaram impactos significativos no que toca complexidade dos mercados que acabaram por resultar num acesso mais facilitado informa o por parte da população e consequentemente no aumento da exigência dos consumidores A presente obra visa a elaboração de um plano de negócio de uma empresa fornecedora de serviços de marketing digital pretendendo assim servir de estímulos e de referência aos empreendedores digitais para concretizarem ideias de negócio que se enquadrem nos objetivos de criação de empresas inovadoras e competitivas Público Alvo Empresários Diretores e gestores Consultores Profissionais de marketing digital Estudantes Público em geral

**Effective Digital Marketing for Improving Society Behavior Toward DEI and SDGs** Pereira, Inês Veiga, Pires, Paulo Botelho, Santos, José Duarte, 2023-11-14 As the world continues to grapple with issues of diversity equity and inclusion DEI organizations face numerous challenges in determining the most effective digital marketing strategies to promote DEI and contribute to achieving sustainable development goals SDGs These challenges can include determining the main objectives deciding on the ideal means to communicate with the target market and measuring the impact of the strategies implemented Effective Digital Marketing for Improving Society Behavior Toward DEI and SDGs provides a comprehensive solution to these challenges Edited by Inês Pereira Paulo Alexandre and José Duarte Santos this book offers readers a wide range of knowledge areas including corporate social responsibility marginalized communities and sustainability index providing the necessary skills to understand and apply different digital marketing and communication strategies Aimed at a diverse audience including management and marketing academics digital marketing managers and consultants social marketers NPOs managers and brand communication managers this book serves as an essential guide for anyone seeking to develop effective digital marketing and communication strategies that promote DEI and contribute to achieving SDGs By providing practical guidance on non profit marketing storytelling for DEI and sustainability the book helps organizations measure their impact contributing to improved society behavior towards DEI and SDGs

Bio-Inspired Computing Anu Bajaj, Sreela Sreedhar, Ajith Abraham, 2025-07-05 This book presents 51 selected papers focused on Information Retrieval and Applications from the 14th International Conference on Innovations in Bio Inspired Computing and Applications IBICA 2023 and 13th World Congress on Information and Communication Technologies WICT 2023 which was held in five different cities namely Olten Switzerland Porto Portugal Kaunas Lithuania Greater Noida India Kochi India and in online mode IBICA WICT 2023 had contributions by authors from 36 countries This book offers a valuable reference guide for all scientists academicians researchers students and practitioners focused on Information Retrieval and Applications

Advanced Digital Marketing Strategies in a Data-Driven Era Saura, Jose Ramon, 2021-06-25 In the last decade the use of data sciences in the digital marketing environment has increased Digital marketing has transformed how companies communicate with their customers around the world The increase in the use of social networks and how users communicate with companies on the internet has given rise to new business models based on the bidirectionality of communication between companies and internet users Digital marketing

new business models data driven approaches online advertising campaigns and other digital strategies have gathered user opinions and comments through this new online channel In this way companies are beginning to see the digital ecosystem as not only the present but also the future However despite these advances relevant evidence on the measures to improve the management of data sciences in digital marketing remains scarce Advanced Digital Marketing Strategies in a Data Driven Era contains high quality research that presents a holistic overview of the main applications of data sciences to digital marketing and generates insights related to the creation of innovative data mining and knowledge discovery techniques applied to traditional and digital marketing strategies The book analyzes how companies are adopting these new data driven methods and how these strategies influence digital marketing Discussing topics such as digital strategies social media marketing big data marketing analytics and data sciences this book is essential for marketers digital marketers advertisers brand managers managers executives social media analysts IT specialists data scientists students researchers and academicians in the field

**Cases on Effective Digital Marketing for Competitive Organizations** Santos, Sara,Santos, José Duarte,Pires, Paulo Botelho,Pereira, Inês Veiga,2025-02-13 In the fast paced world of modern business organizations grapple with the ever present challenge of effectively navigating the complexities of digital marketing As consumer behavior evolves and technological innovations continue to reshape the landscape companies face the daunting task of staying ahead of the curve to maintain competitiveness and engage with their target audience Yet amidst the vast sea of information and myriad of digital channels available many organizations find themselves struggling to devise and implement effective digital marketing strategies that yield tangible results Cases on Effective Digital Marketing for Competitive Organizations emerges as a guide amidst the challenges of the digital age By presenting a curated collection of real world case studies this book offers invaluable insights into successful digital marketing strategies across various industries From leveraging emerging technologies like artificial intelligence and augmented reality to mastering the art of storytelling and cultivating customer loyalty each case study provides actionable lessons and practical guidance for navigating the complexities of the digital marketing landscape

Fuzzy Optimization and Multi-Criteria Decision Making in Digital Marketing Kumar, Anil,Dash, Manoj Kumar,2015-10-27 Abstract This book applies fuzzy theory and multi criteria decision making principles for better practice in the digital business environment through the use of timely research and case studies on practical implementation of such theories in the digital marketplace Provided by publisher

Exploring AI and Consumer Decision-Making in Tourism and Marketing Elgammal, Islam,Soliman, Mohammad,2025-06-27 Artificial intelligence AI changes the way consumers make decisions in tourism and marketing From personalized travel recommendations to dynamic pricing and targeted advertising AI tools shape how people search for choose and experience destinations and services AI continues to influence consumer behavior including how data driven technologies impact trust choice and satisfaction However various ethical social and economic implications of using AI in these industries remain raising important questions about privacy transparency and the

human touch in consumer experiences Further research may reveal the lasting impact of intelligent technologies in hospitality and tourism practices Exploring AI and Consumer Decision Making in Tourism and Marketing explores how AI technologies influence consumer decision making in tourism and marketing including personalization recommendation systems and targeted advertising It examines the effects of these tools on consumer behavior trust and engagement as well as the ethical and practical challenges they present for businesses and consumers This book covers topics such as advertising ethics and law and sociology and is a useful resource for engineers business owners sociologists academicians researchers and data scientists

Handbook of Research on Digital Marketing Innovations in Social Entrepreneurship and Solidarity Economics Saiz-Alvarez, Jose Manuel, 2019-04-26 Technological advances in the realm of business have attributed to the global interest of using digital innovations to increase consumer traffic Utilizing these new techniques can increase the profitability of business industries and consumer analytic information for future reference The Handbook of Research on Digital Marketing Innovations in Social Entrepreneurship and Solidarity Economics is a collection of research on social entrepreneurship as a critical element of economic growth with a look at the evolutionary aspects of digital technologies on the industry While highlighting topics including social media microfinance and consumer behavior this book is ideally designed for marketers managers professionals academics and graduate level students concerned about the fields of economics sociology education politics and digital technology innovation

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Strategic Business Models to Support Demand, Supply, and Destination Management in the Tourism and Hospitality Industry Carvalho, Luisa Cagica, Calisto, Lurdes, Gustavo, Nuno, 2019-08-30 The international tourism industry has seen increased growth in the past few years as millions of individuals continue to travel worldwide As one of the world s largest economic sectors creating jobs driving exports and generating prosperity worldwide hospitality and tourism management needs to continually be explored in order to update best business models and practice Strategic Business Models to Support Demand Supply and Destination Management in the Tourism and Hospitality Industry is an essential reference source that emphasizes emergent and innovative aspects and new challenges and issues within the industry with a particular focus on demand supply and destination management Featuring research on topics such as circular economy consumer behavior and social networking this book is ideally designed for business professionals executives hotel managers event coordinators restaurateurs travel agents tour directors policymakers government officials industry professionals researchers students and academicians

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The Art of Digital Marketing Ian Dodson,2016-04-04 The premier guide to digital marketing that works and a solid framework for success The Art of Digital Marketing is the comprehensive guide to cracking the digital marketing code and reaching engaging and serving the empowered consumer Based on the industry s leading certification from the Digital Marketing Institute DMI this book presents an innovative methodology for successful digital marketing start with the customer and work backwards A campaign is only effective as it is reflective of the consumer s wants needs preferences and inclinations the DMI framework provides structured implementable iterative direction for getting it right every time The heart of the framework is a three step process called the 3i Principles Initiate Iterate and Integrate This simple idea translates into higher engagement real customer interaction and multichannel campaigns that extend even into traditional marketing channels The evolution of digital marketing isn t really about the brands it s about consumers exercising more control over their choices This book demonstrates how using this single realization as a starting point helps you build and implement more effective campaigns Get inside the customer s head with deep consumer research Constantly improve your campaigns based on feedback and interactions Integrate digital activities across channels including traditional marketing Build campaigns based on customer choice and control Digital marketing turns traditional marketing models on their heads Instead of telling the customer what to think you find out what they already think and go from there Instead of front loading resources you continually adjust your approach based on real interactions with real customers every day Digital marketing operates within its own paradigm and The Art of Digital Marketing opens the door for your next campaign

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