

Important Marketing Acronyms + Terms

General Marketing Acronyms + Terms

- Customer Journey: the process a customer goes through from learn about your product to making a purchase
 - stages: awareness -> consideration -> purchase -> retention
- Buyer Persona: a detailed description of your ideal customer
- B2B: Business to Business
 - marketing between 2 companies
- B2C: Business to Consumer
 - Marketing directly to customers
- KPI: Key Performance Indicator
 - metrics used to measure the success of a campaign (i.e. website visits, sales, engagement, follower growth)

Digital Marketing Acronyms + Terms

- Content Marketing: creating valuable content (blogs, videos) to attract and engage audience
- SEO: Search Engine Optimization
 - strategy to improve a websites visibility in search engines
- SEM: Search Engine Marketing
 - paid strategies to increase search visibility (i.e. google ads)
- CTR: Click Through Rate
 - % of people who click on your link after seeing it
 - Formula: $\text{clicks} / \text{impressions} \times 100$
- CPC: Cost Per Click
 - the cost you pay for each click in a paid ad campaign
- PPC: Pay Per Click
 - advertising model when you pay only when someone clicks on your ad
- CPA: Cost Per Acquisition
 - cost of acquiring a new customer through an ad or campaign
- ROI: Return on Investment
 - measures profitability
 - Formula: $\text{net profit} / \text{cost of investment} \times 100$

- ROAS: Return on Ad Spend
 - how much revenue you earn for every dollar spent on ads

Social Media Acronyms + Terms

- Engagement Rate: the % of people who interact with your social content
- Impressions: the number of times your content is displayed to users, regardless of if they interact with it
- UGC: User Generated Content
 - content created by customers or followers
- SMM: Social Media Marketing
 - using platforms like IG, TikTok and FB to promote brand
- DM: Direct Message
 - private communication between users on social platforms
- CTA: Call to Action
 - encourages users to take a specific action (i.e. shop now)

Email Marketing Acronyms + Terms

- Open Rate: % of recipients who open your email
- Drip Campaign: a series of automated emails sent based on user behavior or time
 - (i.e. sending a welcome email series to new subscribers)
- Segmentation: dividing your email list into smaller groups based on interests or behaviors
- Bounce Rate: the % of emails that could not be delivered
- CRM: Customer Relationship Management
 - tools to manage customer interactions (i.e. Salesforce, HubSpot)
- CTR: Click Through Rate
 - % of recipients who click on a link in your email
- CTO: Click to Open Rate
 - % of recipients who open the email and click on link
- ESP: Email Service Provider
 - platforms for email marketing (i.e. Mailchimp, Klaviyo)
- CMS: Content Management System
 - platforms to create and manage digital content (i.e. Wordpress, Shopify)

Analytics Acronyms + Terms

- Bounce Rate: the % of visitors who leave your site after viewing only 1 page
- Funnel: the steps a customer takes from learning about your product to purchasing it
- GA: Google Analytics
 - a free tool to track web traffic, user behavior and conversions
- LTV: Lifetime Value
 - the total revenue you can expect from a customer over their relationship with your brand
- CAC: Customer Acquisition Cost
 - the cost to acquire 1 customer

- formula: $\text{total marketing costs} / \text{number of new customers}$
- AOV: Average Order Value
 - average amount spent per order
 - formula: $\text{total revenue} / \text{number of orders}$

E-Commerce Acronyms + Terms

- Conversion Rate: the % of users who complete a desired action, such as purchasing
- Cart Abandonment Rate: % of users who add product to their cart, but don't complete the purchase
- Upselling: encouraging customers to buy a higher priced product or add ons
- Cross Selling: promoting related products to customers
- SKU: Stock Keeping Unit
 - unique identifier for inventory management
- POS: Point of Sale
 - system for processing in store or online transactions
- CLV: Customer Lifetime Value
 - emphasizes long term customer profitability

A/B Test

- Method of comparing 2 versions of marketing assets to see which one performs better
- How it Works
 - create two variants: version A (original) and version B (modified version with 1 key change)
 - split the audience: divide audience into 2 groups randomly and evenly
 - run the test simultaneously: ensure the test runs at the same time to avoid external factors (i.e. time of day)
 - Measure performance: track a specific KPI
- Examples of Elements to Test
 - E-Blast: subject line, sender name, CTA text or placement, email layout
 - Website: headline, button colors or placement, product images, page layout
 - Ads: visuals, ad copy, target audience segmentation, ad placement (stories vs feed)
 - Social: caption style (short vs detailed), image types (lifestyle vs product focused), hashtag usage

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