

Data Driven Marketing For Dummies

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Data Driven Marketing For Dummies Cheat Sheet. Data driven marketing, or database marketing, as it ' s often called, is successful to the extent that the data itself is good and that you use it to its fullest extent. The basis for all your campaigns is your customer contact database. Sorting those customers into groups for various marketing purposes can help your campaigns in several ways.

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By David Semmelroth. The specific data that comes from a data driven marketing database that best suits your needs is highly dependent on both your business and your systems environment. But there are some categories of data — referred to usually as subject areas — that are fairly universal in data driven marketing databases.

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It ' s important to allow customers to opt out of receiving information from you when using data driven marketing. Your customers have varying levels of tolerance for marketing communications. This tolerance may actually vary by communication channel. Some people can ' t stand sifting through junk mail.

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Turning raw data into meaningful and useful insights for data driven marketing is what the field of statistics is all about. A statistic is essentially a measurement of something. More specifically, it ' s a summary of several measurements. Some examples: A batting average is a statistic that purports to summarize how well a player hits.

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Embrace data and use it to sell and market your products Data is everywhere and it keeps growing and accumulating. Companies need to embrace big data and make it work harder to help them sell and market their products. Successful data analysis can help marketing professionals spot sales...

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