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Hermawan Kartajaya & Philip Kotler & Den Huan Hooi, 2019. "Marketing 4.0: Moving From Traditional To Digital," World Scientific Book Chapters, in: Asian Competitors Marketing for Competitiveness in the Age of Digital Consumers, chapter 4, pages 99-123,

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Marketing mix (the four P's) should be redefined as the four C's (co-creation, currency, communal activation, and conversation). In the digital economy, co-creation is the new product development strategy. Through co-creation and involving customers early in the ideation stage, companies can improve the success rate of new product development.

*Marketing 4.0 in the digital economy: Moving*

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Moving from Traditional to Digital Philip Kotler, one of the world's top marketing experts, wrote Marketing 4.0 to guide the next generation of professionals on the road to change. Marketing is no longer the same: the internet and the rise of the digital world have changed the relationship of companies with their consumers.

*Marketing 4.0 PDF Summary - Philip Kotler / 12min Blog*

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The concept of Marketing 4.0 ultimately aims to drive customers from awareness to advocacy. In doing so, marketers should leverage three main sources of influence—own, others', and outer influence.



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*Marketing 4.0 : Philip Kotler : 9781119341208*

"Marketing 4.0" is a triumph. In my view it needs to be considered as an extension to the disciplines of either/both his 'Principles of Marketing'/'Marketing Management'. Having witnessed a number of failed digital marketing exercises and having read Marketing 4.0 I now feel much more capable of assisting in the development of Digital campaigns.

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