

**Emerging Trends in Commerce and
Management: A Multi-Disciplinary Approach
(VOLUME-1)**

Volume 1
Year: 2024

AG
PH | Books

Social Media Marketing: Its Impact on Consumer Decision-Making

Dr. Shravya Seereddi ^{1*}

¹ Assistant Professor (c), Department of Management, RGUKT NUZVID

Abstract

Buyers and sellers may communicate, exchange comments, and learn about the latest market trends via social media marketing, which is an engaging and dynamic platform. Knowing that social media can be used as a marketing tool, consumers primarily utilise it to save time, purchase everything they need at any time, and help seller's market their products more effectively by analysing their preferences and utilising a variety of analytical tools. Examine the research on how social media marketing influences consumers' choices in this comprehensive overview article. It concluded that social media marketing (SMM) plays a vital role in shaping consumer decision-making by leveraging authenticity, transparency, and emotional resonance. It serves as electronic word-of-mouth, simplifying and enhancing purchasing decisions. Businesses use platforms like Facebook and Instagram to engage audiences, build trust, and strengthen brand loyalty. However, research gaps remain in understanding psychological influences and non-Western consumer behavior. SMM strategies that are effective include data-driven marketing decisions, user-generated content, and influencer collaborations. Social media also facilitates grievance redressal, fostering stronger brand-consumer relationships. By continuously adapting, businesses can maximize SMM's impact, ensuring long-term customer engagement and competitive advantage in the evolving digital landscape.

Keywords: Social media marketing (SMM), Consumer decision-making, Purchasing decisions, Bloggers, E-commerce businesses, Traditional marketing, consumer or customer behavior, etc.

* ISBN No. - 978-81-983155-7-1

1 Introduction

Social media platforms including "Facebook, Instagram, and WhatsApp" have seen a sharp rise in use over the last 10 years. People employ these platforms to communicate with each other, and well-known companies use them to promote their products. The transfer of social activities from the corporeal world to the virtual world has been facilitated by social networking sites. Communication and information exchange among individuals have been facilitated by the implementation of real-time message transmission [1]. In light of this, businesses regard social media tools as indispensable assets for prospering in the virtual market. The technique of utilising social media to promote events or processes in an effort to attract online clients is known as social media marketing (SMM). Many businesses are attempting to establish amicable and close connections and create online brand communities by utilising community websites to generate strong customer interactions and communications, which has become increasingly popular [2]. Social media marketing successfully promotes conversations between customers and marketers in addition to enabling behaviours that increase brand awareness. As such, SMM continues to be seen as a new marketing strategy, despite having little impact on intentions. Nevertheless, the majority of SMM research to date has focused on the use of user-generated content, the benefits of "creative tactics, content analysis", and the creation of virtual brand communities [3].

Most studies have concentrated on the advantages that social networks may provide companies, according to brand owners. However, in an effort to investigate the impact of social communities on their members, there are also discussions regarding the personal benefits that brand supporters perceive [4]. Consistently providing value to customers results in their loyalty to the brand. This is because value influences consumer behaviour. In essence, consumer value is utilised to assess social networking sites. Since there are now more advanced and user-friendly choices for creating websites, most customers are drawn to social media communities in order to learn more about a business and its products [5]. By sustaining social contacts with clients, operators may also get insight into their behaviour. Nonetheless, the social community need to be highly valued. By giving them knowledge pertinent to the particular brand, it ought to be advantageous to the prospective clients. Additionally, a feeling of community should be fostered by allowing consumers to engage with one another. It follows that community retention and selection are impacted by the satisfaction of a brand social community [6].

A. Social media marketing

Social media marketing is the practice of advertising a product or service through websites and social media platforms. Despite the fact that the terms "digital marketing" and "e-marketing" continue to dominate academia, social media marketing is gaining prominence among practitioners and scholars. Businesses can track the engagement, achievement, and progress of their social media marketing efforts by utilising the data analytics tools that are incorporated into a large number of social media platforms, such as Facebook, Instagram, LinkedIn, and X [7]. Social media marketing is employed by businesses to communicate with a diverse array of stakeholders, including the public, journalists, influencers, and current and prospective clients and employees. The strategic aspects of social media marketing include

the management of a marketing campaign, the establishment of the scope (e.g., more active or passive utilisation), and the establishment of a company's planned social media "culture" and "tone." Businesses may employ "earned media"—also referred to as user-generated material, such as product evaluations and online comments—instead of utilising advertising text created by marketers when using social media marketing [8], [9].

B. Consumer Decision-Making Process

Several stages are taken by a client to determine whether an end purchase fulfils their requirements and expectations, beginning with the recognition of the need for a product or service. It is imperative for businesses to understand the decision-making processes of consumers in order to anticipate user requirements and develop sales and marketing approaches that are consistent with those demands [10]. There are the following additional benefits to monitoring "the decision-making process" of consumers:

Provides leverage against competition: Sales professionals and marketers derive substantial advantages from comprehending consumer purchasing behaviours within an industry. It empowers professionals in these fields to create distinctive sales and marketing strategies that entice a greater number of consumers to purchase a company's products over those of its competitors.

Provides customer base information: The process of consumer decision-making can serve as a foundation for upcoming product introductions, marketing initiatives, or public relations initiatives. It urges marketing and sales professionals to take into account "the initial demands of a consumer, the channels they may use to acquire items, and the variables they consider, such as price, product design, and quality".

Increases sales and expands customer base: Learn how customers make decisions and find the most effective methods to interact with them to increase product sales and expand your clientele. Professionals may create distribution plans and marketing materials that are specifically targeted by knowing how a typical client responds to a demand.

Provides useful insights for marketers: The benefit of in-depth knowledge of decision-making processes is that it enables marketers to gain insight into the events that transpire after a consumer purchases a product or subscribes to a service. Marketers can benefit from this by assessing the requirements of consumers to ensure their satisfaction during the consumption and post-evaluation periods.

C. Impacts of social media on consumer decision

The proliferation of new social media platforms, which has been facilitated by technological advancements, has attracted a growing amount of users. Purchase journeys are multi-step, multi-channel procedures that reflect the unique dynamics and motives of a particular transaction for customers [11]. Social media is becoming more prevalent in the awareness, contemplation, and purchase phases of the consumer journey. Customers use social media due of the advantages it offers. On the Internet, they may readily access a wealth of information that helps them make a purchase choice. Numerous research have

shown that consumers concur that great product reviews will boost their power to buy [12]. Social media is not only a source of information; it also keeps people informed about new goods and services as well as the newest trends. Social media has given them access to more information about items, companies, and potential purchases [13]. Additionally, social media allows them to discuss their brand experiences and favourite goods. Social media gives consumers the convenience and time savings to begin and complete their purchasing journeys there. Additionally seen as a conduit between businesses and customers, social media serves as a tool to raise brand recognition among consumers [14], [15].

2 Literature Review

(Sheela & Selvi, 2025)[16] a self-administered questionnaire was employed to collect data, as part of a descriptive quantitative research methodology. Consumer purchasing behaviour within the apparel industry is positively affected by the utilisation of social media for advertising purposes, as indicated by the results of this investigation. A total of four variables are independent of one another. The behaviour of buyers is significantly influenced by three factors: the type of content, the frequency of utilisation, and the platform used. No statistically significant impact is observed with respect to engagement rate, the fourth variable. In addition, the apparel industry is significantly affected by the research.

(Multani, 2024) [17] The purpose of this paper is to comprehend the intricate influences that a consumer is subjected to as a result of being entangled in social media engagement and its algorithms. The utilisation of social media by consumers has, in fact, increased, thereby facilitating the expansion of user-generated content and the interactive interface that guarantees their engagement. The purchasing behaviour of strangers (both online and offline) is being factually influenced by the shared opinions online, which are influencing consumers through reviews and, as a result, word of mouth. Ultimately, the content engagement and user-generated feed of social media are experiencing a successful day, while consumers are acutely aware of the impact of content consumption on their decision-making processes, thereby jeopardising brand loyalty.

(D & T, 2024) [18] Investigation of the buying procedure of consumers' complex transactions, with a specific emphasis on the influence of social media. The marketers endeavour to comprehend the manner in which consumers utilise social media and their decision-making process by analysing the content that is displayed on the platform, which has the potential to alter their decision-making process. The research also investigates the potential impact of the abundance of content and user-generated information on the purchasing behaviour of consumers. The EBM paradigm, which is also known as the six phases of the consumer decision process, has been implemented. The research has also been conducted to determine the model's relevance in the context of social media usage.

(Mapanje, 2024) [19] Analyse how social media use affects Malawian consumers' choices on e-commerce platforms. According to the survey, social media use significantly influences how customers choose products on e-commerce sites. One significant discovery is the influence of social media sites on consumer purchasing patterns and purchase decisions. Customers often use social media platforms, for example, to look for peer or trusted influencer suggestions, reviews, and testimonials about products.

Emerging Trends in Commerce and Management: A Multi-Disciplinary Approach
(VOLUME-1)

Furthermore, social media platforms provide e-commerce companies a place to communicate with their audience via interactive content, promotions, and targeted advertising, which in turn influences consumer choices to buy. In addition, the rapid dissemination of information regarding companies and products is facilitated by the viral nature of social media, which enhances their visibility and influences consumer perceptions.

(Johari & Prasath, 2024) [20] Examines the intricate connection between using social media and a number of consumer behaviour factors, including brand awareness, brand loyalty, purchase intentions, and actual purchase behaviour. It does this via empirical analysis and a comprehensive evaluation of the body of current research. The research also looks at how consumer perceptions and preferences in the fashion sector are influenced by brand advertising, influencer endorsements, and user-generated content on social media. In order to provide fashion companies and marketers with useful information to enhance their social media strategies and get a competitive advantage in an increasingly digital industry, this research combines theoretical understandings with practical implementations.

(Chowdhury et al., 2024) [21] This digital era, in which a growing percentage of consumer interactions occur online, is of significant importance to the fashion industry. The research provides fashion firms with the ability to tailor the content of their marketing strategy to resonate with their respective target audiences by providing insights into effective techniques for capturing the attention and engagement of consumers. The study emphasises the interconnectedness of consumer decision-making in relation to the influence of influential individuals, advertising, and social media platforms. Authenticity, influencer collaborations, personalised storytelling, and platform-specific strategies were emphasised in the case studies of FashionVibe, Trend-Style, StyleSense, and GlamourLook.

(NAVEENA.R, 2022) [22] Undertake empirical investigations on how social media affects customers' decision-making processes. According to the findings, the utilisation of social media during the information discovery and alternative assessment periods has an impact on consumer contentment. The contentment of the consumer increases as they advance through the process regarding the final purchase decision and post-purchase evaluation. In recent years, consumer behaviour and contentment have become a critical asset for any organisation seeking to enhance its profitability and establish a market position. Organisations are utilising social media techniques to achieve this objective. Organisations have been provided with a novel approach to engaging with consumers and altering their purchasing behaviour through the use of social media marketing. Social media is utilised by individuals to disseminate their experiences, evaluations, information, advice, warnings, recommendations, and any other topics that are of interest to their friends or acquaintances. The marketer employs social media as an advertising medium.

(Bryła et al., 2022) [23] An assessment of the papers published in the past eight years regarding the impact of social media marketing on consumers' engagement in sustainable purchasing behaviours. In the evaluation of the papers, it was determined that the strategies that are consistently promoting sustainable consumption are influencer advertising, meaningful content creation that achieves the correct balance among "originality, quality, and design, and the use of emoticons". A brand's connection quality

and customer involvement are key components of a sustainable lifestyle. Young individuals who want to be entrepreneurs and have a strong desire to rise in society are the ones who use social media the most to promote sustainable consumerism.

(Thao, 2021) [24] Before making a purchase, think about how someone browses and selects content from social media and how social media platforms influence consumers' decision-making. The research is supported by a number of theoretical frameworks, including definitions, the concept of social media, the stages of the process of making decisions, and references to relevant academia. Furthermore, the approaches would explain consumer behaviour in daily life and social media. The mythology part included a poll that looked into how, when, and why consumers use social networking platforms to make purchases. Google Scholar, e-articles, books, emeralds, and Theseus—all of which are accessible via the UAS educational system—were used to gather secondary data. The main sources of information were a survey and the Internet.

3 Conclusion

E-commerce platforms have become increasingly dependent on "social media marketing (SMM)" as a critical instrument for influencing consumer decision-making. Key factors such as authenticity, transparency, cultural relevance, and emotional resonance play a significant role in influencing consumer choices. Using social media facilitates the process of decision-making and enhances the user experience by acting as electronic word-of-mouth. Businesses recognize SMM as an effective bridge between consumers and brands, leveraging platforms like Facebook and Instagram to enhance customer engagement and loyalty. Unlike traditional marketing methods, SMM fosters direct interaction, allowing businesses to build strong online communities and brand trust. Despite advancements, research gaps remain, particularly in understanding the psychological mechanisms behind social media influence and consumer behavior in non-Western contexts. Companies must optimize social media strategies through active engagement, influencer collaborations, and user-generated content. Monitoring social media analytics enables data-driven marketing decisions, while interactive grievance redressal strengthens brand-consumer relationships. Furthermore, offering discounts, exclusive deals, and sneak peeks into upcoming products can generate organic brand advocacy. As social media continues to evolve, businesses must adapt and innovate to maximize its impact on consumer behavior. By doing so, companies can enhance brand visibility, consumer trust, and long-term customer value, reinforcing the indispensable role of SMM in modern marketing strategies.

References

- [1] Y. K. Dwivedi et al., "Setting the future of digital and social media marketing research: Perspectives and research propositions," *Int. J. Inf. Manage.*, vol. 59, no. May 2020, p. 102168, 2021, doi: 10.1016/j.ijinfomgt.2020.102168.
- [2] M. Goyal, "a Review of Literature on Social Media Behavior of Consumers," vol. 5, no. 5, p. 405, 2018, [Online]. Available: <http://isiarticles.com/bundles/Article/pre/pdf/23507.pdf>

Emerging Trends in Commerce and Management: A Multi-Disciplinary Approach
(VOLUME-1)

- [3] K. Jamil, L. Dunnan, R. F. Gul, M. U. Shehzad, S. H. M. Gillani, and F. H. Awan, “Role of Social Media Marketing Activities in Influencing Customer Intentions: A Perspective of a New Emerging Era,” *Front. Psychol.*, vol. 12, no. January, pp. 1–12, 2022, doi: 10.3389/fpsyg.2021.808525.
- [4] R. H. B., “Impact of Social Media on Consumer Purchasing Decision Making,” *Int. J. Eng. Res. Technol.*, vol. 11, no. 05, pp. 1–41, 2023.
- [5] A. A. Caraan, C. A. Maghari, L. P. Peñafiel, and A. Federico, “Impact of Social Media on Consumer Buying Decision-Making Process,” *Int. J. Thesis Proj. Diss.*, vol. 10, no. 3, pp. 96–103, 2022, [Online]. Available: <https://doi.org/10.5281/zenodo.6940050>
- [6] Y. Yang, “The Impact of Social Media on Consumer Purchasing Decisions,” *Trans. Econ. Bus. Manag. Res.*, vol. 8, pp. 179–187, 2024, doi: 10.62051/bk13z779.
- [7] N. Agarwal, P. Modi, A. Bhattacharya, and H. Vallabhaneni, “Impact of Social Media Marketing on Consumer Decision Making,” *Int. J. Manag. Commer. Innov.*, vol. 6, no. 2, pp. 1311–1318, 2019, [Online]. Available: www.researchpublish.com
- [8] B. O. Antczak, “The influence of digital marketing and social media marketing on consumer buying behavior,” *J. Mod. Sci.*, vol. 56, no. 2, pp. 310–335, 2024, doi: 10.13166/jms/189429.
- [9] A. Ghosh, “CONSUMER BUYING BEHAVIOUR REGARDING FINANCIAL PRODUCTS,” *Interantional J. Sci. Res. Eng. Manag.*, vol. 08, no. 04, pp. 1–5, 2024, doi: 10.55041/ijsem32722.
- [10] A. Chouhan, A. Kumar, N. Pathak, and R. KV, “The Impact of Social Media Marketing on Consumer Buying Behaviour.,” *Int. J. Res. Publ. Rev.*, vol. 3, no. 7, pp. 1133–1137, 2024.
- [11] J. R. Hanaysha, “Impact of social media marketing features on consumer’s purchase decision in the fast-food industry: Brand trust as a mediator,” *Int. J. Inf. Manag. Data Insights*, vol. 2, no. 2, p. 100102, 2022, doi: 10.1016/j.jjimei.2022.100102.
- [12] J. A. Macías Urrego, V. García Pineda, and L. A. Montoya Restrepo, “The power of social media in the decision-making of current and future professionals: a crucial analysis in the digital era,” *Cogent Bus. Manag.*, vol. 11, no. 1, p., 2024, doi: 10.1080/23311975.2024.2421411.
- [13] T. S. Dessie, A. D. Baylie, A. M. Yimer, and M. B. Amera, “The effects of Social Media Marketing on Consumers Buying Decision Making Processes evidence from College of Business and Economics Students, Bahir Dar University, Ethiopia,” *Int. J. Mark. Commun. New Media*, vol. 11, no. 20, pp. 1–27, 2023, doi: 10.54663/2182-9306.2023.v11.n20.166-194.
- [14] K. Kanojia and T. Rathore, “Digital Marketing Strategies for Small Businesses,” *Int. J. Mark.*, vol. 15, no. 3, pp. 112–125, 2025, doi: 10.69968/ijsem.2025v4i138-45.
- [15] B. S. Sengar, “Search Engine Optimization with Artificial Intelligence a Paradigm for Targeted Marketing.,” *Int. J. Innov. Sci. Eng. Manag.*, pp. 134–139, 2024, doi: 10.69968/ijsem.2024v3si2134-139.
- [16] E. Sheela and K. K. Selvi, “Investigating the Impact of Social Media Advertising on Consumer Behaviour: An Empirical Analysis,” vol. 54, no. 1, pp. 221–227, 2025.

- [17] M. Multani, “Impact of Social Media on Purchase Making Decision of Consumers,” *Int. J. Multidiscip. Res.*, vol. 6, no. 3, pp. 1–11, 2024, doi: 10.36948/ijfmr.2024.v06i03.23722.
- [18] D. D and M. A. T, “Impact of Social Media on Consumer Buying Behavior,” *Int. J. Mark. Stud.*, vol. 12, no. 3, p. 71, 2024, doi: 10.5539/ijms.v12n3p71.
- [19] E. Mapanje, “Impact of Social Media Usage on Consumer Decision-Making in E-Commerce Platforms in Malawi,” *Int. J. Mark. Strateg.*, vol. 6, no. 2, pp. 1–12, 2024, doi: 10.47672/ijms.2071.
- [20] D. R. Johari and R. T. Prasath, “The Impact of Social Media on Consumer Behavior and Purchasing Decisions in the Fashion Industry,” *Highlights Business, Econ. Manag.*, vol. 23, no. May, pp. 1198–1205, 2024, doi: 10.54097/1ys3cj95.
- [21] S. N. Chowdhury et al., “The Impact of Social Media Marketing on Consumer Behavior: A Study of the Fashion Retail Industry,” *Open J. Bus. Manag.*, vol. 12, no. 03, pp. 1666–1699, 2024, doi: 10.4236/ojbm.2024.123090.
- [22] NAVEENA.R, “A STUDY ON IMPACT OF SOCIAL MEDIA MARKETING IN CONSUMER BEHAVIOUR,” no. April, 2022.
- [23] P. Bryła, S. Chatterjee, and B. Ciabiada-Bryła, “The Impact of Social Media Marketing on Consumer Engagement in Sustainable Consumption: A Systematic Literature Review,” *Int. J. Environ. Res. Public Health*, vol. 19, no. 24, 2022, doi: 10.3390/ijerph192416637.
- [24] N. Thao, “THE IMPACT OF SOCIAL MEDIA ON CONSUMER PURCHASING DECISION PROCESS,” *Int. Bus.*, pp. 1–41, 2021.