Chapter 5

How Artificial Intelligence (AI) is Transforming the User Experience in Digital Marketing

Stavros Kaperonis

iD https://orcid.org/0000-0002-2130-6514
Panteion University of Social and Political Sciences, Greece

ABSTRACT

In this part of the book, the authors are diving into how artificial intelligence (AI) is completely changing the game in digital marketing, especially when it comes to the user experience. You see, AI gives companies these super cool abilities to deliver personalized content, analyze data like a pro, and create marketing strategies that really focus on the customer. Plus, AI has given birth to chatbots that have seriously shaken up customer service, making it way more personal and immediate. But, as cool as all this AI stuff is, it's not all smooth sailing. This chapter tackles things like data privacy, security, and making sure there are people who know how to handle it all. What really shows off the power of AI is how companies like Amazon and Spotify are using it to make the customer experience better. The more AI becomes a part of digital marketing, the more necessary it is to understand the good, the bad, and the sometimes ugly, to make sure AI is being used in the best and most ethical way possible.

INTRODUCTION

In the ever-evolving landscape of our digital age, it's hard to overlook the monumental role Artificial Intelligence (AI) has been playing. According to (Kaplan & Haenlein, 2019), it's a disruptive technology that has, in a matter of a few decades, transitioned from being a subject of science fiction to a practical tool applied across various industries. One domain that AI has taken by storm is digital marketing. It has completely revolutionized the landscape and elevated the user experience to levels we've never seen before (Chaffey & Ellis-Chadwick, 2019).

The birth of digital marketing represented a turning point in how businesses engaged with their audience. Gone were the days of simple email marketing and rudimentary websites. The industry has evolved with the advent of search engines, social media platforms, and mobile technology, expanding the boundaries of digital marketing, and redefining its scope and effectiveness. Nevertheless, the introduction of AI has brought about a radical transformation, inducing a seismic shift in the potential of digital marketing (I. Lee & Shin, 2018).

AI, as defined, involves machines or software mimicking human intelligence, encompassing various technologies such as machine learning, natural language processing, and robotics (Bojanova et al., 2014). When applied to digital marketing, AI enhances strategies by providing insightful data analysis, enabling personalized user experiences, and automating mundane tasks. And we're still just beginning to tap into its full potential in digital marketing (Grewal et al., 2017).

The essence of digital marketing revolves around reaching the right audience at the right time with the right message. As straightforward as this sounds, it becomes complex in an age defined by information overload and diminishing attention spans (Marr, 2018). AI has been instrumental in revolutionizing this aspect, enabling precise targeting and personalization at scale. Leveraging data and machine learning algorithms, AI can understand user behavior, predict future actions, and tailor messages that resonate with individual consumers. We're now seeing a new era of user-centric marketing, where strategies are based not on broad audience segments but personalized consumer journeys (Nguyen et al., 2015).

Moreover, AI's impact on enhancing the user experience in digital marketing is significant. Whether it's chatbots providing round-the-clock customer service or recommendation systems offering personalized product suggestions, AI technologies have dramatically improved how users interact with digital platforms (J. Chen et al., 2014). This improvement has not only resulted in a more satisfying user experience but also boosted brand loyalty, customer retention, and overall business success.

However, implementing AI in digital marketing isn't without its challenges and ethical dilemmas. Indeed, even with its abundant potential, the application of AI in digital marketing does not come without challenges. From the perspective of data

Related Content

POMDP Models for Assistive Technology
Jesse Hoey, Pascal Poupart, Craig Boutilierand Alex Mihailidis (2012). *Decision Theory Models for Applications in Artificial Intelligence: Concepts and Solutions (pp. 294-314).*
www.irma-international.org/chapter/pomdp-models-assistive-technology/60933

Identifying Influencers in Online Social Networks: The Role of Tie Strength
Yifeng Zhang, Xiaoqing Liand Te-Wei Wang (2013). *International Journal of Intelligent Information Technologies (pp. 1-20).*
www.irma-international.org/article/identifying-influencers-online-social-networks/75543

AI and Its Application in Criminal Investigation: Contribution to Identifying Profiles in Organized
Armando Ramos (2024). *Artificial Intelligence Approaches to Sustainable Accounting (pp. 26-33).*
www.irma-international.org/chapter/ai-and-its-application-in-criminal-investigation/343351

A Semantic Agile Approach for Reconfigurable Distributed Applications in Pervasive Environments
Abderrahim Lakehal, Adel Alti, Sébastien Laborieand Philippe Roose (2020). *International Journal of Ambient Computing and Intelligence (pp. 48-67).*
www.irma-international.org/article/a-semantic-agile-approach-for-reconfigurable-distributed-applications-in-pervasive-environments/250850

Socrates Digital™ System Architecture: Overview of the Socrates Digital™ Module
(2022). *Socrates Digital™ for Learning and Problem Solving (pp. 87-105).*
www.irma-international.org/chapter/socrates-digital-system-architecture/290565