



# Twitter is Not a Strategy: Rediscovering the Art of Brand Marketing

*Tom Doctoroff*

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In a cultural climate saturated by technology, marketing professionals have focused their energies on creating newer and more digital methods of advertising their brands, with the fear that if they don't embrace "Big Data," they will fade into obscurity. But Tom Doctoroff, Asia CEO for J. Walter Thompson, argues that this frenzy over digital and social media has created a schism in the marketing world that is hindering brands from attaining their true business potential. The tension between traditional branding and the seemingly unlimited possibilities presented by the advent of "digital" branding leads companies to abandon the tried and true aspects of marketing for the flash of the new. In *Twitter is Not a Strategy*, Doctoroff explains why a strategy that truly integrates the two ideas is the best way for a brand to move into the future. Using some of the biggest brand names in the world as examples, such as Coca-Cola, Nike, and Apple, he breaks down the framework of marketing to explain how digital marketing can't stand without the traditional foundation.

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