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Predictive data is information used to _____.

2020 is a year that, because of its symmetrical numerology, tends to attract a disproportionate share of futuristic daydreams. Not wanting to be left out (as well as capitalizing on the term SEO social media in 2020), I made a list of how social media will evolve in the years to come. From the rise of social commerce to Generation Z tripping in an office chair near you, this post will tell you what social trends to expect and prepare. In this post, I'll offer wide strokes. If you'd like a more complete analysis of social media trends, check out my 2018 Social Trends Report. In the report, I cover social video, the state of peer trust, the measure of return on investment and the main opportunities for each major social platform. Download the full Social Trends report for an in-depth analysis of the data you need to inform your social strategy in 2021. #1 - Social Growth Continues We Are Social and Hootsuite recently published our annual global study on Internet, social and mobile adoption in 239 countries. In our analysis, we found that the use of social media will continue to grow. 1 million new people have joined social networks every day in 2017. And nearly a quarter of a billion new users entered the online for the first time in 2017. This growth will continue and we will see interesting uses of social media coming from Africa which currently has the fastest growth rates, with the number of Internet users across the continent increasing by more than 20 percent year-on-year. By 2020, we will see the increased dominance of Instagram, especially among the elderly. Instagram users are much older than people often imagine, kemp says. There are more than 45 to 54 years of age using Instagram than they were 13 to 17 years ago. As predicted by our CEO Ryan Holmes, Instagram will evolve rapidly over the next few years and become the new brand house. You can take a closer look at this data in our global report (in partnership with We Are Social and Simon Kemp). #2 - Product discovery is becoming more visual (and social) According to GlobalWebIndex, nearly half of Internet users follow the brands they like or the brands they plan to buy on social media. Search engines, online journals and public relations are traditional discovery channels. But by 2020, we will see dramatic growth in five areas: social for product research For research on online products, always leads the way. But social is catching up. In a study of 178,421 global Internet users aged 16 to 64, GlobalWebIndex found that 28% of users turned to social networks during their research on online products, a number we saw jump each year. In fast-growing markets such as Latin America, the Middle East and Africa, social media is dramatically beating search engines for product research. As GlobalWebIndex has also found, social media overshadows search engines a research channel in the Philippines, Kenya and Morocco. By 2020, we will see the influence of research shift further on product research and social influence increasing, especially among mobile consumers first and emerging markets. Visual research Andrew Ng, the chief scientist at Baidu, predicts that at least 50% of research by 2020 will be through images or speeches. Products like Pinterest Lens use machine learning to help discover brands and products. As Ben Silbermann, founder and CEO of Pinterest, says, a lot of the future of research will be in photos instead of keywords. The voice command Who never controls the voice will control a quarter of all computing, predicts Scott Galloway, a professor at the Stern School of Business. But as Simon Kemp also points out, the transformation that voice technology will bring goes far beyond the brands fighting for digital space on Amazon Echo. As he explained in a recent podcast, especially for emerging markets, voice will help facilitate research (and typing). Voice technology helps consumers with lower levels of reading literacy, making it a key technology for the next billion consumers about to come online for the first time. This will change both the way consumers discover products and the way they communicate on social networks, a new set of digital behaviors that marketers will have to adapt to. Facebook messaging apps predicts that by 2020, 80 percent of smartphone users should use a mobile messaging app. Customer service is one of the most obvious use cases. But many local businesses use messaging apps as their primary customer communication center. This opens the door to a conversational business that extends far beyond messaging, with messaging applications becoming the center of mobile commerce, customer relationship management workflows and product discovery. Chatbots From product galleries on Instagram to product launches on Facebook Live, social content is already used by young demographics to discover and evaluate products. As more and more consumers research potential purchases on social networks, it's a small leap to direct buying on Facebook, Pinterest or Instagram.Download the full Social Trends Report for a thorough analysis of the data you need to inform your social strategy in 2021. Get the full report Chatbots will help consumers move to social commerce, making it easier and transparent to discover products, ask questions, process digital payments and see automatic updates on the delivery date of your order. By 2020, the novelty of chatbots will be gone. But for purchases such as choosing a smartphone package or planning a vacation, they will be deliciously useful social shopping companions. #3 - Social Video Saturation — and Evolution Over the next few years, the company's much larger driver and the determinant of how we do it will be video, video, Messenger, says Mark Zuckerberg. It's easy to see the growth potential of video. According to GlobalWebIndex's latest data on the adoption of social video, audience demand continues to increase. 56% of People watch videos on Facebook, Twitter, Snapchat or Instagram every month. 81% of 55- to 64-year-olds watch videos online every month. One in three social Internet users watch videos made by brands each month. As more and more mobile consumers first in emerging markets go online, we will see even more growth in this area. For countries with low literacy rates, video is a much easier way than text to learn more about products and communicate online. And with the rise of messaging—a medium where people are typing less and using more and more audio clips, live video messages and augmented reality filters—the opportunity for social video has only just begun. But by 2020, marketers will have to deal with video saturation. As we found in our Social Trends 2018 survey, 46% of respondents said they were already implementing social videos, and 26% planned to implement them in 2018. This means that social video quickly moves from an algorithmic advantage to a table-setting tactic. While most brands use social videos to boost traffic and recover some organic reach, the impact of social video will be broad. Here are some areas to plan for seeing a radical transformation with social video content. Social e-commerce Almost all consumers use a mobile device primarily. And video is a much easier way to learn more about products. Companies like MikMak are trying to understand what Aboriginal business experiences look like for the generation of social video. With fun and short product videos, they help brands convert viewers directly to social networks. Expect more companies to shorten the path between awareness videos and direct purchases on social platforms. In-person communication Whether you're talking to an investment advisor or calling a sales agent to get you through cell phone plans, there are plenty of opportunities for individual video between businesses and consumers. For example, teens type less in messaging apps and use more videos and audio clips. More than 100 million people use WhatsApp's built-in video calls to with friends and family. More than 200 million people use video messaging and the Augmented Reality app Snow. Marketers will have to adapt to these new and very personal uses of video. In other words, social video will have to become social, an experience that builds a community of customers rather than broadcast-style content and product teasers. Passive Networking Globally, online consumers spend a third of their time on social media. But as people spend more time on social, we see new behaviors emerge. People share less personal information about large networks. Instead, they watch videos, bones, time, and share things to connect with friends. The impact of the video will be wide here. As GlobalWebIndex says in its latest social video report, video positions social media as the go-to destination for everything from music consumption to online shopping as a live sports broadcast and commentary. What to do to prepare: Social videos can increase traffic. But chasing traffic and adapting to the whims of social algorithms is not a winning strategy. Only two companies can monetize traffic on a large scale: Facebook and Google, says Scott Galloway, a professor at the Stern School of Business. Everyone has to build a loyal group of followers. If you'd like practical advice for using video in 2018, I analyzed the state of social video in Hootsuite's Social Trends 2018 report. #4 - Social Trade Is Testing The adoption of social trade in Europe and North America has been slow. But the next phase of social innovation will not come from advanced economies. Emerging economies — consumers who have skipped office engines and traditional search engines — will be leading the way. From micro-enterprises to large retailers, the social role in e-commerce will grow. For example, Instagram already allows companies to create digital showcases with visual and video content. As the analyst firm GlobalWebIndex predicts, shopping via social networks may be a APAC-based phenomenon at the moment, but the culmination of trends laying the groundwork for social trade to gain ground in the West. What you can do to prepare: Make sure your social video and social commerce strategy are in lockdown. Mobile buyers first look for fun and short-form product videos. I also found this report from the consulting firm PWC valuable. It shows how mobile consumers first use social through the complete travel of customers to China, an overview of the trends that will soon sweep Europe and North America. #5 Gen Z leads vr and AR adoption by 2020, we will see more practical uses of virtual reality (VR) and augmented reality (AR) in marketing. Amazon, for example, is exploring how to use AR to help consumers try out virtual clothing and explore products. Snapchat's Geofilters and Lens features have been widely adopted in marketing campaigns, including creating location-specific videos to influence nearby customers such as event attendees pedestrians near a store. Generation Z, of course, will help push these technologies further. As GlobalWebIndex has found, 22 percent of Gen Zers use geofilters every month. Gen Zers who watch social videos every month are 40 percent above average for using online sources to search for products. They are also influenced by social criticism, admitting that many likes and positive comments on social media motivates them to make a purchase. Social platforms will, of course, continue to push AR features, because the novelty always increases user engagement (both for new features and advertising campaigns by early adopters). Facebook Messenger, WhatsApp, Instagram, Snapchat, Bitmoji, WeChat and QQ are social messaging platforms that will use AR to increase advertising revenue. What you can do to prepare: TechCrunch has released a bullish look at the impact of VR and AR technologies on businesses. It is filled with platform revenue data and interesting examples of how the AR mobile user base will move the market forward. #6 - Social CEOs are becoming the new normal From the rise of anonymous work applications like Blind to collaborative digital spaces like Facebook Workplace, it's clear that social is already changing the way employees work. By 2020, we will see the greatest impact on two areas: employer branding and the growth of senior executives who understand and know how to use social skills to listen to customers, communicate their vision and engage employees. It is clear that the floodgates have opened. The employees are noisy. They have immediate social significance. And employees can easily build or remove an employer's brand. By 2020, large organizations will realize that employee comments and perceptions on the social level will need to be managed in the same way as how companies monitor customer complaints and feedback. Whether it's tracking employees' perceptions of new leaders or prioritizing critical issues in corporate culture, social data will become a new area of advantage. Using publicly available data (such as comments on Instagram or perceptions on LinkedIn), social data will provide a true insight into the health of an employer brand. The key to this transformation will be the ability of CEOs and other executives to use social to communicate directly with employees. And by 2020, CEOs with lukewarm professional adoption of social media will become rarer. As social networks continue to grow as the dominant communication channels, both inside and outside the company walls, CEOs who ignore these channels will be at a disadvantage. In this new world, leaders will also have to adapt their communication styles. Be personal, unvarnished and direct. For example, Edelman's study of consumer confidence found that 57 percent of global consumers were more likely to believe in a spontaneous speaker, compared to 43 percent of global consumers 100 who would trust a speaker who sounded scripted and rehearsed. What you can do to prepare: Our CEO, Ryan Holmes, has written a short opening for senior executives, teaching you how to develop an effective social leadership strategy. In Edelman's 2018 report, you can track the role of employees in corporate communications. You'll also see global data on how CEOs can build more trust with today's social employees and voice consumers. #7 - Amazon takes a step on the advertising duopoly by 2020, we will see digital dominance of Google and Facebook decrease slightly, while the influence of Amazon and Snapchat According to analyst firm eMarketer, Amazon's advertising business is expected to grow by nearly 3% of the market compared to 2% in 2017, for a total of \$2.9 billion in advertising revenue for 2018. Amazon has built the world's largest digital showcase. They also studied billions of digital purchasing behaviours. And now they're working to earn advertiser dollars. Amazon's main advantage is attribution. Amazon's pitch, says marketing magazine Digiday, is that it can offer advertisers a total wallet perspective - linking what people are looking for with what they buy online - and with its growing brick and mortar retail presences, also what people buy in person. Organic social content will play an essential role in helping buyers evaluate products, draw inspiration from organized product collections and seek advice from like-minded customers. As analyst Mary Meeker predicts, Ads become targeted showcases. Ads, content, products, transactions... the lines are fading. The content is becoming the store. The announcement is becoming the transaction. What you can do to prepare: Take a look at Amazon's advertising platform Explore Snapchat's self-service advertising features. And also take a look at Hootsuite Ads- our tool helps you effectively manage organic and paid content together, reaching a wider audience at a lower cost. #8 - Machines serve their masters Artificial intelligence will be everywhere, like electricity, says Lady Gaga of Mathematics, Cedric Villani. At the end of April, Villani will release its much-anticipated report that will help guide how governments prepare for the evolution of AI that is already moving under our feet. Companies like Google, of course, will make sure that this dream becomes real. In the long term, we're moving into IT from a first mobile to an IA first world, said Sundar Pichai, CEO of Google. Gartner was optimistic about their IA predictions. They estimate that by 2020, 30 percent of all B2B companies will use artificial intelligence (AI) to increase at least one of their key sales processes. So what does AI mean for the future of marketing? One of the best AI bridges I've found comes from analyst and general-intelligent human Simon Kemp. In this fantastic deck workshop, you will learn how to adapt your marketing to a world of machines first. In big lines, algorithms already influence almost every aspect of our digital life, including the content we the products we discover, and even that we get married. The good news is that, from sculpsins to predictive analytics, many AI innovations will help marketers increase their impact while eliminating tedious tasks. And while understanding how algorithms push our content or products higher in social flows, Simon Kemp reminds us to keep things simple. As he Many marketers think algorithms are incomprehensible "black boxes", but they are actually more predictable than the irrational behavior of human consumers. Treat algorithms like another public and many of your fears will dissipate. What you can do to prepare: Take a look at Simon Kemp's AI workshop. Also start exploring tools that use AI, for example, MarketMuse uses AI to help build smarter SEO and content strategies. Companies like Conversable make it easier for brands to use AI to create automated experiences on messaging and voice channels. I also found a lot of value in Narrative Science's Quill, an AI-based application that turns data into written reports. You can sign up for their free version here. The free app analyzes your Google Analytics data, including custom segments. It's a great way to automate kpi monthly leadership reports. #9 - Emerging Markets Are Innovating with Mobile The next billion online users will change everything in terms of how we all experience the Internet—it's not just a story of a billion users developing economy, but a lot about the future of the Internet and global connectivity for all of us, says Kemp. By 2020, Facebook predicts that more people should have mobile phones than running water or electricity at home. It is estimated that 3 billion people will have access to mobile phones by 2020. For these consumers, mobile will be their only way to get online. According to Facebook, more than one in four people measured is already mobile only, with India (70 per cent) and Indonesia (67 per cent) leading the way. Messaging applications will play a key role in this mobile-centric world, giving micro-enterprises new ways to communicate with customers. Many emerging markets have overtaken landlines and computers, building their own mobile-centric worlds, Facebook says. Of those surveyed who are connected in Kenya, Nigeria and South Africa, 40% say they have been able to generate additional revenue by being online. For example, Facebook found that consumers in India, Mexico and Thailand are 1.25 times more likely to say that the ability to get a message out to a company makes them more likely to shop with that company. Kenyans surveyed are 1.57 times more likely than the global average to use Mobile. As I mentioned earlier, 80 percent of smartphone users are expected to use a mobile messaging app by 2020. But as Facebook's searches have found, people are already using messaging apps to open up new avenues of purchase. Social networks will also play an essential role in the financial life of the first mobile consumers. For example, TransferWise allows users to send money internationally via facebook Messenger chatbots, the latest in a long line of social integrations. Nearly two out of three messaging apps currently use mobile banking services according to GlobalWebIndex. And 63 per cent of email app users also use mobile banking. I also analyzed the main social trends in the financial sector in our annual report. You can download this report here. By 2020, we will see a dramatic change in digital communication. As Simon Kemp explains, Keyboards will be replaced by voice commands and cameras. Visual content will dominate social and messaging, and new technologies will provide richer digital experiences for people around the world. To track track, brands need to rethink their strategies, develop new capabilities and adapt quickly. What you can do to prepare: Brands know that mobile is the default experience. But according to a study by analyst firm L2, few brands are beyond basic optimization. L2 found that the average mobile checkout process is three pages, giving users (especially in lower literacy markets) plenty of reasons to click in frustration. Only 14% of consumer brands offer one-page cases. To adapt to mobile consumers first, start with the basics. Check your mobile experience. Start using social commerce as Instagram's shopping features. And look to emerging markets to prepare for the next changes in mobile and social commerce. In our global report, you can move to regional countries, seeing how mobile economies first use social channels. #10 - Fake news and the rise of regulation by 2020, major platforms will be regulated. But the headlines will also look like 2018: Trump is heading for re-election, which means you'll see a lot of articles about fake news, data privacy and Russian hackers. As eMarketer points out, marketers will also face tighter regulation and the market will be filled with technology providers to protect and store first-party data. We are already seeing the impact of regulation. Facebook, for example, will soon require marketers to confirm that they have the user's consent for custom audiences. It's the end of the Wild West. Social platforms will be regulated. Governments and consumers will seek to better protect personal data. And rather than being impressed by data journalism or smart customization, technology companies seen in a darker light by the audience. What you can do to prepare: If you've never thought about the implications of the General Data Protection Regulations (GDPR), the U.K. Office of the Information Commissioner (ICO) has published a 12-point guide. If you like Trump, you'll be happy in 2020 because I think he's going to win a second term. If you're not a fan, consider moving to Canada. I'm already here. And there are a few empty offices by me. #11 - Generation Z are the future — unless we stop them It is too late to stop millennials. By 2020, they will be by far the largest cohort of the workforce. Millennials have has overtaken Gen Xers as the most populous generation of the U.S. workforce, report Facebook and Deloitte. By 2020, they will make up half of the world's workforce. Technically, I'm a thousand years old. So I don't worry about millennia. And by 2020, avocado toast and snowflake jokes will be forgotten in some internet archives. Instead, we will be in the midst of the new generational wave, the socially wired Generation Z. But don't worry, my nephew is a member of Generation Z. I can't say enough beautiful things about him. What you can do to prepare: There's nothing you can do. They're already with us. In the meantime, if you want to understand your future boss, here's a report with a few things to understand about the scapegoat of the new generation of media. Hootsuite has also compiled some useful statistics on Generation Z. Not all trends are worth tracking. Here are some resources to help you guide your digital strategy in 2018 that I mentioned in this article. Digital in 2018 Download Hootsuite and We Are Social Global Report on Internet, Social and Mobile Adoption in 239 countries. Hootsuite's Social Trends 2018 You can download my annual trends report filled with global data, visual graphics, new tools and key trends to implement. The Financial Services Report by Social Trends for Financial Services Hootsuite examines key industry trends, tracking how organizations use social media to increase revenues and reduce operational costs. We promise that social media will still exist in 2020. And you'll always be able to manage all your accounts in one place via the Hootsuite dashboard. Try it for free today. Start

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