

BEYOND REACH: MICRO-INFLUENCERS VS. CELEBRITIES - A COMPARATIVE ANALYSIS OF ENGAGEMENT AND BRAND SENTIMENT IN INFLUENCER MARKETING

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Abstract

Influencer marketing has evolved significantly, prompting brands to reconsider the efficacy of using micro-influencers versus celebrities. This study investigates engagement levels and brand sentiment generated by both types of influencers across various social media platforms. Through quantitative analysis of interaction metrics and qualitative assessment of consumer responses, the research explores whether micro-influencers, despite their smaller reach, can outperform celebrities in fostering deeper engagement and more favorable brand perceptions. Findings suggest that while micro-influencers may not surpass celebrities in reach, they often excel in building authentic connections with audiences, thereby enhancing brand trust and consumer loyalty.

Keywords: Influencer Marketing, Micro-Influencers, Celebrities, Engagement, Brand Sentiment, Social Media, Authenticity, Consumer Behaviour.

INTRODUCTION

In recent years, influencer marketing has become a cornerstone of brand promotion strategies, leveraging the popularity and influence of individuals on social media platforms. Traditionally, celebrities with vast follower counts have been sought after for their ability to reach broad audiences. However, with the rise of micro-influencers—individuals who may have smaller but highly engaged follower bases—questions have arisen regarding their comparative effectiveness in driving engagement and shaping brand sentiment.

This study aims to provide a comparative analysis of engagement and brand sentiment between micro-influencers and celebrities in influencer marketing campaigns. Engagement metrics such as likes, comments, and shares will be analysed quantitatively across multiple influencer posts, while qualitative insights into consumer perceptions and sentiment will be gathered through surveys and interviews. By examining these factors, the study seeks to uncover whether micro-influencers, despite their narrower reach, can generate higher levels of engagement and foster more positive brand associations than their celebrity counterparts.

The findings of this research are expected to contribute to a deeper understanding of how brands can optimize their influencer marketing strategies. Insights gained will inform marketers on the strategic selection of influencers based not only on reach but also on the ability to build authentic connections and influence consumer perceptions positively. This comparative analysis is timely in guiding brands toward more effective

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