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Arab Republic of Egypt Menofia - Shiben El-Kom - Postal Code: 32111 - P.O Box: 66

Mobile: +201141514157

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Email: jprr@epra.org.eg - ceo@apr.agency

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The Role of Social Media in Promoting Brands: Interaction, Influence, and Credibility (*)

Dr. Heba Ahmed Eldib hebaeldib16@gmail.com Assistant Professor of Media and Public Relations, Liwa College, Abu Dhabi

Abstract

With the increasing reliance on social media and its role in increasing brand awareness and its effects on the purchasing decision, the study aimed to identify the role of social media in promoting brands between interaction, influence and credibility.

To achieve the study's objective, the descriptive analytical approach was applied by applying a questionnaire to a deliberate sample of the available sample type with a number of (330) account holders (Facebook - YouTube - Instagram - X platform) to test indicators of the role of social media in promoting brands identified by the study with any of the brands (Toshiba Al Arabi Company - Almarai - Samsung - Shein).

The study concluded, through the results of the multiple linear regression, that there is an impact of social media in promoting brands through intermediate factors/variables (interaction - influence - credibility).

The study also concluded that the total average of the ability of social media to promote the brand amounted to (3.43) to a large degree, and the average role of social media in promoting interaction amounted to (3.52). Regarding the role of social media in promoting the influence of brands, the total average of the axis amounted to (3.90), which expresses a large degree, and regarding the role of social media in promoting the credibility of brands, the total average of the axis amounted to (3.66), which expresses a large degree.

The results also confirmed the existence of a relationship and impact of indicators of the role of social media in promoting the brand and the elements of interaction, influence and credibility. There was also an impact of demographic variables (gender, age and educational level) on the three elements, which supports the promotion of brands by taking advantage of the capabilities of social media.

Keywords: Social Media, Promoting Brands, Interaction, Influence, Credibility.

^(*)The Paper was received on March 12, 2025, and accepted for publication on April 09, 2025.