ABSTRACT

Digital marketing has been one of the most trending marketing strategies as marketing are shifting

towards marketing 4.0. PT Kalbe Farma Tbk is a pharmaceutical company which is commonly known as

Kalbe Farma. One of the products sold is an energy drink called Extra Joss. Extra Joss has been sold since

1994 in Indonesia. Nevertheless, Extra Joss is a new product in the Myanmar market, which became

necessary to increase its brand awareness as much as possible. This project was done to find substantial

differences in the engagement rates of static and interactive content posted on Extra Joss Myanmar's

Facebook and Instagram pages. An independent T-test was then used to analyze the two categories of

static and interactive content statistically. Results from the independent T-test showed that there were

no significant differences found when comparing the static and interactive contents posted on Facebook

(p-value = 0.648) and Instagram (p-value = 0.290). Thus, static and interactive content was concluded to

be applicable in increasing the brand awareness of Extra Joss in Myanmar without a difference in the

engagement rate of content.

Keywords: Digital Marketing, Engagement rates, Extra Joss, Myanmar, Product awareness

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