



# A comprehensive review on the role of online media in sustainable business development and decision making

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## Abstract

People are using platforms of social media like Twitter, Facebook, or Instagram as a regular way to reach very much targeted and new prospective customers. The role of online media is to facilitate the opportunity in making a connection with followers and fans every time they log in. Online media keep social posts informative and sometimes entertaining which the followers' glad to see the contents in their feeds. Online media facilitate with low commitment and easy way to prospective consumers for expressing attentiveness in the business you do for your services or product. Online media can offer a number of marketing opportunities for businesses of all dimensions. These opportunities include promotion of the brand, communication to the consumer about service or product, attracting customers, and building strong connections with available consumers. Apart from this, several other benefits can be gained from the business of online media such as the ability to target, broad reach, fast, personal, low cost or free, and easy to use. An overview of the existing approaches, tools, and techniques to present is the dire need of the modern business in order to develop novel ways and to present the business of services or products in an effective and efficient way. Therefore, this study has presented a comprehensive review of the existing literature associated with the techniques, tools, and approaches used for business with the help of online media and to decision making. Based on this study, new mechanisms will be provided for effective business.

**Keywords** Online media · Business · Social media · Internet · Online business

## 1 Introduction

Globally, around half of the world's population is using platforms of social media like Twitter, Facebook, or Instagram as a regular way to reach highly targeted and new prospective customers. Online media facilitate the opportunity to make a connection with followers and fans every time they log in. online media suggest low commitment and easy way to prospective consumers for expressing their interest in the business you are doing for your products. Research works have been carried out, and various approaches were presented. Ibrahim et al. (2017) have proposed to identify the impact of online dealers' interaction with online brand communities: at first, by

using the collected tweets displayed on Twitter to analyze the whole trends of various brands and the pattern of interaction between end user and companies; after this, they studied that how various types of interaction affect user views. Analysis shows that views which subordinate with trademark appearance, opinion, and consumer package of the online sellers have affected by interaction. The level, distance, category, and arrogance of sellers' interaction with social media operators have an important influence on their views and also derived several important managerial and practical implications from these study analyses. Ahmad et al. (2018) have proposed a study to fill the space by viewing the implementation of social media among minor and intermediate companies in the Middle East area, precisely, in the UAE. Furthermore, this work examines the embracing existences over the word of mouth and social existence concept using thorough focus-group private consultations with businesspersons of companies. An additional important role condensed by the work is its inspection of social media implementation in meanings of the industry performance of companies.

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Research has presented that social media plays a vital role in entrepreneurship (Fischer and Reuber 2011). It has been presented inductive, theory-building processes to develop propositions concerning when businesspersons adopt Twitter so how effectuation methods are impacted. High levels of Twitter-based engagement can tend to effective churn and also theorize that there is one aspect, observed time affordability, that expects the level of social engagement by the use of Twitter. In addition, endorse two elements which are community orientation and community norm adherence that restrained the significances of social engagement using Twitter. Odoom et al. (2017) have proposed a study to develop understanding and provide prolonged acceptance of the inspirations and overall performance compensations of social media gathered via SMEs with an empirical observation from a rising economic system. The assumption from the research establishes that the interdependencies of social media inspirations, as well as sound effects of social media usage, are positive but rough across product-based and service-based SMEs. Burton and Soboleva (2011) have proposed the study that although speedy progress of Twitter is in managerial use, theoretical or empirical research studies show that how various firms use Twitter. It is a proposed study to analyze and associate the use of Twitter in 12 accounts held by six firms in the USA and Australia, which is a representation on present models of cooperative communications. This study is based on an examination of an unsystematic sample of tweets sent by each account. The results show various methods in which the cooperating abilities of Twitter can be used to converse with customers.

Wamba and Carter (2013) have proposed a study to create emerging writings on social trade, social media, and the distribution of modernization to recognize the character that organizational, supervisory, and ecological features of SMEs show in the implementation of Twitter. For testing the prototype, arrange an investigation to four hundred fifty-three SME managers from the US, UK, Australia, and India. The outcomes show that businesses' ingeniousness, phase, and topographical position have a significant influence on adopting Twitter via SMEs. Gilbert (2012) has proposed to discover that how a tie strength model established for one social medium gets used to another. Precisely take a Twitter application which kept a facebook strength model on the basis of its design and estimated tie strength for more than 200,000 relationships from people in 52 countries and to keep eyes on the mapping of relational features of Facebook to features in Twitter. This initial evidence shows that significant relational properties may be visible in the same way throughout various social media, and a result, that permits new social media sites to develop interactive findings from old ones. Pourkhani et al. (2019) have proposed a study to inspect the rank and

growth of technical educations on the role of social media in businesses and applied scientific methods by using library techniques and scientometrics displays. Technical services in the discipline of social media claim in a commercial from 2005 to the last of January 2019, the trends and achievements of this field by using the bibliometric library. For the better understanding in this area, Business Horizons Magazine published 1269 articles and 73 articles journals on the topic of social media usage.

The current study has provided a complete evaluation of the available literature related to the methodologies, tools, and approaches utilized for business and decision making with the use of online media. New business mechanisms will be developed based on the findings of this investigation.

The paper is structured as follows: Sect. 2 briefly discusses the online media and business transformation. The detail associated with the factors influencing adoption of online media is given in Sect. 3. Section 4 shows the organizational communications on social media. Analysis of the role of online media in business is given in Sect. 5. The paper is concluded in Sect. 6.

## 2 Online media and business transformation

Online media are offering a number of opportunities for marketing and businesses of all dimensions. Aral et al. (2013) have proposed that social media are the main technique through which people connect and advertised, etc. Information technology has an effective impact on businesses. This problem became considered to encourage progressive inquiries of the connection between social media and commercial enterprise alteration. The agenda of the research is to accept the connections among social media, organizations, and the public. We position this study encompassing the issue within this study charter and find an area where additional research is desired. Attewell (1992) has proposed a study to develop an alternative model that emphasizes the importance of management learning as potential roadblocks to modernization. Companies delay internal installation of challenging technology as they wait for sufficient methodological knowledge to adequately implement and operate it. The effectiveness of this strategy is demonstrated by a pragmatic education of the diffusion of entrepreneurship computing in the USA, which includes broadcasting review and ethnographic data on the explosion of business computing, the learning methods and skills required, and the changing institutional observes that aided diffusion. Michaelidou et al. (2011) have proposed that many tools are used to support business-to-business brands including communicative

technologies. This research addresses the space by keeping eye on business-to-business small-medium enterprises and their social networking usage. Results from a mail review show that over a quarter of commerce-to-commerce SMEs in the UK are used social networking sites to get trademark goals and attract new consumers. Practically half of the small-medium enterprises that presently used social networking sites have shown their aim to raise the marketing and underlining the importance of social networking sites in business to the business framework.

Dijkmans et al. (2015) have proposed a study to investigate that whether and when a business's online actions to get involved customers are valuable for business status. The social media actions in turn are positively linked to business status, specifically among non-consumers, and also converse the implications of the outcomes for social media guidelines in the travel and tourism industry. Gruber et al. (2015) have proposed a study to keep concentrations on disaster supervision and headship by officials, panels, organizations and put on investigation flexibility, authority, and sense-making in the study of the overthrowing and successive arrival of topmost management by the panel of executives. A group of references for headship and disaster supervision in the modern corporate situation by viewing in what way a disaster is caused to move by media is provided by this case study. Twitter is examined by way of reason of actual bulletin and material, which have an important effect on firms and their approaches. Panagiotopoulos et al. (2011) have proposed to analyze the vibrant aspects of cooperation in the framework of 2011 insurrections in the UK. In August 2011, cities of London and further places in the UK suffered from widespread sickness as well as lost many lives. Next the riots Twitter accounts elaborate that in what way native establishments make an attempt to condense the possessions of the riots and upkeep public regaining. Usage of Twitter's casual and speedy appraise topographies and created a diversity of instructional and tortious mails with pure calls for the offline or online act. In roundabout belonging, residents were not simply prepared by native experts, but native consultants also dynamically upheld movements started by citizens.

Graham et al. (2015) have proposed to analyze the usage of social media in local government and unmapped framework. It especially states the implementation and social media tools used for crisis interaction and also part in handling a disaster. Outcomes showed the usage of social media but did not show the number of tools used and absolutely linked with local city officials' valuations of their skill to manage a difficult condition and also their total valuations of the strength of their responses. Conclusions of implications and significance have conversed. Tess (2013) has proposed that social media is no more

seeming than at the university. Higher education sets rise social media technology to facilitate and improve instructions in addition to encouraging active learning for students. To focus combination of social media as an educational tool is claimed by numerous scholars. Empirical evidence, though, has padded in the supportive claim. This study condenses the studious writings and in addition reviews the conclusions of realistic surveys.

Okazaki et al. (2020) have proposed that using social media the commercial societal accountability (CSR) framework somewhere online CSR negotiations usage as trademarks communicates by means of customers. Eight trademarks' arithmetical CSR interact on Twitter, and these recommended negotiations are existing and are infrequently measure of the procedure with supreme communication among customers are analyzed by study 1. The brands of CSR-related twitters were gratified and caught that maximum is not related to CSR and furthermore is mainly 1-side by study 2 analysis. Hence it is suggested that media conversations must contain, indications of separable customers, viewers' exact and applicable SMS gratified, and also have chances for customers to reconceive worth using the related trademarks.

### 3 Factors influencing adoption of online media

Several advantages of the internet media company include the capacity to target, broad reach, speed, personalization, cheap cost or free, and ease of use. Dahnil et al. (2014) have proposed the implementation and usage of social media in marketing as new interaction tools by companies and small-medium enterprises rise globally which gives special chances to SMEs and has an impact on marketing scientists. The work of this study analyzed the educational literature on features that carried social media marketing implementation in SMEs and businesses. It offers a beneficial means to examine the types of study that needs to be followed to make further study growth in a linked zone of social media selling. Prabantoro and Hariyanto (2018) have proposed a study to identify the famous social media platform used as a medium for interaction nowadays like Twitter, and many other sites are used for marketing interaction media in organizations. Seven tasks of social media existence, distribution, association, uniqueness, discussion, status, and set are covering the framework of this analysis. Study directed taking place SMEs in Vill. of Rawamangun, Distt. Pulogadung, East Jakarta. Many enterprises in Rawamangun in their firms' marketing interaction actions are using social media. The first choice to social media of SMEs plus the causes for this one used as per media of commercial promoting interaction is the

outcome of study analysis. Xiong et al. (2018) have proposed that the finest medium of communication is social media to form the mechanisms of today's business toolkit. Business fraud can be identified by tapping into the wisdom of crowds through social media. This article overviews both benefits and restrictions of social media in spotting business scam by analyzing the outdated and social media for near scam event and also explains that how social media give rise to the level of related information quickly. Twitter can increase the quality of the company's awareness. Approaches were identified for administrators to use social media to advance their managerial understanding of administration.

Ndiege (2019) has proposed that the outcomes of tentative analysis using semistructured interviews with fifteen small-medium enterprises directors in Kenya are presented by this study. The conclusions advised that social media technology usefully supports SMEs to keep a better place strategically. However, in many scenarios, the implementation of such technologies has not been a workful schema because of exterior factors. The revision outcomes are not simply improved and accepting that in what way the SMEs in evolving states are implementing social media equipment as well as suggest an understanding of the policies that SMEs be able to hire to boost social media practices for best tactical standing. Kaya (2020) has proposed a study to fill the space of writings relevant to the usage of online media in the period of the COVID-19 virus. These investigation goals to reply to the question are that: Is the effect of online media usage altered from normal intervals? By the Cronbach's alpha value, consistency and rationality were calculated, and the value was 0.751 with the usage of a five-point Likert scale. The outcome shows that consumers are alert of fault bulletins and keep an eye on authorized sources. Swani et al. (2014) have proposed to inspect that how businesspersons used Twitter differently crosswise framework and forecast the key points probably to affect the SMS approaches used in each. Twitter interaction for Fortune Five Hundred Corporations examines in this study. Dealers in B2B and B2C setting display important alterations in their trademark along with retailing tactics to maintain the information searches.

Grant et al. (2018) have proposed a study to analyze whether stakeholder prospects of two main revelation channels communicate by way of a boss's interaction smartness to affect stockholder verdicts. This study underwrites to the disclosures and evolving literature on online media, and the writings inspecting in what way style structures of revelations affect stockholder verdicts. Study outcomes as well have real-world allegations for businesses as well as administrators emerging messaging tactics for fresh revelation channels such as Twitter. Parveen et al. (2015) have proposed a study to inspect many purposes of

the usage of media along with its influence on a business presentation by using qualitative strategy. The work of research is to concentrate only on the social media administrators' opinions. The high-ranking managers of 6 companies that are using social media are interrogated through which authors catch that usage of social media is for many purposes in companies, like publicizing and campaign, labeling, information search, etc. The outcomes also showed that social media have a larger impact on the business presentation in terms of improvement in buyer relations as well as buyer service deeds. Georgescu et al. (2015) have proposed a study, that is, the fast growth in the usage of the net for interaction and messaging between persons or groups. The main work of this paper is to give a detailed assessment of the social media effect on organizations, on the basis of analyzing the related works in the discipline. The formation of virtual immediacies relies on the transmission of knowledge, making of optimistic network externalities, growth of company information wealth along with the social and ethical inferences relevant to social media.

#### 4 Organizational communications on social media

Understanding interorganizational communication networks on online social media is a crucial step toward bettering collective action in the areas of hazard communication and public warning among multiple companies. Xiao et al. (2019) have proposed a study look at how companies interact and affect word of mouth regarding the corporate on Twitter. The airline industry has taken as study framework. Over Twitter, people post tweets about the service delays like flight delays, etc. It predicted that airlines with good corporate social responsibility (CSR) management get more positive WOM on Twitter. But also service delays reduce PWOM while increasing NWOM. Further it investigates to analyze the consequences of ecological, societal, and supremacy CSR on PWOM and NWOM. This examination has realistic implications in notifying organizations regarding the advantages of CSR commitment when it comes to communal judgment at some stage in service delays. Rajput et al. (2020) have proposed to charted and examine online managerial messaging systems built on exchanges between managerial employers on Twitter to identify employers' roles in the course of Hurricane Harvey. The propose studied the messaging systems and investigated three networks possessions to train the characters of societies in adversities. The first is during Harvey government organizational workers predominantly produce data and on the other hand nongovernmental organizational workers mostly distribute

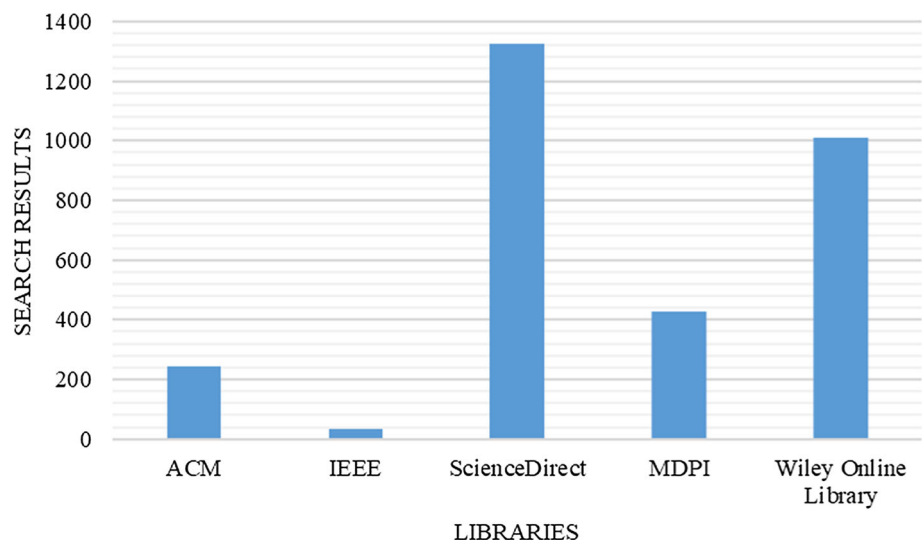
data; the second is during Harvey mostly consumers at the hubs of online administrative communiqué systems as of government administrations; and the third is restricted interaction between government and nongovernmental organizations consumers before and after Harvey. This paper proposals a pragmatic assessment of the character of different organizational workers in online communication links during adversities.

Liu et al. (2021) have proposed a study to make usage of large data in examining the influence of a superfluity trademark's social media publicizing undertakings on consumer meetings. This study analyzes the impact of concentrating on the show business, collaboration along customization magnitudes of a superfluity brands' social media undertakings on consumer commitment with trademark-relevant social media content. This study examines 3.78 million Tweets as of the topmost fifteen superfluity marques per the largest amount of Twitter admirers. Outcomes have vital insinuations designed, carriage, and controlling of social media publicizing for superfluity trademarks to involve consumers per social media gratified. Mozas-Moral et al. (2016) have proposed to specify expository elements for success in online social networks. A fuzzy set qualitative examination approves human resource abilities, the strength of organizations social networks doings, gauging success by the skill to attract a large number of admirers. Pentina et al. (2013) have proposed to spread out trademark association concept to the framework of the Twitter. The writers examine the Twitter faith over consumers intentions to remain the usage of platform and to follow presented trademark on Twitter. The author authorizes the character of matching in character qualities among Twitter consumers and the Twitter marque in bring about belief in Twitter. Nisar and Whitehead (2016) have proposed to examine that how consumers faith can be done

and sustained via social networking sites. In addition tested the relationships among trademarks, consumers, and social media. This article clearly offered the causes for engaging with online marques and analyzed consumer behavior and loyalty. The premises tested indicate that brands and consumer satisfaction are both surely related to consumers' social loyalty.

Molinillo et al. (2019) have proposed a study to examine the meeting of guests and residents with smart city marques via social media by putting on a digital content analysis technique. The key suggestion of this article is that these Spanish smart cities have substantial space to increase their social media use and improve their communication and trademarking. Larger weight is mandatory on delivering touching SMS, and greater precedence is essential to be set to industry and business occasion travelers and those staying friends and relatives. Uzunoğlu et al. (2017) have proposed to analyze that whether corporate social responsibility (CSR) relevant to Twitter, SMS from discrete sets, and spaces would have various effects on customer attitudinal and behavioral results. Research is conducted in two stages succeeding this objective containing exploratory and experimental stages. The outcomes indicate that CSR-relevant Twitter SMS on product/economic and ethical group has a greater impact on customers buying intention than SMS on product/purely economic group. Tiago and Verissimo (2014) have proposed to embrace the viewpoint of the organization to help an appreciative of digital marketing and use of social media plus its welfares and inhibitors. This study indicates on the basis of marketing managers' investigation that organizations face interior and exterior forces to embrace a digital presence in social media platforms. This paper determines that how some organizations are already achieving just that. Ioanid and Scarlat (2017) have proposed to determine the aspects that

**Fig. 1** Search results in overall libraries





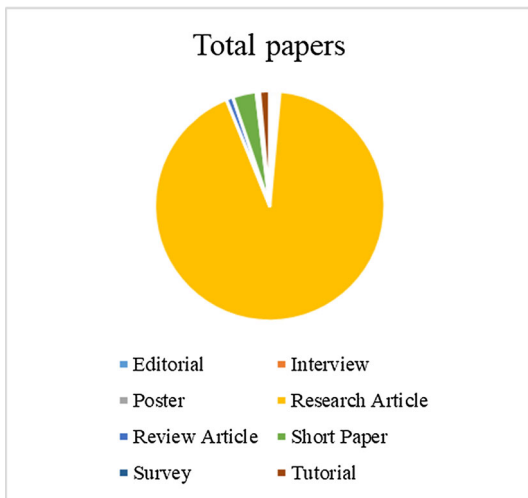


Fig. 2 Content types

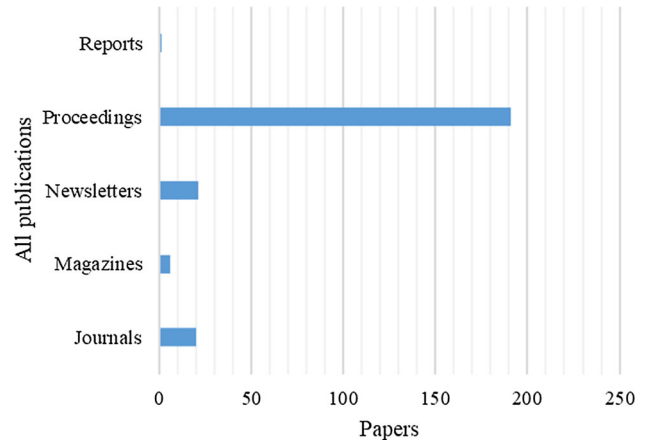


Fig. 4 All publications

impact organizations, businesspersons, and managers, into the usage of social networks and what welfares gained in case of using it. Thus, 8 items tested by the authors for Twitter and YouTube that even though have no usage by

Romanian organizations and upheld by them to impact the online performance of the commerce in different parts with a minimum of 30 percent.

Lee and Hallak (2020) have proposed a study to embrace a mixed-ways methodology to analyze sightseeing businessperson’s performances in developing online and

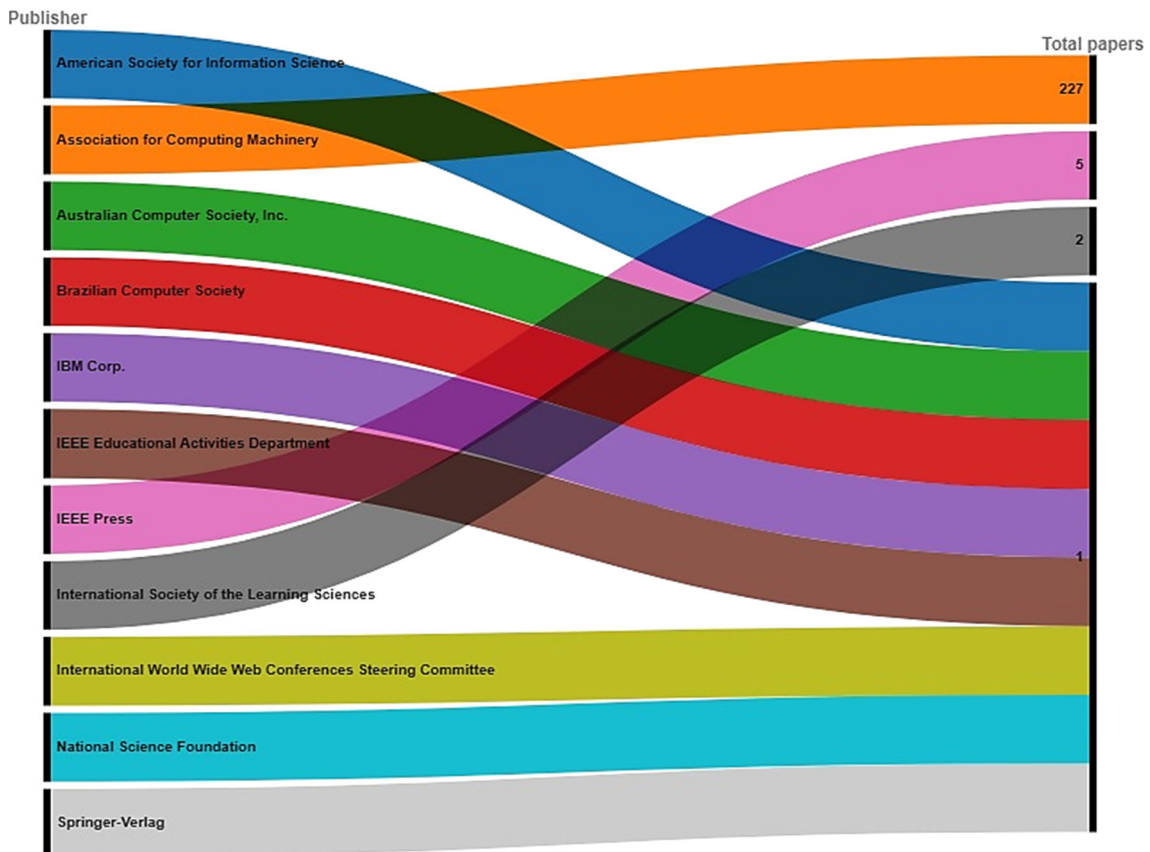


Fig. 3 Publishers

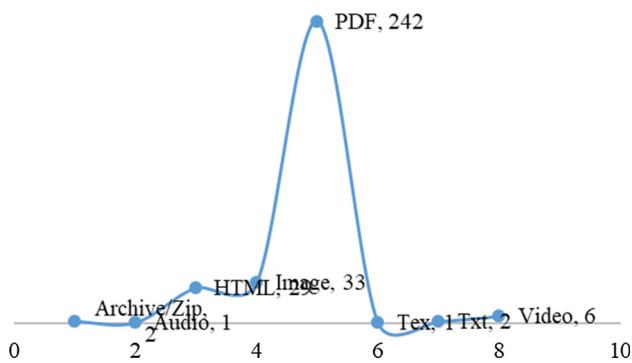


Fig. 5 Media format

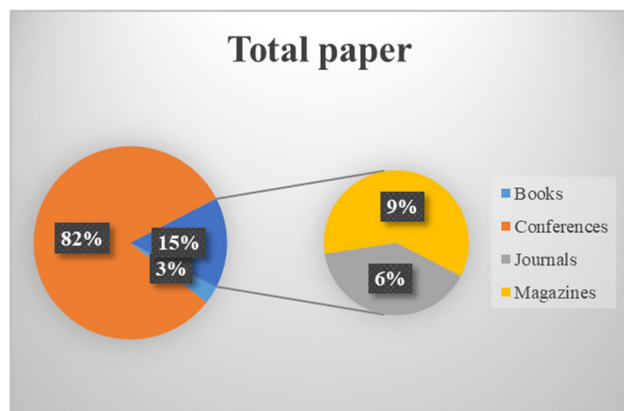


Fig. 6 Content types with public citations

offline social wealth, and their consequence on company performance. The outcomes launch sightseeing businesspersons networking actions showing in three distinct formations which are: dynamic online teleworkers, personally teleworkers, and the fewer involved. Every individual alignment proved fluctuating effects on predictable commercial progress and presentation with esteem to amount of personnel, trades returns, and total revenue. Mergel (2016) has proposed to elaborate the interior decisions that are needy before the usage of advanced technologies to upkeep the tactical task of a government organization, in which negotiating and technological variation are combined into the company's standards functioning measures. Qualitative discussions per social media executives in the US central government and numerical technoscience of their online observes enlarge the present concept of social media assumption by totaling two different activities: tactical configuration and routinization. Arora et al. (2019) have proposed a study to prepare a tool for determining the consultant catalog transversely social media stages like Twitter, etc. Regression approaches are used for causal the effect on the customers are demonstrated. The highlighting artificial intelligence algorithms adding usual minimum squares

(OLS), K-NN regression (KNN), support vector regression (SVR), and lasso prototypes are implemented to calculate a collective mark in relation to the consultant catalog. In addition, the ensemble of the four prototypes outcomes in the largest exactness of 93.7 percent was tracked by the KNN regression with 93.6 percent.

## 5 Analysis of the role of online media in business

The common online social media used for communication, interaction, entertainment, advertisement, and other purposes are Facebook, YouTube, Twitter, Coupon, blogs, coupon sites, location-based marketing sites, online photograph sharing services, and customer review sites. Phua et al. (2017) have proposed to analyze that customers used one social media platform out of four which are Facebook, Twitter, Instagram, or Snapchat for tracking trademark and impact on trademark-relevant results. The usage of Snapchat by consumers is mostly for time wasting or distributing harms, etc., while the Instagram consumers mostly used it for the following fashion and showing affection. Twitter consumers used it mostly for trademark public proof of identity and participation aim. Suggestions for coming exploration on SNS consumers' objective-directed consumption activities were conversed. Study has proposed a study to suggest a prototypical to examine the character of social issues that impact on association excellence and societal business aim. A review steered on Facebook, a widespread social networking site, and PLS-SEM technique was functional to empirically check the offered prototypical. The analysis highpoints a new image of customers' manners in the social business period. Real-world inferences of the investigation also highpoint new technical variations in e-commerce platforms and offer new approaches to businesses to embrace these new technical developments (Hajli and Change 2014). Garrido-Moreno et al. (2018) have proposed that the social networking use and review sites, such as TripAdvisor, have turned into all persistent, and hotels are participating huge amounts of money in charming consumers through social media. To focus on the topic, centered on a trial of two hundred twenty-two Spanish hotels, this research observes the genuine effect of social media usage and displays the vital character displayed by societal CRM abilities in the progression of worth formation with these trappings. By construction on the resource-based philosophy, the planned prototype displays the trail among social media usage and organizational performance, in terms of productivity, auctions, and consumer retaining. Liu and Suh (2017) have proposed to examine content approach which is used to analyze the two hundred forty-three markers as of the top

Fig. 7 Publication topics

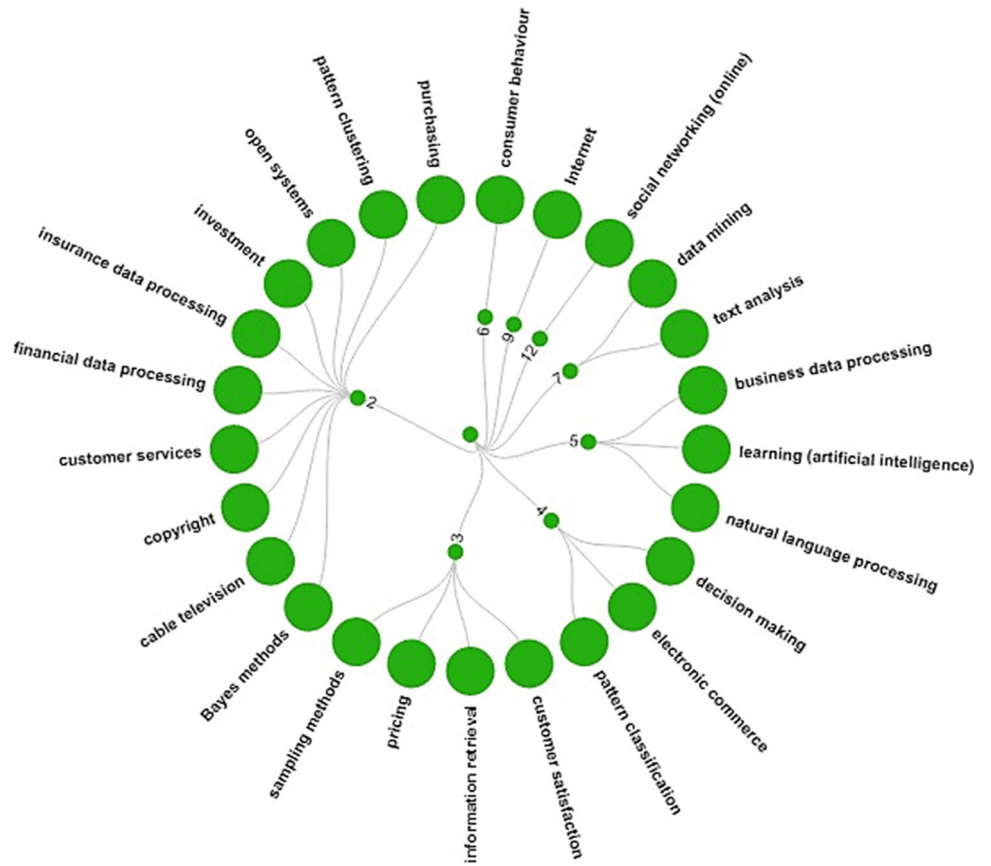
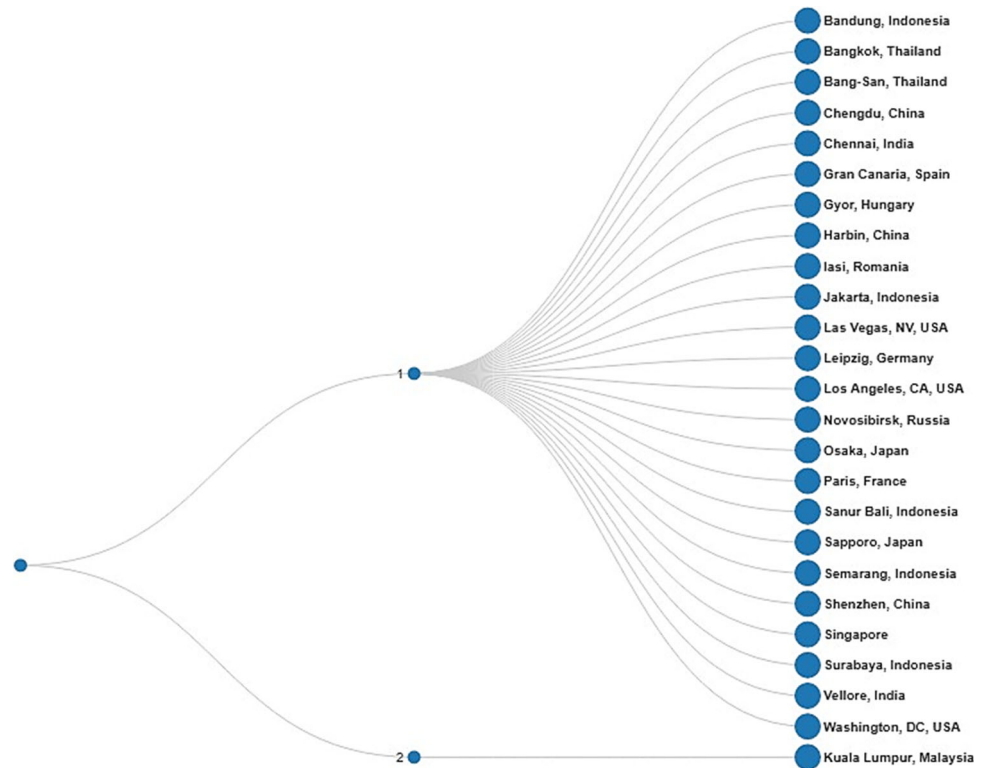


Fig. 8 Conference locations with publications





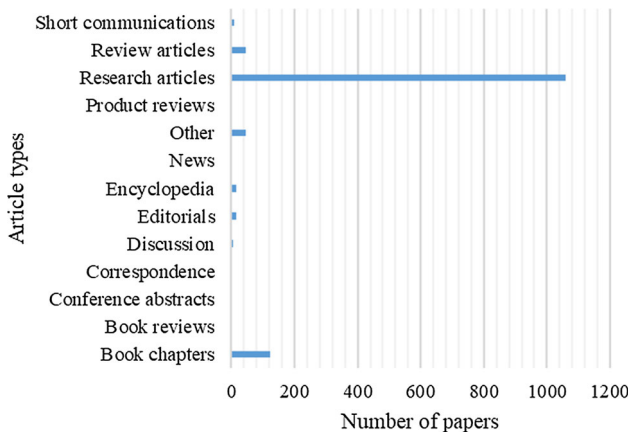


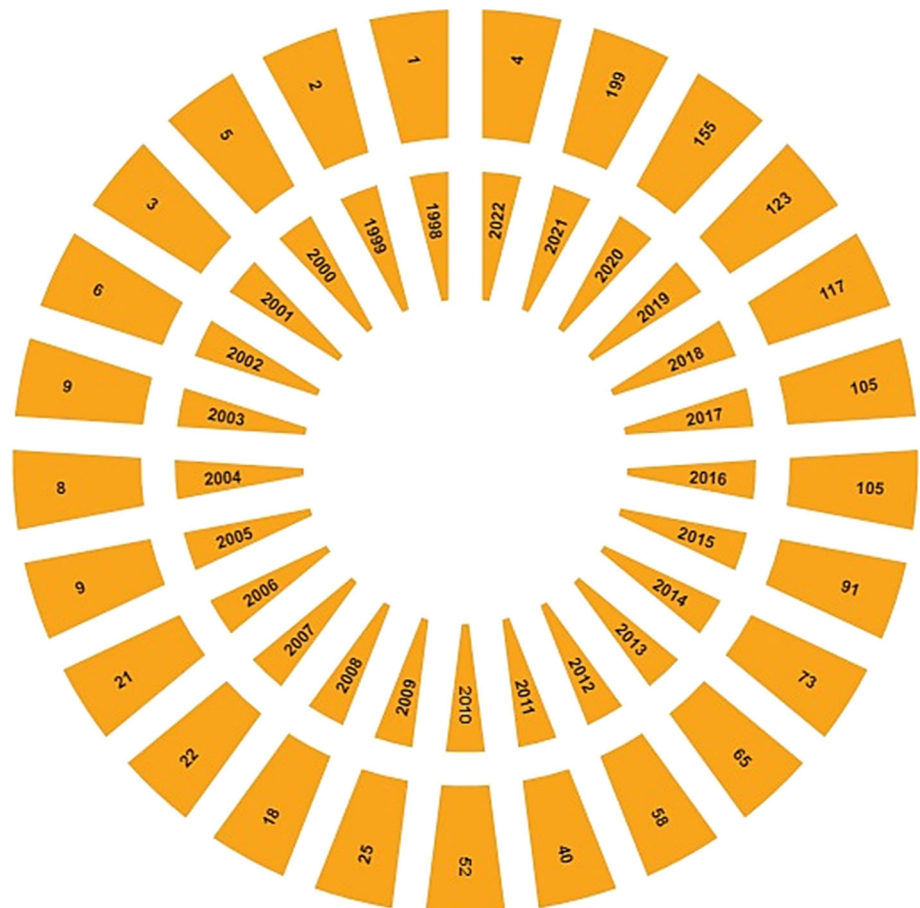
Fig. 9 Article types with publications

ten smart bloggers permitting to an organized coding pattern. The outcomes of the authors examine showing that supreme top elegance bloggers yet follow outdated prettiness and hierarchic standards; social media offer boundless chances for a female to begin their trademark themselves and let them to bazaar themselves in streak with the upsurge alertness of female’s privileges. On the basis of these conclusions, authors converse hypothetical and real-

world suggestions for self-branding through consuming social media.

Roma and Aloini (2019) have proposed to expand the hypothetical context of consumer-generated content (UGC) measurements along with appraises indication that in what way trademark-relevant UGC features differ through social media. Authors’ outcomes proposed the changes by destruction on pictorial and wealthier content, and the fresh styles have prepared Facebook and Twitter extra related to YouTube on assured trademark-relevant UGC measurements. Moreover, the variances by intensifying relevant to the real-time and omnipresent distribution of gradually wealthier content, the new styles have ideal the rise of other brand-relevant UGC features more conspicuously on Facebook and Twitter than on YouTube. Juntunen et al. (2020) have proposed to elaborate the world top B2B organizations content goals, approaches, and diplomacies on Twitter by structure in the hierarchy of effects approach. At first, incorporate B2B promotion and social media investigation on organizations’ content goals, approaches, and tactics and to analyze the presence of aims, approaches, and strategies in the greatest charming tweets ( $N = 365$ ) of the worlds’ 10 top B2B trademarks, casing 5 businesses, in 2017. At last, quantitatively analyze the

Fig. 10 Years of papers with publications



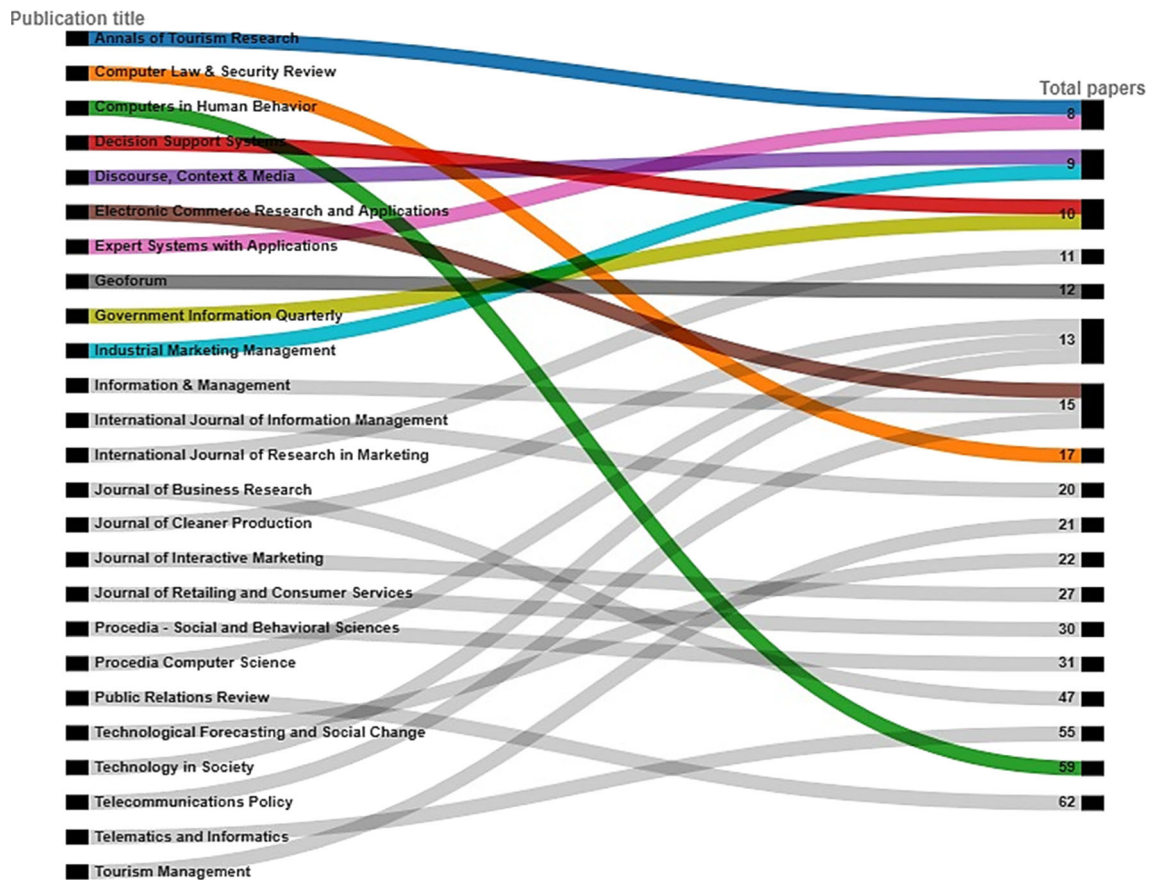
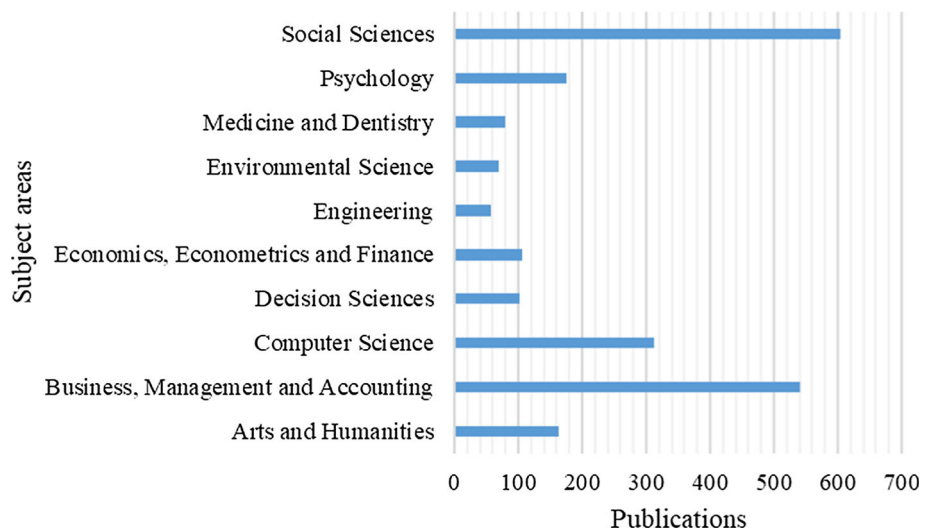


Fig. 11 Papers titles with publications

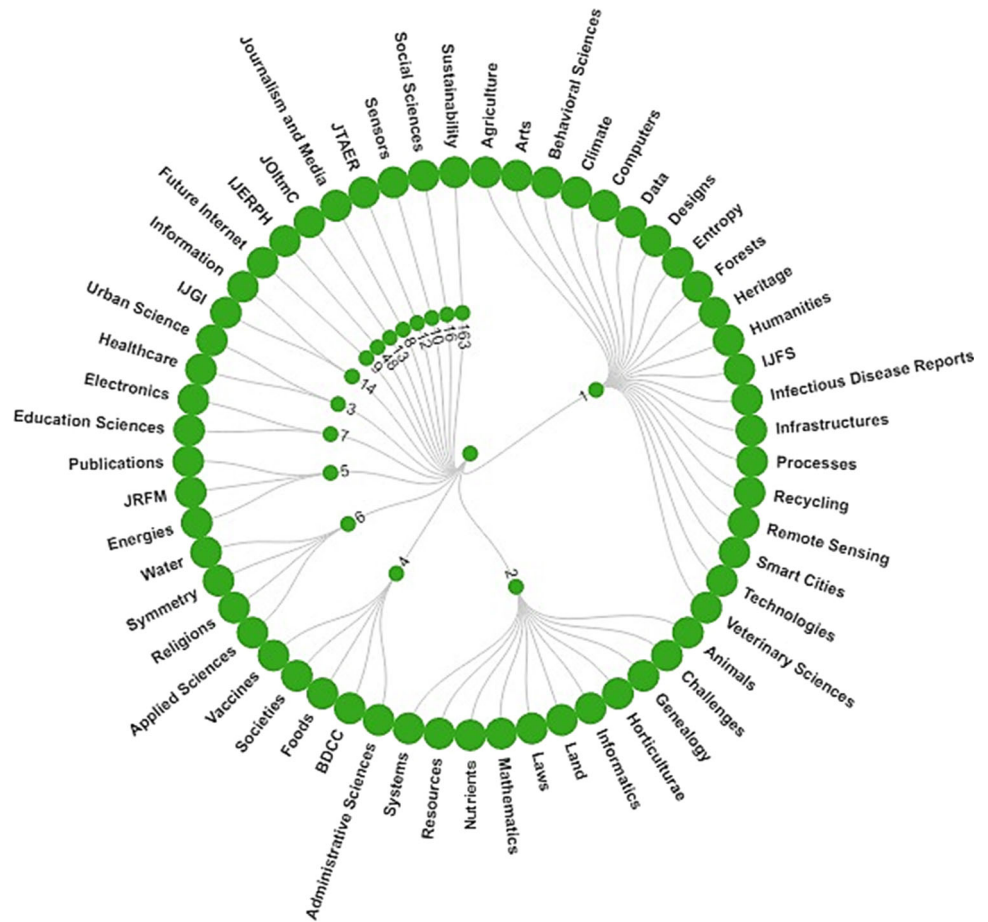
Fig. 12 Subject areas with publications



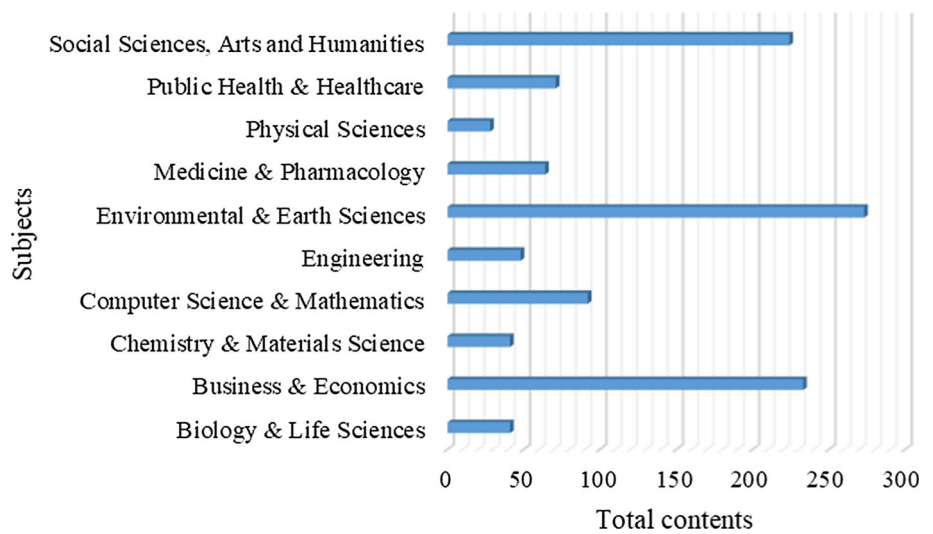
usage of varied aims and tactics varies among the most attractive tweets ( $N = 318$ ) and minimum attractive tweets ( $N = 229$ ) of the organizations in 2018. The analysis is an infrequent effort to mix the existent B2B promotion and social media study and associate the maximum as well as minimum appealing B2B social media.

Zu et al. (2019) have proposed a study to conclude that beginning social media accounts move the performance of a business, measure the impact of businesses change social media contribution strength over their performance, and recognize whether there is a nonlinear interaction among organization performance and social media input strength.

**Fig. 13** Journal names with publications



**Fig. 14** Subject areas and papers



The study inventively inspects the nonlinear effect of social media input strength over organization performance, whereas earlier work examined only their linear relationship. Additional involvement of the study is the surviving consumer-oriented fiction mostly used questionnaire data, while this study gathered Weibo data via data mining,

building the research more complete and correct. van Zoonen et al. (2016) have proposed to deliver a typology for work-relevant Twitter usage on the basis of big-scale content investigation where N = 38,124 of sent tweets by four hundred thirty-three workers throughout various organizations. The authors found that work-relevant



Fig. 15 Article types with papers

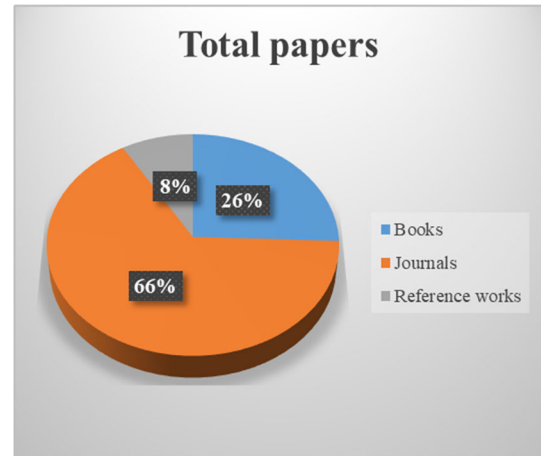


Fig. 17 Article types with publications

subjects were predominant in 36.5 percent of overall tweets. Additionally, Twitter improved the combination of private and expert life spheres, as workers frequently tweet about their job exterior steady job 60 min but also tweet on

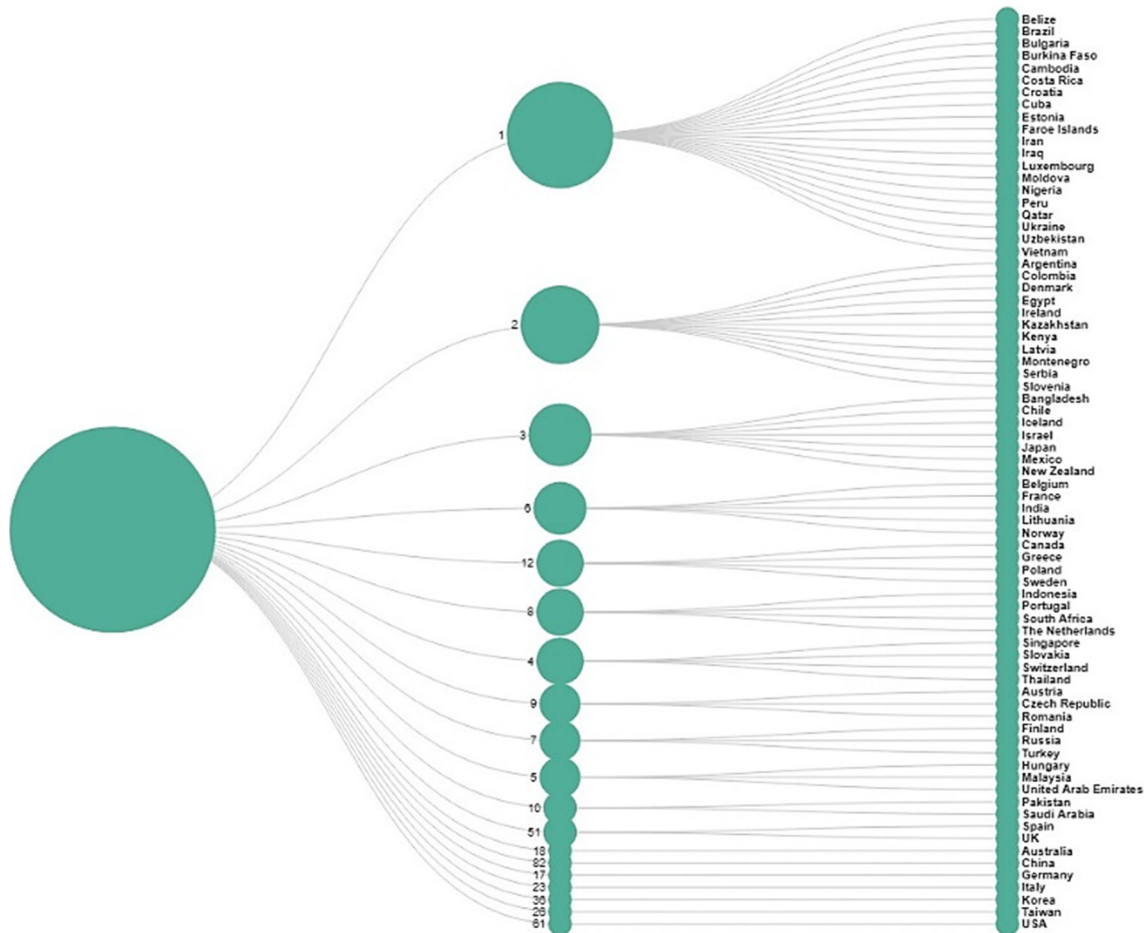


Fig. 16 Publication countries with papers



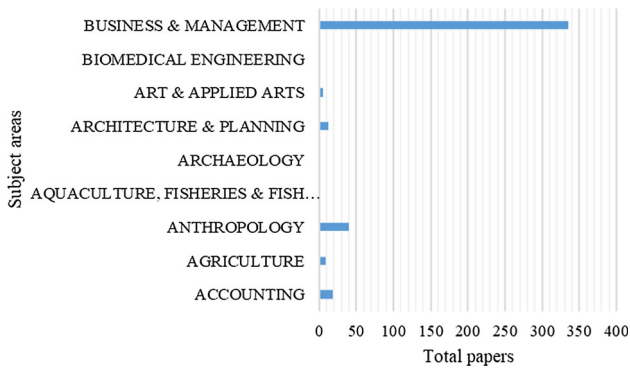


Fig. 18 Subject areas of the search process in the given library

a private label at the job. Charoensukmongkol (2014) has proposed to analyze that how worker perception of a job place relevant to colleagues help, superintendent help, and work-relevant demands can measure the degree of connection few workers touch to the usage of social media at duty. This paper expands some results of the usage of social media at the job by investigating its linkage with

work gratification, performance, and perceptive absorption. As a whole, the indication proposes that the usage of social media at the job may not essentially lead to negative work-relevant results. Misirlis and Vlachopoulou (2018) have proposed to present a charting literature assessment and a classification for study articles concerning social media metrics and analytics in publicizing. The analysis outcomes expose which is the maximum used subgroup for individual classification, trends, and tendencies. This assessment offers a base classification for scholars and an editable and uninterruptedly augmenting typology for additional investigation in the part. Agnihotri et al. (2017) have proposed that some lessons have sightseen how salesclerk service behaviors (SSB) and are improved via tools like trades-based equipment and social media of consumer relationship management (CRM). Furthermore, the research inspects the collaborative special effects of trades-based CRM equipment and social media over these performances. Outcomes show that trades-based CRM tools take an optimistic effect on SSBs.

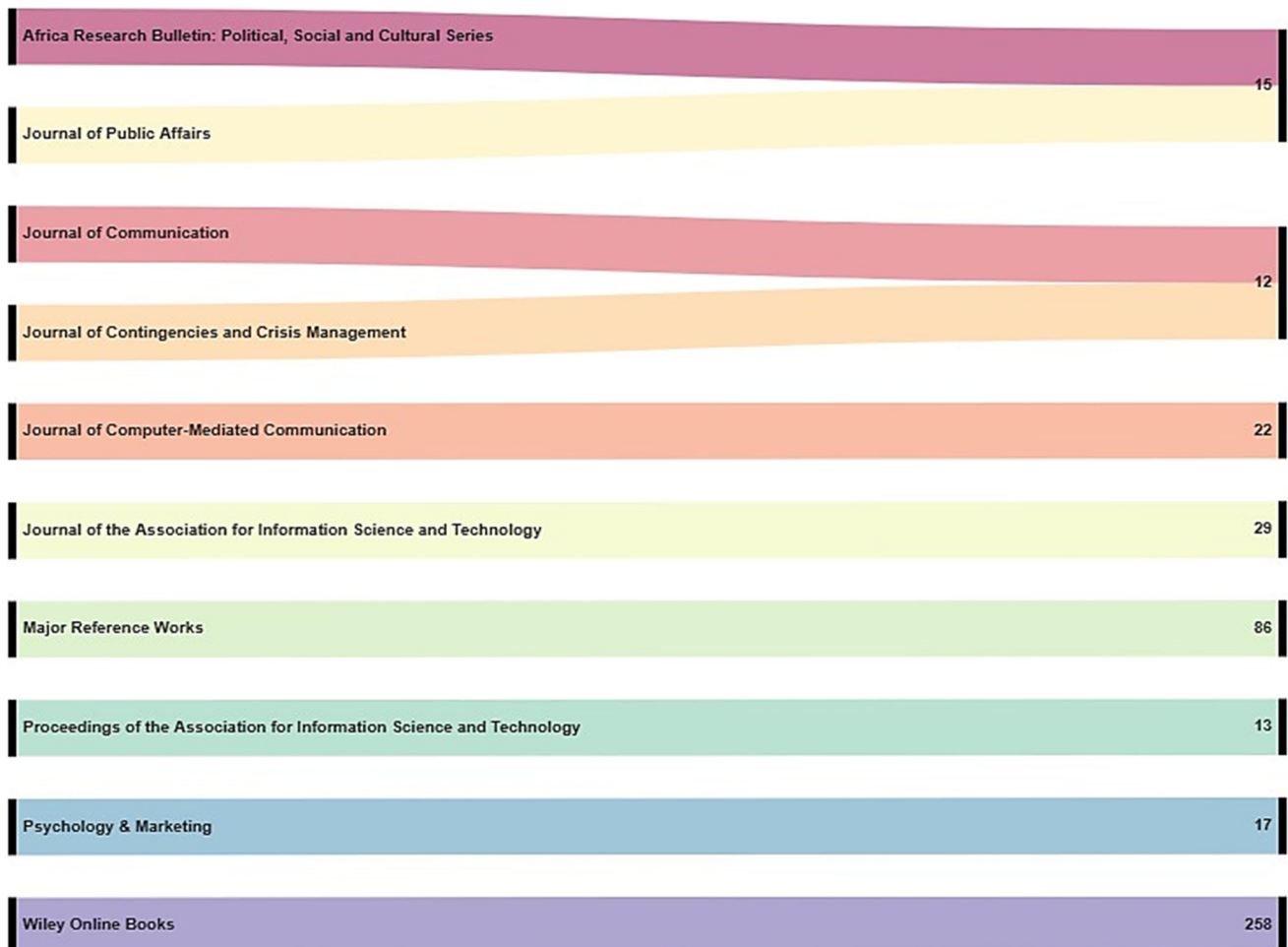


Fig. 19 Publications with the published in



Various common libraries were used to support the search process of the proposed study. These libraries include IEEE, ScienceDirect, Wiley Online, MDPI, and ACM. The overall search process results are shown in Fig. 1.

The ACM library was considered for the search process, and the results were presented in different forms. Figure 2 describes the content types with total publications.

Publishers in the same library are shown in Fig. 3.

The categories of all publications are given in Fig. 4.

The media format in the same library was reviewed, and the details are given in Fig. 5.

The IEEE library was used for the search process, and the details of the search process were shown in a different format. Figure 6 describes the content types in this library.

The publications topics in this library are presented in Fig. 7.

The conference locations of this library are depicted in Fig. 8.

The ScienceDirect library was considered an important part of the search process as this library published quality and peer-reviewed materials. In the same library, the article types with publications are shown in Fig. 9.

The years of publications with papers are shown in Fig. 10.

Publications titles with a total of papers are presented in Fig. 11.

The subject areas with a total of publications are shown in Fig. 12.

The MDPI library was searched for finding relevant information. Figure 13 describes the journal names with publications. This library was considered due to the reason that publishes the materials which are peer-reviewed.

The subjects' areas along with papers are shown in Fig. 14. The figure describes that more articles were published in the environment and earth sciences.

The article types with papers are shown in Fig. 15.

Figure 16 describes the countries of publications with a total number of papers.

The Wiley Online library was considered as part of the search process, and the details were presented in different forms. Figure 17 describes the article types with a total of papers in the given library.

Figure 18 shows the subject areas of the given library.

Figure 19 shows the publications published in.

## 6 Conclusion

Social media platforms such as Twitter, Facebook, or Instagram are used by people as a consistent way to reach targeted audiences and prospective customers. Online media keep social posts informative and sometimes

entertaining, which gives the followers' glade to see the contents in their feeds. Online media's role is to produce ease and facilitate the opportunity to create a relationship with supporters and fans. Low commitment and an easy way to communicate are considered in online media to potential consumers for communicating attentiveness in the business of the services or products they do. A number of marketing opportunities are offered by online media for businesses of all sizes. The current study has presented an overview of the current industrial approaches, tools, and techniques of modern business in order to develop novel ways and present the business of services or products in an effective and efficient way. The current study included a variety of analyses, which were presented in a variety of formats. New mechanisms for effective business will be developed based on the findings of this study.

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