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## The Influence of Digital Platforms, Content Quality and Target Market on Political Campaigns

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**Abstract:** The effect of Digital Platform, Content Quality and Target Market on Political Campaigns is a scientific article in the literature study within the scope of the field of science. The purpose of this article is to build a hypothesis of the influence between variables that will be used in further research. Research objects in online libraries, Google Scholar, Mendeley and other academic online media. The research method with the research library comes from e-books and open access e-journals. The results of this article: 1) Digital Platform has an effect on Kampanye Politik; 2) Content Quality has an effect on Political Campaigns; and 3) Target Market has an effect on Political Campaigns.

**Keywords:** Political Campaigns, Digital Platform, Content Quality, Target Market

### INTRODUCTION

Every student, whether Undergraduate, Undergraduate or Undergraduate, must conduct research in the form of a thesis, thesis and dissertation. Likewise for lecturers, researchers and other functional staff who actively conduct research and create scientific articles for publication in scientific journals. Scientific work is one of the requirements for students to complete their studies at most universities in Indonesia. This provision applies to all levels of education, namely undergraduate thesis (S1), undergraduate thesis (S2) and third-level dissertation (S3). Based on empirical experience, many students and authors have difficulty finding supporting articles for their scientific work as previous research or as relevant research. Relevant articles are needed to strengthen the theory being researched, to see the relationship or influence between variables and build hypotheses. This article discusses the influence of Digital Platforms, Content Quality, and Target Markets on Political Campaigns, a literature review study in the field of political science.

Based on this background, the purpose of writing this article is to build hypotheses for further research, namely to formulate: 1) The Effect of Digital Platforms on Political

Campaigns; 2) Effect of content quality on political campaigns; and 3) The Effect of the Target Market on Political Campaigns;

## **METHODS**

The method of writing this Literature Review article is the Descriptive Qualitative method and Library Research, sourced from the Google Scholar online application, Mendeley and other online academic applications. In qualitative research, literature review must be used consistently with methodological assumptions. This means that it must be used inductively so that it does not direct the questions posed by the researcher. One of the main reasons for conducting qualitative research is that the research is exploratory in nature, (Ali, H., & Limakrisna, 2013).

## **RESULTS AND DISCUSSION**

### **Results**

#### **Politik Campaign**

Political Campaign is an activity that aims to inform and influence the behavior of a large number of audience at a certain time by using a set of organized communication actions and displaying various mediated messages using various channels to produce non-commercial benefits (or effects) on individuals and society (Atkin & Rice, 2013). Political Campaign is an event to promote and introduce oneself and convey ideas and ideas in the form of vision and mission (Mahaputra & Saputra, 2021). The general definition of a campaign is a form of communication with the aim of introducing, promoting or publishing a number of things that aim to earn public trust (Corputty Patrick, 2019).

Dimensions, indicators, synthesis or factors that influence political campaigns are the type of campaign, the type of activity and the message conveyed (Fatimah, 2018). This political campaign has been studied by many previous researchers including (Arianto, 2015), (Martha Layung Paramesti et al., 2015) and (Dahlan Ritonga & Putra Adela, n.d.).

#### **Digital Platform**

Digital Platform is a set of software that forms a particular system. This software can be opened on a PC or Android system. If you are on an Android system, the digital platform can be in the form of an application. This digital platform is most in demand today. The reason is, more and more smartphone users will automatically increase traffic in cyberspace (Wibawa, A. E. Y. 2021). A digital platform is a technology architecture that enables the development of its computing functions and enables the integration of information technology platforms, computing and connectivity available to organizations (Juwita et al., 2022).

Dimensions, indicators, synthesis or influencing factors on the Digital Platform are application displays and information content. This digital platform has been studied by many previous researchers including (Kurniawan & Helen, 2022) (Eka & Wibawa, n.d.), and (Juwita et al., 2022).

#### **Quality of Content**

Content quality is a principal or core of digital information. The content provided can be in the form of text, images, videos, sounds, documents, reports, and so on. In other words, content is something that can be managed in electronic format (Simarmata 2011). The quality of content refers to the various formats and information presented through media, especially new media, in the form of writing, images, sound (audio), or video (Mahmudah & Rahayu, 2020).

Dimensions, indicators, synthesis or factors that influence content quality are relevance, accuracy and consistency. The quality of this content has been examined by many previous researchers including (Mahmudah & Rahayu, 2020) and (Eribka et al., 2017).

**Target Market**

Target Market is the target market is to choose one or several audience segments that will be the focus of advertising activities both in marketing and promotion. Sometimes targeting is also called selecting because the audience must be selected first. Companies must have the courage to focus their activities on only a few sections (segments) of the audience and leave other sections (Tengku & Abstract, n.d.).

Target market is a homogeneous group of customers that the company wants to attract. Cannon, Perreault, and McCarthy (2008, p.40). This target market has been studied by many previous researchers including (Tengku & Abstract, n.d.) and (Pradiptarini, 2011).

**Relevant Research**

Reviewing relevant articles as a basis for setting research hypotheses by explaining the results of previous studies, explaining the similarities and differences with the research plan, from relevant previous research as shown in table 1 below.

**Table 1 Relevant Previous Research Results**

No	Author (Year)	Previous Research Results	Similarities with this article	Difference with this article	H
1	(Mochmad Iqbal., 2018)	Digital Platform and Digital Storytelling have a positive and significant impact on Political Campaigns	Digital Platform influences Political Campaigns	Marketing influences Political Campaigns	H1
2	(Astaria, Arin Riski and Fitriyah, Fitriyah., 2020)	Digital Platforms and Digital Comics have a positive and significant impact on Political Campaigns	Digital Platform influences Political Campaigns	Digital Comics Influence Political Campaigns	H1
3	(Komariah & Kartini., 2019)	The quality of content and Social Media has a positive and significant impact on Political Campaigns	Content quality affects political campaigns	Content analysis influences Political Campaigns	H2
4	(Sunarwan & Pieter Surlia., 2020)	The quality of content and messages has a positive and significant impact on political campaigns	Content quality affects political campaigns	Content distribution affects political campaigns	H2
5	(Hari Setiawan., 2017)	Target Market and Promotion Methods Have a Positive and Significant Impact on Political Campaigns	Target Market Influences Political Campaigns	Marketing tricks affect political campaigns	H3
6	(Indrayani, I. I., 2009)	Target Market and Candidates Have a Positive and Significant Impact on Political Campaigns	Target Market Influences Political Campaigns	Influential media approaches to political campaigns	H3

**Discussions**

Based on the theoretical study, the discussion of this literature review article is to review relevant articles, analyze the influence between variables and conceptually think about a research plan:

**The Influence of Digital Platforms on Political Campaigns**

Digital Platform is an online or online container or place that can be used for interaction and transactions between people. Digital Platform principles or concepts are guidelines and guidelines that can develop and operate digital platforms. The general principles of digital platforms are value, connection, consumption and compensation (Drewel et al., 2021). Digital platforms have an effect on political campaigns, if digital platforms are well perceived then political campaigns will be well perceived and vice versa. That wise selection of digital platforms can help the success of political campaigns (E. B. Saputra & Saputra, 2023).

Factors that influence the Digital Platform are content quality, target market suitability, and message consistency that can affect campaign effectiveness (Fadhila Amri, 2023). To improve political campaigns by paying attention to digital platforms, what management must do is choose the right digital platforms, where these platforms can increase the formation of public awareness and can help increase the promotion of diversity of political views (Agis Dwiyanti et al., 2023).

Digital platforms have an effect on political campaigns, this is in line with research conducted by: (Agis Dwiyanti et al., 2023), (Komariah & Kartini, 2019), and (Eribka et al., 2017).

### **The Effect of Content Quality on Political Campaigns.**

Content quality is a standard or certain criteria for content (material). The quality of the content is very important and has an impact on the audience. Quality content can provide good output if the content has relevance for audiences. Principles or concepts Content quality is originality, relevance, production quality and platform suitability. Content quality affects political campaigns, if the quality of the content is perceived well, political campaigns will also be perceived well, and vice versa. This can be explained that the quality of content can affect political campaigns, the quality of content can have a significant impact on political campaigns if the content that is distributed has relevance to the audience.

Factors that influence Content Quality are visual images, messages conveyed, and authenticity and originality. Content Quality plays a role in Political Campaigns, this is in line with research conducted by: (Ferdiana et al., 2013), (Nofrialdi et al., 2023), (Wirga, 2017), and (Nufian S. Febriani, 2020).

### **The Effect of Target Market on Political Campaigns.**

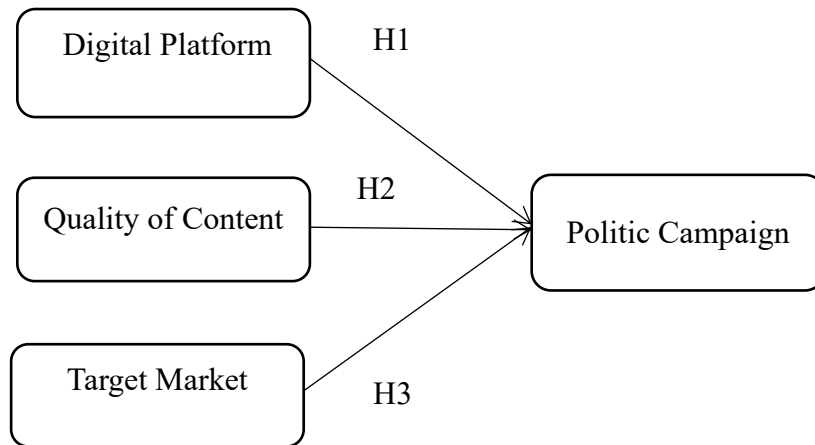
Target market is a potential group targeted by a company in this journal the company is called a party. Where the group can be seen from demographics and behavior. Target market principles or concepts are market segmentation, targeting, profiles, ways of communication and relevant offers.

The target market influences political campaigns, if the target market is well perceived then political campaigns will also be perceived well, and vice versa. This can be explained that the target market plays an important role in political campaigns. Factors that influence the target market are demographics, prikography, audience behavior, technology and trends (Kango Andries, 2014).

The target market plays a role in political campaigns, this is in line with research conducted by: (Hurasan et al., 2022) and (Nufian S. Febriani, 2020).

### **Conceptual Framework**

Based on the formulation of the problem, discussion and relevant research, the conceptual framework of this article is obtained as shown in Figure 1 below:



**Picture 1 Conceptual Framework**

Based on the conceptual framework image above, then: Digital Platform, Content Quality, and Target Market have an effect on Political Campaigns. Apart from the three exogenous variables that affect political campaigns, there are many other variables, including:

- 1) Party: (Komariah & Kartini, 2019), (Mai & Saputra, 2018), (Milana Robby & Muksis Nani Nurani, 2021).
- 2) Candidates: (Milana Robby & Muksis Nani Nurani, 2021), (Sunarwan & Pieter Surlia, n.d.), and (Dahlan Ritonga & Putra Adela, n.d.).
- 3) Environment: (Komariah & Kartini, 2019), (F. Saputra & Mahaputra, 2022), (Martha Layung Paramesti et al., 2015).

### **CONCLUSION**

Based on the objectives, results and discussion, the conclusion of this article is to formulate hypotheses for further research, namely: 1) Digital Platforms affect Political Campaigns; 2) Quality of content influences political campaigns. and 2) The target market influences political campaigns.

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