

Jl. Kemang Raya No.35, Bangka - Mampang Prapatan - Jakarta Selatan 12730 Telp.: 021-71791838, 71791979, 7195474, 7196535, 7196469 Fax. 021-7195486

website: www.ibs.ac.id e-mail: info@ibs.ac.id

Nomor : 047/P3M-ST-DOS/STIE IBS/IX/2021 Jakarta, 24 September 2021

Kepada Yth. **Dosen Tetap STIE INDONESIA BANKING SCHOOL**Di Tempat

#### Perihal: Tugas Melakukan Kegiatan Pengabdian Masyarakat

Dalam rangka mendukung upaya pelaksanaan Tridharma Perguruan Tinggi, dan menunjuk *flayer* acara *International Funding Of Community Service Online Workshop*, dengan ini Pusat Penelitian dan Pengabdian Masyarakat STIE IBS memberikan tugas melakukan kegiatan pengabdian masyarakat kepada:

Nama : Dr. Nelmida, S.E., M.Si.

NIDN : 0315015803 Status : Dosen Tetap

Nama : Dr. Sparta., SE., ME., Ak., CA

NIDN : 0316096401 Status : Dosen Tetap

Nama : Dr. Marissa Grace Haque Fawzi, SH., M.Hum., MBA., MH., M.Si

KNC

NIDN : 2115106202 Status : Dosen Tetap

Nama : Vidiyanna Rizal Putri, SE., M.Si

NIDN : 1016048101 Status : Dosen Tetap

Nama : Santi Rimadias, SP., M.Si

NIDN : 030903840 Status : Dosen Tetap

Nama : Meta Adriani, SE., MM

NIDN : 0301038705 Status : Dosen Tetap

Nama : Puspita, SE., M.Si NIDN : 0311117405 Status : Dosen Tetap

Nama : Chairunisa Litamaniyah NIM : 20181111049 (Mahasiswa)

Nama : Della Julian Anggraeni Kusumah NIM : 20201211051 (Mahasiswa)



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website: www.ibs.ac.id e-mail: info@ibs.ac.id

Nama : Nurlita Dewi

NIM : 20201111058 (Mahasiswa)

Nama : Siham Madihah

NIM : 20202111006 (Mahasiswa)

Nama : Muhammad Hanif Ramdani NIM : 20181311032 (Mahasiswa)

Untuk melaksanakan kegiatan pengabdian masyarakat sebagai dengan uraian sebagai berikut:

Kegiatan : Tema "Embracing The Digital Transformation and Sharia Concept in

Business" dengan Sub-tema:

a. Sharia Branding Strategy to Success in Your Business

b. How to Create a Digital Sharia Brand Strategy for Optimal Growth

Hari/tanggal : Sabtu, 25 September 2021

Waktu : 8.00-10.30 WIB (10.00-12.30 JST)

Tempat : Zoom dengan Link

https://us02web.zoom.us/j/81462443584?pwd=eldkNzFsR0pJTThS

NC9CcTF4elBsZz09

Setelah dilaksanakan tugas ini, diwajibkan untuk melaporkan hasil kegiatan tersebut kepada P3M paling lambat satu minggu setelah kegiatan.

Demikian Surat Tugas ini diterbitkan, harap dilaksanakan dengan penuh rasa tanggung jawab dan yang berkepentingan menjadi maklum.

Sekolah Tinggi Ilmu Ekonomi INDONESIA BANKING SCHOOL

Dr. Untoro Kayatnan, SE., M.Sc

Direktur P3M

#### A. Susunan Acara

#### Tema: "Embracing The Digital Transformation and Sharia Concept in Business"

No.	Waktu	Keterangan	PIC
1.	08.00-08.10	Pembukaan oleh MC	MC
2.	08.10-08.20	Pembacaan doa oleh Sdri. Nurlita Dewi	MC
3.	08.20-08.30	Kata sambutan oleh Ketua STIE IBS yang diwakili oleh Bp. Dr. Sparta., SE., M. E., Ak., CA	MC
4.	08.30-08.40	Kata Sambutan oleh Ketua IPEMI Jepang Ibu Nursari Okano	MC
5.	08.40-08.50	Membacakan CV Moderator: Dr. Marissa Greace Haque Fawzi, SH., MH., MBA., M. Hum., M. Si MC menyerahkan pelaksanaan acara ke Moderator	MC
6.	08.50-09.00	Moderator membacakan CV Narasumber yt: 1. Santi Rimadias, S.P., M.Si 2. Meta Andriani, SE., M.M	Moderator
7.	09.00-09.40	Presentasi oleh narasumber: 1. Santi Rimadias, S.P., M.Si (Shariah Digital Marketing Strategic and E-Commerce for Entrpreneurship) 2. Meta Andriani, SE., M.M (Product and Personal Branding)	Moderator
8.	09.40-10.10	Tanya Jawab (Q & A)	Moderator
9.	10.10-10.20	Penyerahan Plakat/Sertifikat secara simbolis	MC
10.	10.20-10.30	Penutup oleh MC	MC



sparta ibs <sparta@ibs.ac.id>

#### **Daftar Hadir Pengabdian Masyarakat**

2 messages

**Google Forms** <forms-receipts-noreply@google.com> To: sparta@ibs.ac.id

Sat, Sep 25, 2021 at 10:03 AM

#### Thanks for filling out Daftar Hadir Pengabdian Masyarakat

Here's what was received.

Edit response

### Daftar Hadir Pengabdian Masyarakat

International Funding of Community Service Online Workshop
"Embracing The Digital Transformation and Sharia Concept in Business"
Sabtu, 25 September 2021
08.00 - 10.30 WIB

Zoom 814 6244 3584; Passcode: DIKLAT

Email \*

sparta@ibs.ac.id
Nama *
Dr. Sparta
Nama UMKM atau Organisasi *
STIE IBS
Alamat UMKM atau Organisasi *
Kemang, JAkarta Selatan
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sparta@ibs.ac.id

Kritik dan Saran \*

sangat baik sekali

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Sat, Sep 25, 2021 at 10:35 AM

#### Thanks for filling out Daftar Hadir Pengabdian Masyarakat

Here's what was received.

Edit response

### Daftar Hadir Pengabdian Masyarakat

International Funding of Community Service Online Workshop
"Embracing The Digital Transformation and Sharia Concept in Business"
Sabtu, 25 September 2021

08.00 - 10.30 WIB

Zoom 814 6244 3584; Passcode: DIKLAT

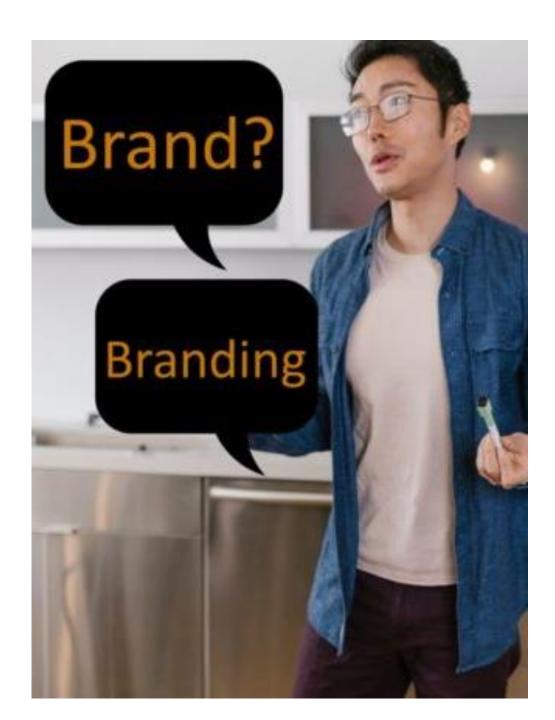
Email *
sparta@ibs.ac.id
Nama *
Dr. Sparta
Nama UMKM atau Organisasi *
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sangat baik sekali acara nya	

[Quoted text hidden]

# Sharia Branding Strategy to Success in Your Business

By: STIE Indonesia Banking School Lecturer Team



# Brand

7

# Branding

### A brand is Different from Branding

• A brand is a set of tangible and intangible attributes designed to create awareness and identity and to build the reputation of a product, service, person, place, or organization.

• Branding is a continuous process of creating unique points to make the brand more memorable and different from other brands thereby increasing profits A never-ending process.•

• Source: Bonnici (2015)





### 8 buttonscarves

Brand is what **they** say about you..

A Brand is a perception that consumers have about our products.

- The greatest inspirational figure of all time, the Prophet Muhammad SAW inspires role models in business:
- Siddiq (transparent)
- <sup>2</sup> Amanah (fulfilling the rights of others with full responsibility).
- Tabligh (leadership, ability to communicate vision and mission/value).
- 4. Fathonah (intelligent, knowing your business)



### THE BRANDING STEPS

- 1. Make sure consumers know who you are. Know what your product is.
- 2. Make sure if consumers buy your product, what value is obtained. Make sure it is delivered.
- 3. Make sure that if a consumer buys your product, what he or she will be seen or felt as.

## **Building Perception in Branding**

- Branding starts from **the experience** first. Effective that's where the branding process begins.
- Building a brand is not just a logo and advertisement, but building a positive consumer experience.
- Branding How customers always fall in love with our products or services.
- Make sure our products or services have added value that differentiates them from competitors.

# Branding ala Starbucks



• A third place between home and work.

# What perceptions do consumers have of the following products?







### Sharia Branding - Wardah







### Wardah Donasi Rp6,8 Miliar untuk Penanganan dan Penanggulangan Covid-19 di Indonesia

Wardah yang merupakan salah satu brand kecantikan yang berada di bawah PT Paragon Technology and Innovation seiak awal pandemi Covid-19 terjadi di Indonesia selalu berperan aktif dalam upaya penanggulangan.





#### #LANGKAHBAIKMUBERARTI

KONTRIBUSI BERSAMA DALAM PENANGANAN DAN PENANGGULANGAN COVID-19













PT Paragon Techology and Innovation Melalui Wardah Menyalurkan Dana CSR Kepada RS Persabahatan & RSPI Sulianti Saroso senilai

Rp. 6.800.000.000,-

#LangkahBaikmuBerarti Untuk Penanganan dan

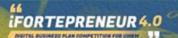


INFORMASI LEBIH LANJUT DAN PENDAFTA iforte.id/id/ifortepreneur









## Sharia Branding - Chikigo





chikigo.id • Following





chikigo.id Menyambut bulan July dengan melanjutkan #PalestineSeries @chikigo.id . Ada totebag santai nih yg nyaman banget buat sehari2.

Bahan luar: seperti kain celana warna khakhi tapi lebih tebal. Texture seperti denim rapi lembut. Dengan kulit sintesis dan drill untuk bagian kantong2 dalamnya (review swipe left)

Totebag ini termasuk dalam Palestine Series nya @chikigo.id , yang sebagian hasil penjualannya di donasikan untuk Palestine via @actforhumanity.

Harga: 249k. Marii dibeli 🛜













Liked by marissahaque and 93 others



Add a comment...

## Branding Strategy in the Digital World

- Activating brands in the digital world.
- In the absence of a mobile device company, the brand's existence will be threatened.
- If it doesn't change, time will leave.
- Communicate added value through various digital channels.
- It is impossible to target all segments.
- Starting from a scale that fits our budget.



Halal Food in Seoul, Korea

# THANK YOU

IBS International Community Service in Collaboration with IPEMI Japan

# How to Create a Digital Sharia Branding Strategy for Optimal Growth



Indonesia Banking School (Jakarta) Lecturer Team

Virtual Meeting Indonesia-Japan, 25th September 2021

### CONTENTS

### **OVERVIEW**

01

The Data: Digital Around The World

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What is a brand strategy?

# WHAT DOES A BRAND STRATEGIST DO

03

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## DIGITAL BRAND STRATEGY PLAN

04

Key factor in business growth

# GROWING SHARIA BRAND AWARENESS

05

What do consumers really value from brands

### **MUSLIM BUYER PERSONA**

06

a brand needs to be tailored to the exact Muslim buyer persona

### DIGITAL AROUND THE WORLD

ESSENTIAL HEADLINES FOR MOBILE, INTERNET, AND SOCIAL MEDIA USE

INTERNET USER NUMBERS NO LONGER IN CLUDE DATA SOURCED FROM SOCIAL MEDIA PLATFORMS, SO VALUES ARE NOT COMPARABLE WITH PREVIOUS REPORTS

TOTAL POPULATION



7.87

BILLION

URBANISATION:

56.6%

(dp)

UNIQUE MOBILE PHONE USERS



5.27

vs. POPULATION:

BILLION

66.9%

INTERNET USERS\*



KEPJOS

ACTIVE SOCIAL MEDIA USERS\*



4.80

vs. POPULATION:

60.9%

4.48 BILLION

vs. POPULATION:

56.8%

8

ARABLE FGES



JUL 2021

#### OVERVIEW OF GLOBAL INTERNET USE

A SNAPSHOT OF INTERNET USE AROUND THE WORLD

A INTERNET USER NUMBERS NO LONGER INCLUDE DATA SOURCED FROM SOCIAL MEDIA PLATFORMS, SO VALUES ARE NOT COMPARABLE WITH PREVIOUS REPORTS

TOTAL NUMBER **OF GLOBAL** INTERNET USERS

INTERNET USERS AS A PERCENTAGE OF TOTAL GLOBAL POPULATION

ANNUAL CHANGE IN THE NUMBER OF GLOBAL INTERNET USERS AVERAGE DAILY TIME SPENT USING THE INTERNET BY EACH INTERNET USER

PERCENTAGE OF USERS ACCESSING THE INTERNET VIA MOBILE DEVICES











4.80 BILLION

60.9%

+257 MILLION

+5.7% 6H 55M 92.1%

SOURCES: KEPIOS (JUL 2021) BASED ON EXTRAPOLATIONS OF DATA PUBLISHED BY THE ITU; LOCAL GOVERNMENT BODIES; GWI, GISMA INTELLIGENCE, EUROSTAT, APRIL CHINIC. THE UNITED NATIONS, DATA FOR TIME SPENT AND MOBILE INTERNET SHARE FROM GWI (CI. 2021), SEE GWICCOM FOR MORE DETAILS. ... COMPARABILITY ADVISORY: SOURCE AND BASE CHANGES. INTERNET USER NUMBERS NO LONGER INCLUDE DATA SOURCED FROM SOCIAL MEDIA PLATFORMS, PIGURES ARE NOT COMMARABLE WITH DATA PUBLISHED IN PREVIOUS REPORTS.



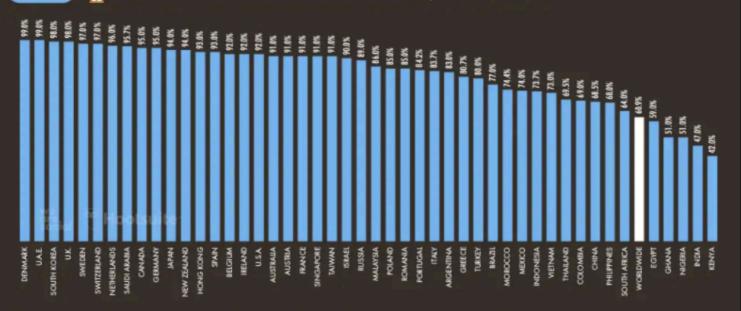


JUL 2021

#### INTERNET ADOPTION

PERCENTAGE OF THE POPULATION THAT USES THE INTERNET

⚠ INTERNET USER NUMBERS NO LONGER INCLUDE DATA SOURCED FROM SOCIAL MEDIA PLATFORMS, SO VALUES ARE NOT COMPARABLE WITH PREVIOUS REPORTS





SOURCES, KEPICS JULI 2021) BASED ON EXTRAPOLATIONS OF DATA PUBLISHED BY THE ITU, LOCAL GOVERNMENT BODIES, GWI, GRMA INTELLIGENCE, EUROSTAT, APIL, CHINIC, THE U.N.
NOTE: VALUES HAVE BEEN CAPPED AT 97%. \* COMPARABILITY ADVISORY: SOURCE AND BASE CHANGES. INTERNET USER NUMBERS NO LONGER INCLUDE DATA SOURCED FROM SOCIAL
MEDIA PLATFORMS. FIGURES ARE NOT COMPARABLE WITH DATA PUBLISHED IN PREVIOUS REPORTS.





# Metaverse is the New Online Frontier for Halal Brands

**Metaverse** is the next phase that will take the internet to the next level. So far we have had the choice of purchasing products, services, and entertainment either in the real world or in the virtual world.

### **BRAND STRATEGY**

A branding strategy (a.k.a. brand development strategy) is the long-term plan to achieve a series of long-term goals that ultimately result in the identification and preference of your brand by consumers.

### a branding strategy is not the sum of your logo, color palette, or website

A branding strategy revolves around all the intangible elements that over time drive **brand awareness**, **brand equity** (value premium), and brand sentiment.



What are your brand's objectives and how do you communicate them?
How do you identify your ideal customers?
How do you identify your competitors?
How do you engage potential customers?

# BEEN THERE, BUT HAVEN'T DONE THAT?



# What does a brand strategist do exactly?

Defining your brand's elements and consumer-facing voice

Ensuring consistent and effective brand messaging

Conducting market research analysis to anticipate future trends

Making positioning recommendations to enhance sales of products and services

Developing a brand digital marketing strategy for longterm growth Ensuring the brand is able to stay on the cutting-edge while being perceived cohesively across all platforms.

### **BRAND AWARENESS**

43% of brand professionals say #1 goal for 2020: **growing brand** awareness

(Bynder, 2020)

REPETITION IS THE KEY

## **EVOLVING DIGITAL SPACE**

56% of businessman believe that AI (Artificial Intelligence) and automation will negatively impact their branding efforts

"creating content more efficiently and faster" to be the most popular use case for automation within marketing and branding efforts.



more efficient content creation as the best use of automation within branding user experience was revealed to be more effective than "superior product innovation" when it comes to standing out from the crowd

consumers are increasingly discerning about the brands they choose to support, gravitating to those that share the same values, foster transparency, and ultimately talk to them like a human, not a prospect.

## MUSLIM 4.0 (Yuswohadi, 2020)

HIJRA

SPIRITUAL

RELIGIOSITY

**DIGITAL** 

**FUNCTIONAL** 

CONNECTED

**LEISURE** 

**EMOTIONAL** 

FUN

### **BUYER PERSONA**

Religious, cultural, national, generational, diversity means the message you send out as a brand needs to be tailored to the exact Muslim buyer persona you have in mind

# UNDERSTAND THE MUSLIM CONSUMER ONLINE PURCHASE INTENTION

Name: Yahya

Age: 32 years

**Education:** High School

Job Title: Owner of Carpet Store "King Abdul"

Goals: Find new customers while creating loyalty with existing ones

Pain Point: Since the COVID 19 pandemic started most people shop online.

He has no knowledge of online advertising

**His online hangouts :** He gets his daily news through a few accounts he follows on Twitter. He interacts with family and friend on Facebook

# BE USEFUL TO YOUR MUSLIM TARGET AUDIENCE

Your halal brand or Muslim business must have values and stand by those values. Your communication must be clear and you must be steadfast. Your stance will not please every single Muslim consumer.

# CREATIVE AUTOMATION TOOLS

Create a consistent, unified strategy for branding and marketing



Streamline communication across remote teams

Create a robust online presence



Deliver better customer experiences

Swiftly adjust to meet changing customer expectations



Understand the Muslim Consumer Online Purchase Intention

One of the most important tools you need to have to do so is a **CONTENT Calendar** that tackles the pain points of the Muslim buyer persona you created.



What are we about as a brand and as content creators?



Who are we trying to reach?

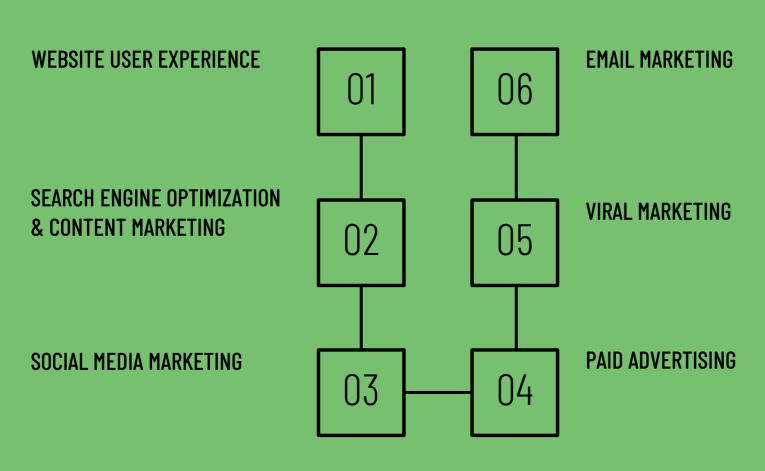


How are we going to reach them?



What do we want to achieve when we do?

## DIGITAL BRAND STRATEGY PLAN



Advertising to Muslim consumers is already tough enough due to advertising companies like Google and Facebook not allowing brands to target by religion. there is another degree of complexity that most advertisers come up against. This complexity is due to: levels of religiosity demographics ethnicity and culture

Ahmet Bayraktar of Rutgers University in New Jersey wrote a paper for the Review of Business & Finance Case Studies explaining the **Muslim** consumer attitude towards sexuality in ads:

...Muslim consumers may develop a negative attitude toward the brands whose ads accompany sexuality; toward the firms that own these brands, and toward the advertisers who use sexuality in the advertisements that they make.

### Ethnicity and Culture is a Big Part of Muslim Communities

Communities and thousands of other Muslim communities around the world are strongly united through an Islamic identity that includes its own culture. This unity of the global Muslim community is referred to as the "Ummah".

# Demographics and Muslim Consumers

The generation gap (between Gen X, Gen Y or Millennials, Gen Z and Alpha Gen) also impacts the way Muslims perceive their own ethnic culture and – in some cases –even the Islamic way of life. This is something your brand needs to be aware of.

So, if your brand targets young people for example, and you want to target young Muslims too, find something neutral.

# Raise Brand Awareness on Twitter



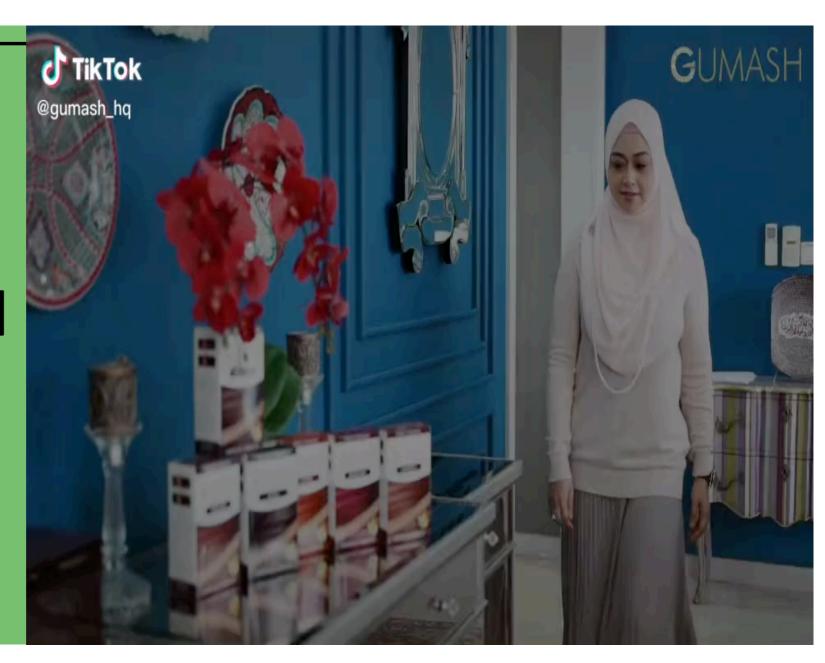


This week we have another Middle Eastern favorite, Makloubeh! Filled with Cauliflower, Carrots, Onions, and Halal Chicken and seasoned with Arabic 7 spice! This meal is perfect for an easy Iftar! Pick up your #Halal #Chicken at Midamarhalal.com!

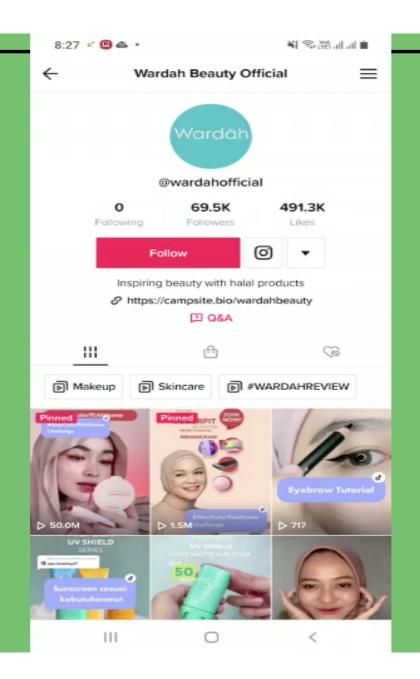


9:01 PM · May 7, 2021

Raise Brand Awareness on Tiktok

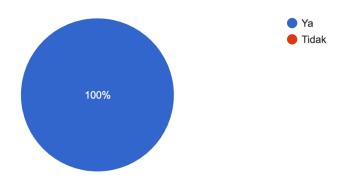


# Raise Brand Awareness on Tiktok

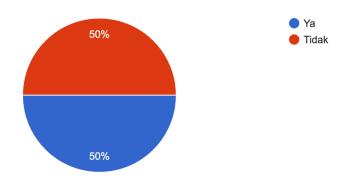


# TERIMA KASIH ありがとう THANK YOU

Apakah Anda mengetahui mengenai konsep Branding sebelum mengikuti kegiatan ini? 4 responses

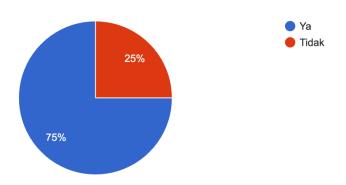


Apakah Anda mengetahui mengenai teknologi di dalam branding sebelum mengikuti kegiatan ini? <sup>4</sup> responses



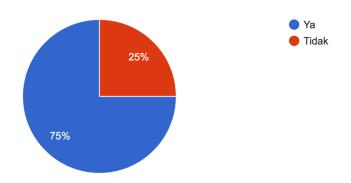
Apakah Anda sudah menerapkan konsep branding yang efektif di dalam bisnis yang sedang Anda jalankan saat ini?

4 responses



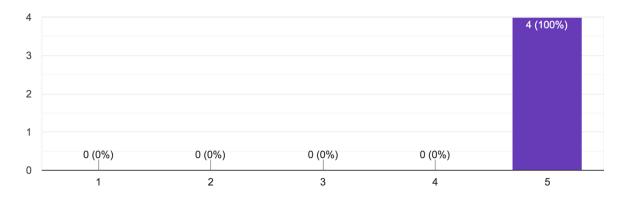
Apakah Anda sudah menerapkan konsep teknologi di dalam bisnis yang sedang Anda jalankan saat ini?

4 responses



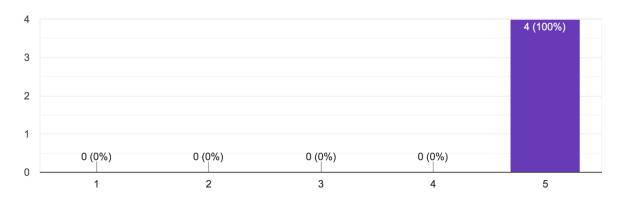
#### Bagaimana penilaian Anda terhadap kegiatan ini

4 responses



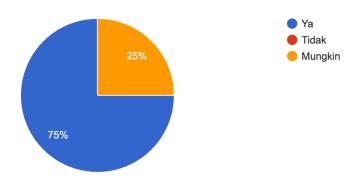
Skala 1-5 (Sangat Tidak Bagus –Bagus Sekali)

Apakah Anda mendapatkan pengetahuan baru setelah mengikuti kegiatan ini? <sup>4</sup> responses



Skala 1-5 (Sangat Tidak Setuju – Sangat Setuju)

Apakah Anda tertarik untuk mengikuti Workshop berikutnya dari Indonesia Banking School? <sup>4</sup> responses



Apakah ada preferensi topik yang Anda harapkan untuk event selanjutnya?

4 responses

pricing, delivery overseas

Topik pricing dan harga marketing utk produk dan jasa

sharia business

Penipuan Digital Bagi para Online Seller / buyer agar terhindar tindakan Kriminal

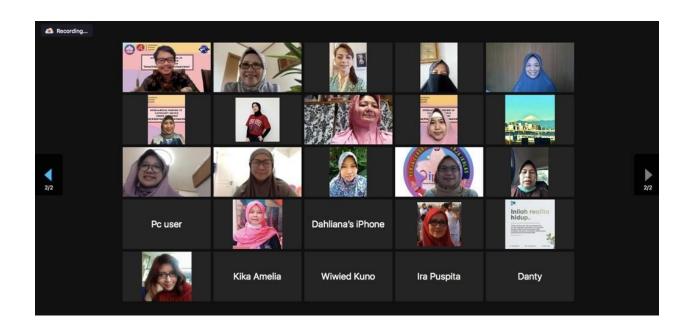
#### Saran dan masukan yang ingin Anda sampaikan kepada penyelenggara 4 responses

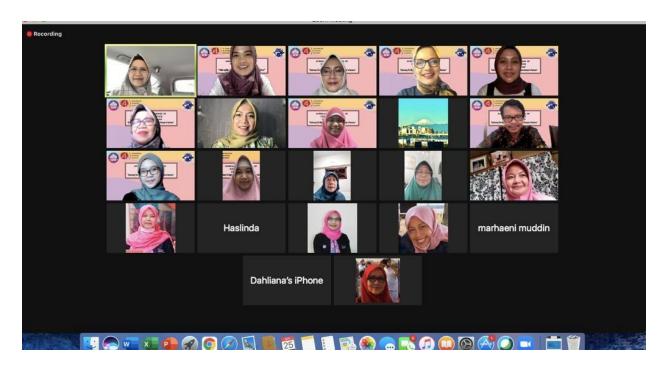
diberi contoh kasus

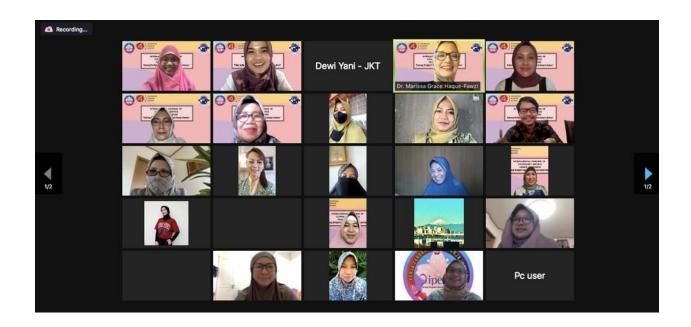
Terimakasih 

ditunggu sharing session dngnan penggiat bisnis2 lain nya

Acaranya cukup Menarik, Dan Bagus. Terima kasih IBS & IPEMI Japan







### CERTIFICATE

OF EXCELLENCE -

THIS CERTIFICATE IS PROUDLY PRESENTED TO

Dr. Sparta., SE., ME., Ak., CA

for his professional participation as a guest speaker on International Funding of Community Service Online Workshop for "Embracing the Digital Transformation and Sharia Concept in Business."

25 September, 2021

Tokyo

Ikatan Pengusaha Muslimah Indonesia





Sari Okano - Chairman IPEMI PPLN Japan