

AI Transforms the Marketing Funnel by Leading Human Buyers



Stage	Today	Near-Term	Mid-Term
Awareness	Ads, Google, Media	Humans ask AI about needs, reducing search	AI proactively educates
Engagement	Website, interactive, campaigns	Humans prompt AI for solution info	AI proactively dialogues, analyzing needs
Consideration	Human compare, review on sites, apps	Humans asks AI to compare products	AI agents shops, auto-compares for humans
Purchase	Ecommerce onsite, Online retailers	Ecommerce occurs within AI app, not traditional commerce	AI agents makes purchases on behalf of humans

Jeremiah Owyang, 2023, from *Speech: How Marketers Can Win when AI Leads Buyers*.



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Minjie Lin



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