



A Study about the Future of Affiliate Marketing in India

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Abstract

What is affiliated marketing, exactly? This kind of online marketing strategy involves an affiliate or publisher promoting a company on their website with an advertisement, and the company pays the affiliate a commission each time a visitor or consumer makes a purchase. Performance marketing and associate marketing are other terms for affiliate marketing. The three main players in affiliate marketing are the advertiser, publisher, and consumer. According to India Brand Equity Foundation, Indian e-commerce is expected to grow at a compound annual growth rate (CAGR) of 27% to reach US\$ 163 billion by 2026. Affiliate marketing has already begun in India thanks to the efforts of online merchants like Flipkart, Amazon, Lenskart, etc. It is becoming more and more well-liked in the online marketplace. This study paper aims to examine the acceptability of affiliate marketing in Indian firms and its prospects going forward.

1. Introduction

In the business world, an organization's capacity to create and support business processes is what determines its success. Even in the digital age, an e-commerce company's ability to succeed depends on its ability to collaborate with groups like allies, which assist businesses in attracting clients.

One type of internet marketing strategy is affiliate marketing, in which businesses collaborate with online content producers to drive customers to their websites. Then, a commission is paid to the content providers on the sales that were converted from the customers who were driven to buy product or services in this way.

At present, the tendency grows and probably going to continue everywhere, in the Indian subcontinent. It's a trend that both B2C and B2B companies are observing.

2. Literature Review

Technology, networking, advertising, and publishing have all changed dramatically in the digital sphere and these developments have happened so quickly that traditional and digital channels have combined.



The internet marketing strategies to handle digital marketing business are as follows: using the internet to generate and qualify leads; using online events to promote goods and services; executing e-fulfillment; using the internet to build customer relationships; using or establishing online communities and exchanges; using the internet to create and manage partner programs; and selling through the internet.

Through the use of affiliate marketing, businesses can pay independent publishers to direct customers to their products and services. As affiliates, the third-party publishers are encouraged to create methods to promote the business by the commission money.

When businesses agree to send their customers to other parties, affiliate marketing programs assist businesses in expanding their reach and gaining the clients of other businesses. For retailers, generating sales and profiting from affiliations become crucial differentiators. Numerous online retailers, like Amazon and Ebay, have their own affiliate marketing schemes. While affiliate programs benefit the businesses that offer them, it is unclear why certain businesses would choose to sign up for them and send customers to the websites of other businesses when they could be offering comparable goods and services (Akçura 2010, Duffy 2005). This indicates that the foundation of an effective affiliate marketing strategy is the development of a win-win partnership between the advertiser and the affiliate. In the future, affiliate marketing is probably going to overtake traditional marketing as the main approach used by e-commerce companies.

A quantitative technique for examining bibliographic information in papers and journals is called bibliometric analysis. This kind of study is frequently employed to map a journal's scientific field, look into references to scientific papers cited in the journal, and classify scientific works based on a research field. This approach can be used in a variety of sectors, including management, marketing, communication, sociology, and the humanities. The co-citation analysis strategy in bibliometric analysis is used to locate two or more articles cited by one, while the citation analysis approach is used to find one article cited by another. A document's co-words, or the words employed within it, can disclose the scientific idea it contains. Co-word analysis is based on the co-occurrence of words or keywords in two or more papers that are used as index documents (Effendy et al. 2021). The literature for this study is critically assessed utilizing a literature review approach, even though it is based on data from Scopus articles. Using a variety of literature sources, this research method employs critical analysis to investigate particular subjects, in this case innovation management theory (Randolph 2009). Numerous disciplines, including information technology, management, and economics, heavily employ this technique¹.

¹ <https://www.bigcommerce.com/articles/ecommerce/affiliate-marketing/>



3. Meaning of Affiliate Marketing

The method by which an affiliate receives payment for promoting the goods of another individual or business is known as affiliate marketing. All the affiliate has to do is look for a product they like, recommend it, and get paid a portion of each sale they bring in.

Affiliate marketing utilises the skills of a range of people successful advertising plan while giving contributors a cut of the earnings because it operates by dividing up the duties of product creation and promotion among parties. This can only function with the involvement of three parties:

1. Seller and product creators
2. The affiliate or advertiser
3. The consumer

3.1 Seller and product creators:

The seller is a vendor, merchant, product maker, or retailer who has a product to offer, regardless of size—they could be a little business or a giant corporation. A service like cosmetic lessons or a tangible item like household products can be the product.

Often referred to as the brand, the seller can be the advertiser and benefit from affiliate marketing's revenue-sharing without having to be actively participating in the marketing process.

3.2 The affiliate or publisher:

Alternatively referred to as a publisher, an affiliate is a person or business who markets a seller's product to prospective buyers in an enticing manner. Put differently, the affiliate markets the product to convince customers that it will be useful or advantageous to them and persuade them to buy it. The affiliate gets paid a percentage of the sale if the customer purchases the item.

Affiliates market to a very particular clientele that they often target based on shared interests. This helps the affiliate draw in customers who are most likely to take action on the offer by helping them define their niche or personal brand.

3.3 The consumer:

Of course, sales are necessary for the affiliate system to function, and customers or consumers are the ones who bring about those purchases.

Through the required channel(s), such as social media, a blog, or a YouTube video, the affiliate will market the good or service to customers. If the customer thinks the product will be useful to them, they can click on



the affiliate link and complete the transaction on the merchant's website. The affiliate gets paid a percentage of the sale if the customer ends up buying the item.

4. Future of Affiliate Marketing in India

Trends such as mobile prioritizing, AI integration, working with nano- and micro-influencers, and emphasizing social proof will define affiliate marketing in 2024. The industry is shifting toward methods that are results-driven, tailored, and focused.



[Image Source: <https://www.blog.didm.in/what-is-the-future-of-affiliate-marketing-in-india-2024/>]

4.1 Revolution of AI in Affiliate Marketing:

The incorporation of artificial intelligence (AI) into affiliate marketing is a noteworthy trend for 2024. AI solutions facilitate operations simplification, experience personalization, and campaign optimization for improved outcomes. By enhancing our comprehension of consumer behavior, predictive analytics facilitates more effective targeting of future clients. Chatbots and other AI-powered features improve user experiences and increase the likelihood of conversions. By 2024, affiliate marketers will not have a choice but to adopt AI-powered marketing.

4.2 Income on the basis of Performance:

Performance-driven marketing is at the heart of affiliate marketing. Affiliates will still be paid in 2024 based on tangible performance, typically as a portion of the sales they bring in for the company. This guarantees that companies will only pay for quantifiable results, resulting in a win-win scenario that encourages affiliates to provide observable outcomes.

4.3 Growth of Partnership with Brands:

The increasing focus on brand-to-brand collaborations is one of the prominent developments in affiliate marketing. Companies look into partnerships with brands that are not in direct competition but have comparable target markets. This includes collaborative campaigns or products that are made possible by a variety of platforms, including co-branded goods, social media contests, newsletter features, and on-site



placements. Through the automation of tracking and optimization of these cross-brand efforts, the affiliate channel plays a crucial role in promoting brand collaboration.

4.4 Social Media Influencers:

There are many influencers cum celebrities on YouTube, Instagram, Facebook and on other social media platforms. These influencers motivate their audience to buy any particular product or service. This shift represents a strategic strategy, wherein brands concentrate on collaborating with influencers or affiliates who can distinctly affect the company's revenue. Influencer-driven marketing initiatives can only be measured and proven effective with the inclusion of affiliate tracking systems.

4.5 Variety in Content and Targeted SEO:

Effective SEO (Search Engine Optimisation) and top-notch content are still essential for affiliate marketing success in 2024. Because search engines are still the primary source of organic traffic, it is imperative that excellent and informative content be consistently produced. User intent, common problem solving, and audience engagement with thoroughly researched articles, videos, and tutorials should be the main priorities. Keeping abreast of algorithm modifications and SEO best practices is essential for improving results and growing organic traffic.

By 2024, it will be evident that the affiliate marketing landscape is constantly evolving. A thorough awareness of current trends and a proactive approach to adaptation and response to the changing nature of the market are essential for successfully navigating this dynamic terrain.

India is a large country with its market complexities. However, with its growing online acceptability there is a huge potential for innovative concepts like affiliate marketing.



As per estimates by TSMG and IAMAI, the Affiliate marketing industry would grow at a CAGR of 27% to reach USD 835 million by 2025 from the current USD 96 million (in 2016), a staggering 8 times growth².

Best Affiliate Platforms in 2024:

² <https://www.avinashchandra.com/affiliate-marketing>



Amazon Associates, Awin, Flipkart Affiliate, Reseller Club, Bigrock Affiliate, Clickbank, Optimise, Cuelinks, vCommission, Hoastgator Affiliate, AWeber, Sendinblue, ConverKit, GetResponse, Fiverr, Pabbly, Unbounce, Constant Contact, System.io, Outgrow³

5. Challenges and Opportunities of Affiliate Marketing in India

- Affiliate marketing takes time and effort to build and make profit
- Affiliate programme only helps in bringing traffic to the website or business that has been turned into conversions
- While affiliate market size may be small, it pays to be patient and have perseverance to get the best results from this market
- Believe in quality over quantity in the affiliate marketing industry and to identify partners that deliver conversions
- Growing market needs make it imperative to prioritise fraud prevention and detection
- Low risk and high reward marketing and sales strategy draws many takers, especially in India

Increasing website traffic is likewise a challenging task. A website that has original, engaging content can generate more sales since it enhances the value of your marketing materials. Your content needs to be pertinent to the goods and services that your merchant partner is providing. Furthermore, affiliate programs only assist in driving visitors to websites or businesses that have generated conversions. Finding partners that generate conversions and adhering to the affiliate marketing industry's belief in quality over quantity are also important.

Conclusion:

Considering the expanding business and necessity of affiliate marketing, fraud prevention and detection must be given top priority in today's expanding digital arena. The critics who have frequently expressed worries about the possibility of fraud have also offered insightful commentary on possible frauds that may have occurred in the affiliate marketing industry. The greatest gains from affiliate marketing partnerships will come from merchants who place a high priority on fraud protection and detection. Additionally, attempting to improve the relationship between the partner and the merchant via a variety of channels and platforms might aid in the detection of frauds⁴.

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1. <https://www.bigcommerce.com/articles/ecommerce/affiliate-marketing/>

³ <https://www.simplilearn.com/best-affiliate-programs-in-india-article>

⁴ <https://www.businesstoday.in/opinion/columns/story/challenges-and-opportunities-in-the-affiliate-marketing-industry-55743-2015-11-23>



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