







## Customer Centricity

It is essential to place the customer at the center of all our business decisions. We leave behind the egocentric perspective of marketing, where messages were exclusively focused on the brand. Now, it is crucial to approach the consumer from a personalized angle that is satisfying for them. In this context, the proper implementation of Artificial Intelligence (AI) becomes an essential component.

Customer-centricity goes beyond merely recognizing the importance of the customer; it involves understanding their individual needs, preferences, and behaviors. Forging a deeper connection with customers, where every interaction and business decision is tailored to provide a unique and valuable experience to the consumer.



## **Predictive Analysis**

In 2024, the priority will be to surprise consumers by introducing products or services they hadn't even imagined. This challenge becomes achievable thanks to the advancement of Artificial Intelligence (AI). AI, now commonplace and omnipresent, will become an invaluable tool that allows us to conduct predictive analysis more effectively. With the ability to process large amounts of historical data, AI will be a engine that accurately anticipates emerging trends and behaviors, providing a strategic advantage to pleasantly surprise consumers and proactively adapt to their changing needs. This context represents a new era of innovation and personalization in the offering of products and services, driving the creation of unique and engaging experiences for consumers.



## Virtual Reality (VR) and Augmented Reality (AR)

These are essential for the User Experience in 2024, providing the key infrastructure for immersive experiences.

AR is increasingly integrated into mobile devices and gadgets, transforming industries such as retail and education. For example, AR applications allow consumers to visualize furniture in their space before purchasing.

Simultaneously, VR is reaching new standards of realism and comfort with lighter and more powerful headsets. Improvements in graphics and interactivity are driving its use in entertainment, training, and therapy.