Today, artificial intelligence is a critical tool for marketers. Yet, many struggle to create business value with their AI deployments. Several barriers remain on the journey to Al-first marketing; here are the top five:

Data privacy or security

To help you navigate this journey, we identified...

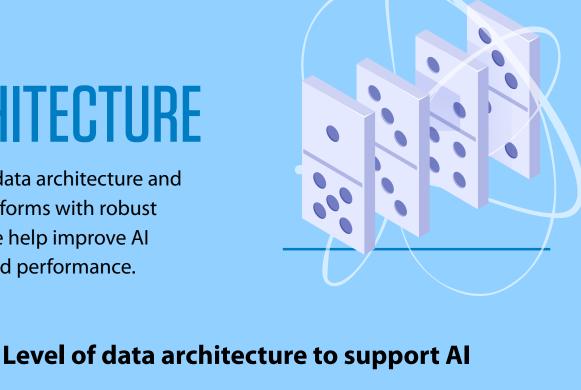
Regulatory concerns 42% 34% Integration with existing technology 33% Data maturity or integration 31% Uncertain ROI How can marketers circumvent these barriers to become Al-fluent?

6 KEYS TO ACHIEVE AI-FLUENCY

ARCHITECTURE Advanced data architecture and unified platforms with robust

governance help improve Al usability and performance.

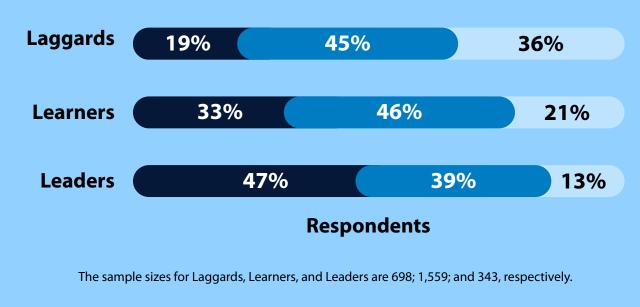
Unified data platform



Fragmented data sources

43%

Centralized data storage





Advanced

IT infrastructure

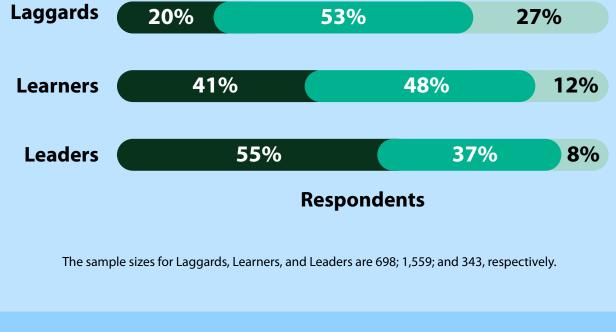
ADVANCED MARTECH Cloud-native MarTech, prioritizing Al capabilities, forms a strong foundation for creating

Al-driven value. Level of MarTech stack support for Al

Basic

IT infrastructure IT infrastructure

Intermediate





Comprehensive

22%

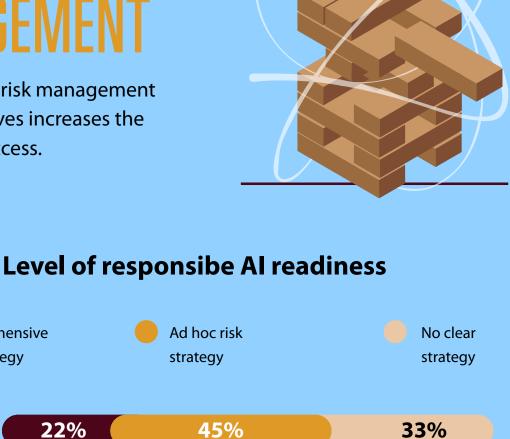
38%

risk strategy

Laggards

Learners

Leaders



43%

Respondents

18%

PROCESS

INTEGRATION

processes enhances marketers'

Integrating Al into business

ability to create significant

value.

11%

54% 35%

The sample sizes for Laggards, Learners, and Leaders are 698; 1,559; and 343, respectively.



Leaders

Al skills fully

19%

32%

integrated

Laggards

Learners

Leaders

Dynamic marketing

Al strategy

Learners

Readiness to support large scale AI adoption Moderate integration of Low integration of Al solutions

33%

18%

13%

The sample sizes for Laggards, Learners, and Leaders are 698; 1,559; and 343, respectively. **FUTURE-READY** Embedding AI skills directly into marketing optimizes Al utilization and boosts employee productivity.

Al solutions

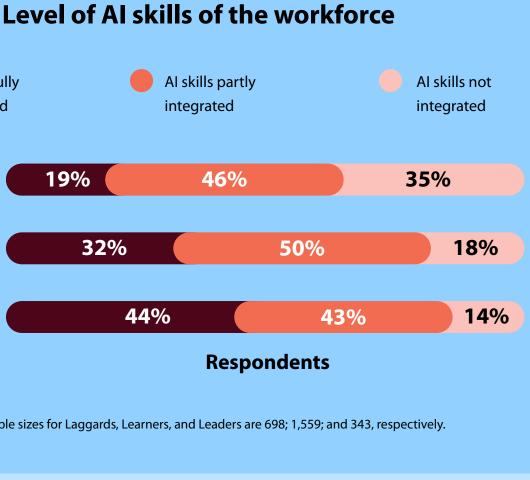
49%

53%

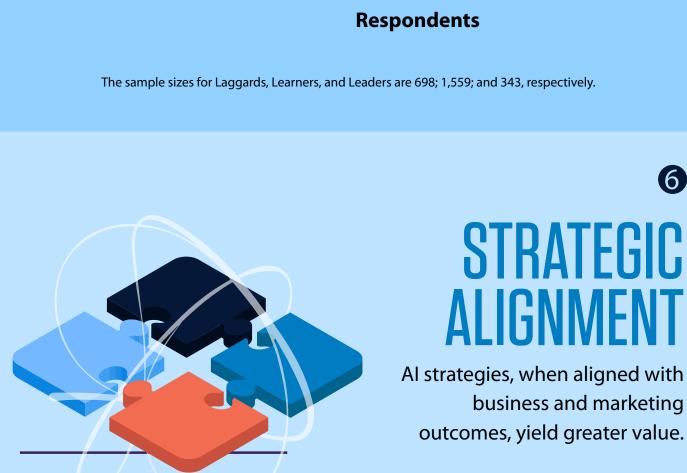
55%

Respondents

38%



6



44%

Laggards 36% 53%

Partial marketing

Al strategy

62%

Al adoption in marketing strategy

75% Leaders 23% **2**% Respondents The sample sizes for Laggards, Learners, and Leaders are 698; 1,559; and 343, respectively.

Access more insight in the CMO Radar 2024.

No formal marketing

12%

3%

Al strategy

36%