

The Algorithmic *Imperative*

Designing Brands for Predictive Growth

AMP works across brand, media, and commerce in some of the most algorithmically complex environments—

giving us a front-row view of how choice is actually shaped today. This perspective reflects what we're seeing across categories, markets, and platforms, as well as the feedback and opinions of several clients from multiple industries who participated in our Q4 2025 Marketing Trends Survey. Their comments have been anonymized.

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MARKETING IN AN
Algorithm-First World

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MARKETING IN AN *Algorithm-First World*

Marketing used to assume a sequence. A brand showed up, told a story, built awareness, and influenced a decision over time. No longer.

Today, many of the most consequential decisions happen before a consumer encounters a brand message. Search results narrow options. Retail platforms rank and recommend. Social feeds decide what earns attention. And AI tools now increasingly summarize, compare, and suggest on a shopper's behalf.

Rather than functioning as neutral distribution channels, these systems all now play a powerful filtering role, shaping which brand messages consumers ultimately see.

Choice is no longer guided by a linear journey. It's shaped inside platforms that continuously assess likelihood: what feels relevant, what has performed before, what the system believes will convert next. Brands are no longer just competing for attention—they're competing to be surfaced at all.



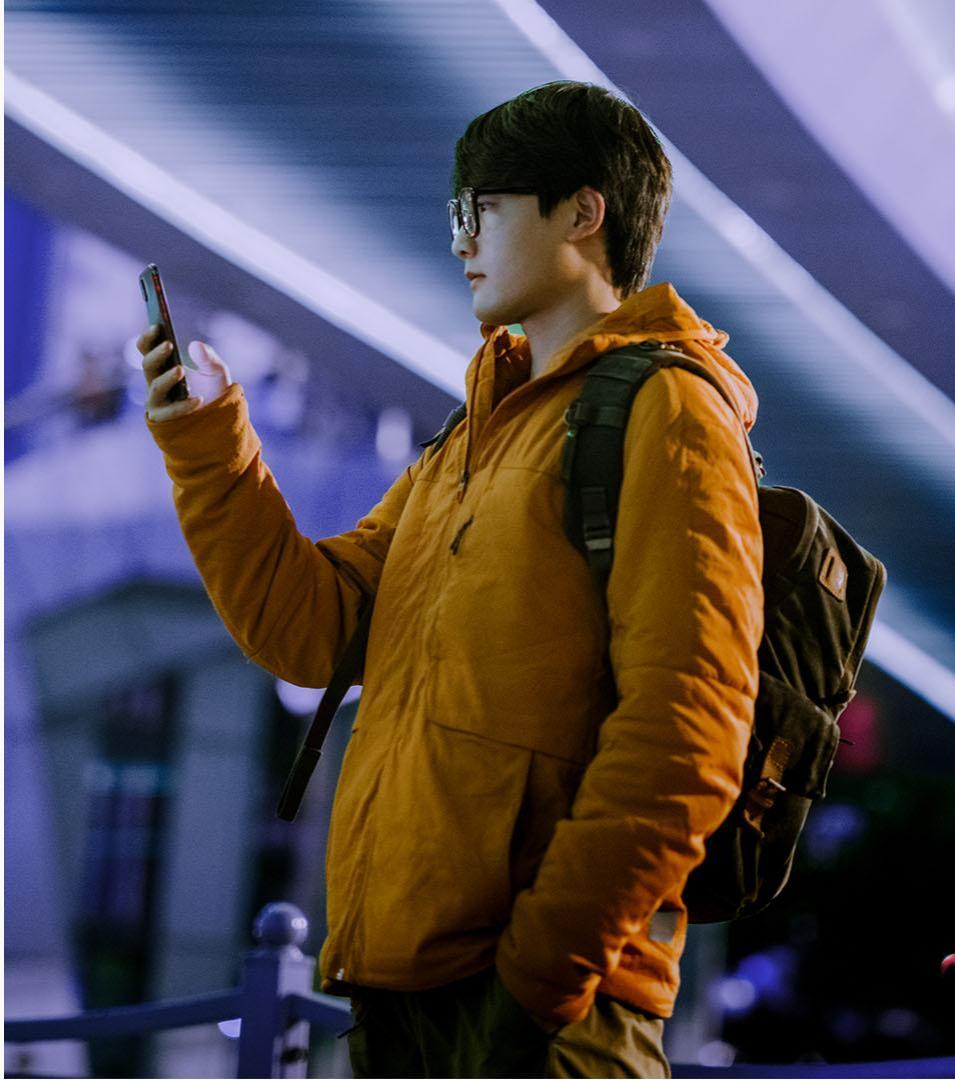
This shift is already changing behavior. Nearly 60% of consumers now use AI to help them shop, and almost half rely on it during research and comparison. In many categories, the first point of influence isn't a brand impression—it's an automated recommendation.

Creative still matters. Cultural relevance still matters. Brands still need to stand for something meaningful in people's lives. But those qualities must be amplified in new ways.

What's new is this: brands must earn visibility and preference inside systems designed to predict outcomes. If a platform doesn't recognize a brand as credible, relevant, or likely to perform, it may never enter the consideration set—regardless of how strong the story is.

The traditional playbook assumed time: time to learn, optimize, and adjust after exposure. Today, many decisions happen upstream, based on signals that move faster than most organizations can respond. Teams relying on siloed planning, historical reporting, or post-campaign analysis are often reacting to outcomes that were already decided elsewhere.

That is the reality that marketing leaders are navigating now—staying human and distinctive while also being visible and competitive inside the systems shaping choice.



THE PROVOCATION:

*What Breaks When
Marketing Doesn't Adapt*

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THE PROVOCATION:

What Breaks When Marketing Doesn't Adapt

From our vantage point working across brand, media, and commerce, one thing is clear: most marketing organizations are still operating as if they have more time and control than they actually do.

The issue isn't awareness of algorithms. Marketers are now acknowledging that algorithms are influencing visibility and outcomes. The real problem is that most marketing operating models haven't caught up to how those platforms now function.

In algorithmically complex environments, brands don't lose because their ideas are weak. They lose because their processes are slow, fragmented, and reactive. Key performance signals are interpreted after the moment has passed. Teams optimize against lagging indicators. And decisions are made with yesterday's data in environments that reward real-time relevance.

What we see repeatedly is this: by the time insights are analyzed, plans aligned, and campaigns adjusted, algorithms have already moved on. Demand has shifted, rankings have changed, and consumer choice has been shaped elsewhere.

The implication is uncomfortable but unavoidable: reacting to performance is no longer enough. In environments where visibility, recommendation, and conversion are predicted upstream, growth depends on whether a brand is designed to anticipate outcomes.

FROM REACTIVE TO PREDICTIVE:
A New Model for Growth

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FROM REACTIVE TO PREDICTIVE: *A New Model for Growth*

Most marketing operating models were designed for a slower world—one with clearer signals, longer planning cycles, and the luxury of reviewing results after the fact.

Today's marketing leaders face pressure from every direction: to move faster, prove financial impact sooner, and coordinate across more platforms, partners, and data sources than ever before. The elevated profile of marketing has come with increased scrutiny from CFOs, CEOs, and boards—all demanding clearer connections between marketing investment and business results.

In this context, algorithms reward brands that act, not those that simply analyze after the fact.

The brands that win are what we call predictive brands: brands designed to anticipate demand, respond in real time, and earn preference within the systems that are shaping consumer choice.

Becoming a predictive brand requires three foundational capabilities.



THE THREE DEFENSES FOR
Predictive Growth

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THE THREE DEFENSES FOR *Predictive Growth*

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Connection and the Human Defense:
Understanding Why People Choose

2

Unification and the Structural Defense:
Moving as One

3

Data and the Access Defense:
Proving and Predicting Results

1

CONNECTION AND THE HUMAN DEFENSE: *Understanding Why People Choose*

Algorithms are very good at observing behavior. They see what people click, what they compare, and what they buy. What they don't always capture is what's driving those decisions.

That context matters. Data can tell you what happened but not what someone was weighing in the moment, what made one option feel safer or more appealing, or what finally pushed them to choose. When that layer is missing, brands tend to respond to patterns instead of shaping preference as it forms.

Nudgenomics™ and Human Motivations

The "human defense" focuses on that missing understanding. It brings behavioral insight into how brands develop creative, messaging, and experiences, so what shows up in-market feels relevant and grounded in real decision-making. This is where Nudgenomics™, AMP's behavioral framework, becomes essential as it reveals the subconscious motivations and subtle emotional cues that algorithms can't detect but that meaningfully influence real-world choice.

When brands understand why people choose, they're better equipped to earn trust and attention where it counts. And that trust is fragile. As Christi Geary, GM of AMP, points out, when AI introduces "another voice in the room," even slight inconsistencies in tone can dilute brand meaning and undermine credibility—both for the brand and the platforms that deliver it.

AI Assistants and Agentic Tools

This becomes even more important as people rely on AI assistants and agentic systems to help them shop. The influence of these tools will grow, but human motivation still drives their choice. Brands that account for both are the ones that stay visible and meaningful.

1

CONNECTION AND THE HUMAN DEFENSE: *Understanding Why People Choose*

“The future of brand growth is not just about reaching consumers; it’s about understanding the algorithms that guide their choices. By harmonizing human insight with the precision of AI, we can create meaningful connections that inspire loyalty and drive conversion. Embrace this transformation, and let innovation lead the way.”

—Brand promotions executive for a portfolio of health and personal care brands

2

UNIFICATION AND THE STRUCTURAL DEFENSE: *Moving as One*

Most marketing challenges don't come from a lack of ideas. They come from how work gets done.

When strategy, creative, media, and commerce operate separately, things slow down. Signals get diluted. Teams spend more time aligning than acting. In environments where platforms respond in real time, that friction adds up quickly.

Orchestration and Efficiency

The "structural defense" is about orchestration, ensuring that all moving parts work together as a system. When marketing teams share signals, timing, and goals, brands can respond with more speed and consistency. Clarity simplifies decision-making, and execution is expedited and improved. Platforms see a clearer, more confident signal of relevance and intent.

Media plays a big role here. Media used to be about reach. Now it also tells platforms what to pay attention to. When it's planned in isolation, things slow down. But when it's connected to creative and commerce, threading a compelling and cohesive story, performance starts to compound.

Responsiveness Imperative

This kind of unification doesn't just improve efficiency. It makes brands more responsive, which is one of the biggest advantages in algorithm-driven environments.

2

UNIFICATION AND THE STRUCTURAL DEFENSE:

Moving as One

“We’re moving so fast that planning and course-correcting feel impossible. We have to design for algorithms to stay visible, but not at the cost of authenticity. If we lose emotional connection, we lose loyalty. In a world training shoppers to buy on autopilot, we need to earn a pause—not just a click.”

—Shopper marketing executive overseeing a portfolio of food brands

DATA AND THE ACCESS DEFENSE: *Proving and Predicting Results*

At the end of the day, growth depends on knowing what's actually working.

The "access defense" connects marketing investment to real business outcomes, so decisions are grounded in sales performance rather than assumptions. By linking retail results, media performance, and investment modeling, brands gain a clearer view of impact and a stronger foundation for deciding what comes next.

Alchemy™ Advantage

This is where predictive capability becomes practical. Measurement tools like *Alchemy™* don't just show how investments perform—they combine real-time signals with historical trends to help inform what's likely to happen next. When those insights flow directly into an integrated team, brands can adapt faster, place smarter bets, and avoid wasted spend in environments where timing and agility matter most.

Commerce Acumen

Access also comes from being close to the point of purchase. Brands that understand retailer dynamics, platform algorithms, and shopper behavior can reduce friction and show up more effectively when it matters most.

In a landscape shaped by retail media networks and closed-loop measurement, the brands that win are the ones that can connect spend to sales, learn quickly, and move with confidence.

3

DATA AND THE ACCESS DEFENSE: *Proving and Predicting Results*

“There is a lot of conversation around whether we can train AI on our ads and high-performing ads in general, and if it can provide us with the perfect ad combination to launch with ads that are built for max engagement and sales conversion.

If we could predict outcomes before we invest, it would change everything. All the while, we’re trying to figure out how to keep humanity in the mix while everything moves toward automation.”

—Brand marketing executive for a B2B and B2C personal care brand

Closing *Thought*

Together, these three defenses—connection, unification, and access—shape how predictive brands operate. Not by chasing algorithms but by building systems that work with them, stay human, and keep pace with how decisions are actually made.





GET IN TOUCH

Let's talk.

Contact AMP to explore how we can collaborate to put these insights into action.
Reach out to lisa.hurst@ampagency.com and say hi.

ABOUT AMP

AMP is a full-service agency built to connect brand love with buyer behavior across every stage of the customer journey. With expertise spanning Strategy & Intelligence, Creative & Content, Retail & Commerce, Media & Measurement, Digital & Social, and Activation & Amplification, AMP delivers solutions that blend creativity, commerce, and data into one seamless experience. By unifying brand storytelling with shopper conversion, AMP helps clients resonate emotionally and drive measurable business growth. Follow along at ampagency.com.