

**Digital Marketing Communication at Tahfizhul Qur'an 'Aisyah  
High School in Increasing New Student Acceptance**



THESIS

By:

**Shifna Asna Allifya**

**NIM: 20200710128**

**INTERNATIONAL PROGRAM OF ISLAMIC  
COMMUNICATION**

**FACULTY OF ISLAMIC STUDIES**

**UNIVERSITY OF MUHAMMADIYAH YOGYAKARTA**

**2024**

## **TITLE PAGE**

### **Digital Marketing Communication at Tahfizhul Qur'an 'Aisyah High School in Increasing New Student Acceptance**

#### **THESIS**

Submitted to fulfill one of the requirements to obtain the  
degree Bachelor of Social Affairs (S.Sos) Strata One (S-1),  
Department of Islamic Communication and Broadcasting  
Faculty of Islamic Studies  
Yogyakarta Muhammadiyah University

By:

**Shifna Asna Allifya**

**20200710128**

**INTERNATIONAL PROGRAM OF ISLAMIC  
COMMUNICATION**

**FACULTY OF ISLAMIC STUDIES**

**UNIVERSITY OF MUHAMMADIYAH YOGYAKARTA**

**2024**

## OFFICIAL MEMORANDUM

Attachment : 4 copies, Thesis

Yogyakarta, 17 July, 2024

Subject : Agreement

To Attention

Head of the Department Islamic Communication and Broadcasting Study Program, Faculty of Islamic Studies, University Muhammadiyah of Yogyakarta In Yogyakarta

*Assalamu'alaikum Warahmatullahi Wabarakatuh*

After receiving and getting the necessary improvements, I am of the opinion that your thesis:

No : Shifna Asna Alifya

NIM : 20200710128

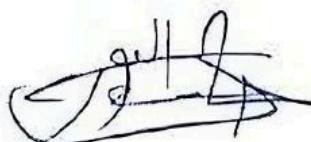
Title : Digital Marketing Communication at Tahfizhul Qur'an Aisyah High School In Increasing New Student Acceptance

Has fulfilled the requirements to be submitted for the final examination at Bachelor's level in the Islamic Communication and Broadcasting Study Program, Faculty of Islamic Studies, Muhammadiyah University, Yogyakarta

I hereby submit the manuscript of this thesis, with the hope that it will be accepted and immediately finalized. Thank you for your attention.

*Wassalamu'alaikum Warahmatullahi Wabarakatuh.*

Supervisor



Kholifatul Fauziah, S.Sos.I, M.A  
NIK. 19871022201802 113 074

## AUTHENTICITY STATEMENT

The undersigned:

Student name : Shifna Asna Alifya  
NIM : 20200710128  
Study program : Islamic Communication and Broadcasting

Hereby declare that this thesis is my own work and has never been submitted to obtain a graduate degree at any university, and to the best of my knowledge in this thesis there are no works or opinions that have been written or published by others, except those that are written in this manuscript and mentioned in the bibliography.

Yogyakarta, July 17 2024



Shifna Asna Alifya  
20200710128

## **MOTTO**

“And hasten towards forgiveness from your Lord and a Paradise as vast as the heavens and the earth, prepared for those mindful (of Allah). (They are) those who donate in prosperity and adversity, control their anger, and pardon others. And Allah loves the good-doers. (They are) those who, upon committing an evil deed or wronging themselves, remember Allah and seek forgiveness for their sins—and who forgives sins except Allah?—and they do not knowingly persist in wrongdoing? Their reward is forgiveness from their Lord and Gardens under which rivers flow, staying there forever. How excellent is the reward for those who work (righteousness)!”

Q.S. Ali Imran 133-136

## **DEDICATION PAGE**

The author dedicates this thesis to the author's parents. My father, Mr. Sartono and my mother, Mrs. Sri Herlina. Who has become the author's hope to remain enthusiastic in living life and continue this challenge until the end. Thank you for all the trust, support, love and affection that Father and Mother have given to the author, to complete this thesis as a form of requirement for obtaining a bachelor's degree, so that it will become useful knowledge for yourself and others.

## FOREWORD



*Allhamdulillah*, Praise is to Allâh, the Lord of the Worlds, we would like to express our gratitude to the presence of Allah SWT who has bestowed His grace and guidance so that the author can complete the thesis research entitled **Digital Marketing Communication at Tahfizhul Qur'an 'Aisyah High School in Increasing New Student Acceptance.**

Prayers and greetings may continuously be poured out to the Prophet Muhammad SAW who has brought us from the dark ages to the bright path. In the process of researching the thesis, the author realized that many parties had supported and helped in the completion until this research report was successfully written. On this occasion the author would like to express many thanks to:

1. Prof. Dr. Ir. Gunawan Budiyanto, M.P., IPM., ASEAN.Eng. as the Rector of Muhammadiyah University of Yogyakarta.
2. Dr. Syakir Jamaluddin, M.A., as Dean of the Faculty of Islamic Studies, Muhammadiyah University of Yogyakarta.
3. Dr. Ahmad Hermawan Lc., M.A., as Head of the Islamic Communication and Broadcasting Study Program and Cahyo Setiadi Ramadhan, M.Psi. as Secretary of the Islamic Communication and Broadcasting Study Program.
4. Khalifatul Fauziah, S.Sos.I., M.A., as the thesis supervisor who was very patiently guided, accompanied from the beginning of determining the title until the research and writing of this thesis was completed and as the academic supervisor.
5. All lecturers in the Islamic Broadcasting Communication study program and the Islamic Religion faculty have provided their knowledge to the author.
6. My parents, Mr. Sartono and Mrs. Sri Herlina, as well as my young brothers, Zaki Hafizh Sasmita, Malik Fajar Ar Rahman and Malik Fajar Ar Rahim, and the entire extended family who participated in praying for the successful completion of this thesis.
7. The Tahfizhul Qur'an 'Aisyah Lampung High School, has allowed the author to conduct research at this institution.
8. Ustadz Istin Afriansyah, S.Pd., as the Headmaster of Tahfizhul Qur'an 'Aisyah Lampung High School, who has allowed the author

- to conduct research on Digital Marketing Communication and be a resource person for this research.
9. Ustadz Ahmad Shodiqin, S.E., as secretary of Tahfizhul Qur'an 'Aisyah Lampung High School and the promotion team who were willing to be resource persons for this research.
  10. Ustadz Dwi Ikhsan Saifuddin, S.Pd.I, as treasurer of Tahfizhul Qur'an 'Aisyah Lampung High School, was willing to be a resource person for this research.
  11. Ustadzah Sayyida Fachiratunnisa, as the tahfizh coordinator at Tahfizhul Qur'an 'Aisyah Lampung High School and is willing to be a resource person in this research and assist researchers in the observation and documentation process.
  12. Colleagues who are ready to help, always accompany, support, and pray in the struggle to complete this research.
  13. As well as the writer's friends whose names the writer cannot mention one by one.

Finally, the author realizes that this work is still far from perfect. Because there is no perfect written work other than the Al-Qur'an. Therefore, the author really hopes for all constructive criticism, suggestions and input for future improvements. That's what researchers can say. Hopefully this thesis can provide benefits to readers and be a small contribution to the development of science.

Yogyakarta, July 17 2024

## TABLE OF CONTENTS

<b>TITLE PAGE.....</b>	<b>I</b>
<b>OFFICIAL MEMORANDUM.....</b>	<b>II</b>
<b>VERIFICATION PAGE.....</b>	<b>III</b>
<b>AUTHENTICITY STATEMENT.....</b>	<b>IV</b>
<b>MOTTO.....</b>	<b>V</b>
<b>SHOW PAGE.....</b>	<b>VI</b>
<b>FOREWORD.....</b>	<b>VII</b>
<b>TABLE OF CONTENTS.....</b>	<b>VIII</b>
<b>LIST OF TABLES.....</b>	<b>IX</b>
<b>LIST OF FIGURES.....</b>	<b>X</b>
<b>LIST APPENDIX.....</b>	<b>XI</b>
<b>ABSTRACT.....</b>	<b>XII</b>
<b>CHAPTER I.....</b>	<b>1</b>
<b>INTRODUCTION.....</b>	<b>1</b>
1.1. Background problem.....	1
1.2. Identification of problems.....	5
1.3. Problem Formulation.....	6
1.4. Research purposes.....	6
1.5. Benefits of research.....	7
1.6. Research Limitations.....	7
<b>CHAPTER II.....</b>	<b>9</b>
<b>LITERATURE REVIEW AND THEORETICAL FRAMEWORK.....</b>	<b>9</b>
2.1. Literature Review.....	9
2.2. Theoretical framework.....	17
2.2.1 Communication.....	18
2.2.2. Marketing Communications.....	19
2.2.3. Digital Marketing.....	20
2.2.4. Examining Factors Affecting Digital Marketing with SWOT Analysis.....	28
2.2.3 Digital Marketing Communications.....	31
<b>CHAPTER III.....</b>	<b>33</b>
<b>RESEARCH METHODS.....</b>	<b>33</b>
3.1. Research design.....	33
3.2. Operational definition.....	33
3.3. Research sites.....	35

3.4. Research subject.....	35
3.5. Data and Data Types.....	36
3.6. Data Collection Techniques.....	36
3.6.1. Observation.....	36
3.6.2. Interview.....	37
3.6.3. Documentation.....	37
3.7. Data analysis.....	38
3.7.1. Data reduction.....	38
3.7.2. Data Presentation.....	38
3.7.3. Conclusion or Data Verification.....	38
3.8. Data Validity.....	39
<b>CHAPTER IV.....</b>	<b>41</b>
<b>RESEARCH RESULTS AND DISCUSSION.....</b>	<b>41</b>
4.1 General description of Tahfizhul Qur'an 'Aisyah High School.....	41
4.1.1 Brief History of Tahfidzul Qur'an 'Aisyah High School.....	41
4.1.2 Geographical Location of Tahfizhul Qur'an 'Aisyah High School....	42
4.1.3 Vision and Mission of Tahfizhul Qur'an 'Aisyah High School.....	43
4.1.4 Organizational Structure of Tahfidzul Qur'an 'Aisyah High School.	43
4.1.5 Tahfizhul Qur'an 'Aisyah High School Flagship Program.....	44
4.2 Research Informant Data.....	45
4.3 Research Results.....	46
4.3.1 Digital Marketing Communication at Tahfizhul Qur'an 'Aisyah High School.....	46
4.3.1.1 Marketing 1.0.....	46
4.3.1.2 Marketing 2.0.....	56
4.3.1.3 Marketing 3.0.....	60
4.3.1.4 Marketing 4.0.....	65
4.3.2 Factors that Influence Digital Marketing Communication at Tahfizhul Qur'an 'Aisyah High School in Increasing New Student Acceptance.....	73
4.3.2.1 Strength.....	73
4.3.2.2 Weaknesses.....	81
4.3.2.3 Opportunity.....	85
4.3.2.4 Threat.....	89
4.4 Discussion.....	94
4.4.1 Why is Marketing 4.0 Not Effective in Digital Marketing Communications at Tahfizhul Qur'an 'Aisyah High School?.....	95
4.4.2 Analysis of Digital Marketing Communications at Tahfizhul Qur'an 'Aisyah High School using SWOT.....	100

<b>CHAPTER V.....</b>	<b>103</b>
<b>CONCLUSIONS &amp; RECOMMENDATIONS.....</b>	<b>103</b>
5.1 Conclusions.....	103
5.2 Recommendations.....	104
<b>BIBLIOGRAPHY.....</b>	<b>105</b>
<b>APPENDIX.....</b>	<b>112</b>

## LIST OF TABLES

Table 1. Marketing 1.0, 2.0, and 3.0.....	22
Table 2. Comparison of Marketing 1.0, 2.0, and 3.0.....	26
Table 3. Operational Digital Marketing Communication Concept.....	34
Table 4. Operational SWOT Analysis Concept at Tahfizhul Qur'an 'Aisyah High School.....	35
Table 5. Management Structure of Tahfizhul Qur'an 'Aisyah Lampung High School 2024.....	44
Table 6. Informants from Tahfizhul Qur'an High School 'Aisyah Lampung.....	45
Table 7. Promotional Images Uploaded for Tahfizhul Qur'an 'Aisyah High School on Instagram and Facebook.....	51
Table 8. Tahfizhul Qur'an 'Aisyah High School Social Media.....	66
Table 9. Conclusion on The Fulfillment of Marketing Concepts 1.0, 2.0, 3.0 and 4.0 in Digital Marketing Communications at Tahfizhul Qur'an 'Aisyah High School.....	72
Table 10. Tasmi' Tahfizhul Qur'an 'Aishyah's High School Instagram Account Uploads.....	79
Table 11. Categorization of Compliance with Strength Indicators.....	81
Table 12. Categorization of Compliance with Weaknesses Indicators.....	85
Table 13. Categorization of Fulfillment of Opportunity Indicators.....	89
Table 14. Categorization of Threat Indicator Compliance.....	92
Table 15. Categorization of SWOT Analysis Results.....	92

## LIST OF FIGURES

Figure 1. Most Popular Social Media in 2023.....	4
Figure 2. Location of Tahfizhul Qur'an 'Aisyah Lampung High School.....	42
Figure 3. Latest Tahfizhul Qur'an 'Aisyah High School Registration Poster.....	48
Figure 4. Tahfizhul Qur'an 'Aisyah High School Scholarship Offer Poster.....	53
Figure 5. Findings from the Implementation of the Marketing 1.0 Concept.....	55
Figure 6. Categorization of the Implementation of the Marketing 2.0 Concept....	60
Figure 7. Categorization of the Implementation of the Marketing 3.0 Concept... ..	65
Figure 8. Logo of Tahfizhul Qur'an 'Aisyah High School.....	69
Figure 9. Link Regarding Information about Tahfizhul Qur'an 'Aisyah Boarding School.....	71
Figure10. Categorization of the Implementation of the Marketing 4.0 Concept... ..	72
Figure 11. Tahfizhul Qur'an 'Aisyah High School Teacher Training.....	75
Figure 12. Training for Tahfizhul Qur'an 'Aisyah High School Students.....	76
Figure 13. Participation of Tahfizhul Qur'an 'Aisyah High School Students in Taking Part in the Competition.....	78
Figure 14. Tahfizhul Qur'an 'Aisyah High School Study and Halal Bihalal Poster on Instagram Involving Influencers.....	86
Figure 15. Documentation of the Tahfizhul Qur'an 'Aisyah High School Online Registration Selection Test.....	87
Figure 16. Video Upload of the Halal Bihalal Event at Tahfizhul Qur'an 'Aisyah High School which was Attended by the Community.....	88
Figure 17. Diagram of the Results of the Fulfillment of Internal Factors (Strength and Weaknesses).....	93
Figure 18. Diagram of the Results of the Fulfillment of External Factors (Opportunity and Threat).....	94

## **LIST APPENDIX**

A. Interview Permission Letter.....	112
B. Interview Transkrip.....	113