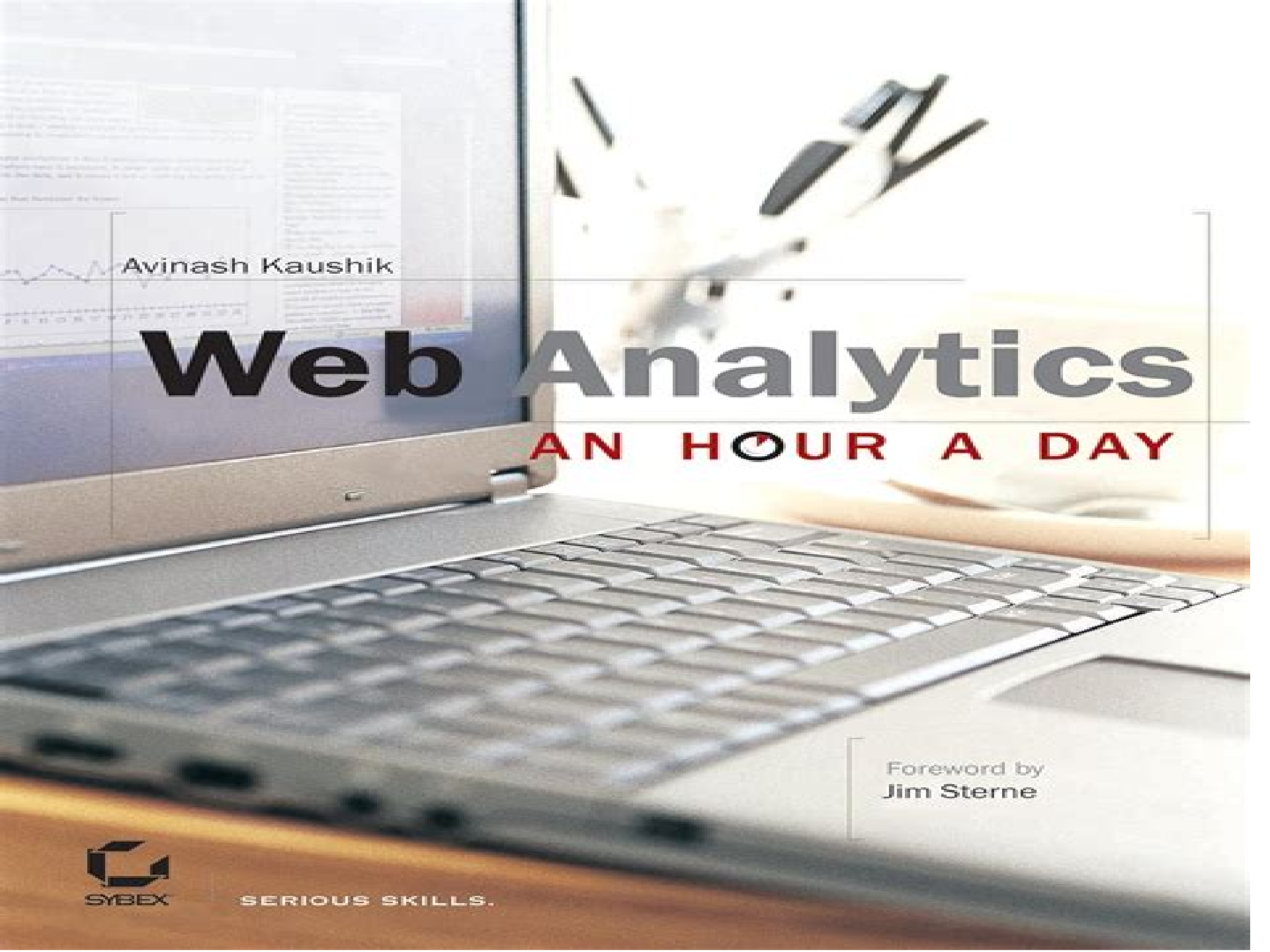




Avinash Kaushik

Web Analytics

AN HOUR A DAY

Foreword by
Jim Sterne



SERIOUS SKILLS.

Web Analytics An Hour A Day

Bella Martin, Bruce Hanington

A red circular graphic with a gradient, appearing as a partial circle or a thick arc, located to the right of the authors' names.

Web Analytics An Hour A Day:

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A Brief History Of Web Analytics Current Landscape And Challenges Traditional Web Analytics Is Dead What Web Analytics Should Be Understanding The Data Landscape Clickstream Data Outcomes Data Research Data Competitive Data The Essence Of Customer Centricity Lab Usability Testing Heuristic Evaluations Site Visits Follow Me Home Studies Surveys Questionnaires Summary Focus On Customer Centricity Solve For Business Questions Follow The 10 90 Rule Hire Great Web Analysts Identify Optimal Organizational Structure And Responsibilities Capturing Data Web Logs Or Javascript Tags Selecting Your Optimal Web Analytics Tool Understanding Clickstream Data Quality Implementing Best Practices Apply The Three Layers Of So What Test Week 1 Preparing To Understand The Basics Week 2 Revisiting Foundational Metrics Week 3 Understanding Standard Reports Week 4 Using Website Content Quality And Navigation Reports Prerequisites And Framing Week 1 Creating Foundational Reports E Commerce Website Jump Start Guide Support Website Jump Start Guide Blog Measurement Jump Start Guide Week 4 Reflections And Wrap Up Week 1 Performing Internal Site Search Analytics Week 2 Beginning Search Engine Optimization Week 3 Measuring SEO Efforts Week 4 Analyzing Pay Per Click Effectiveness Week 1 Email Marketing Fundamentals And A Bit More Week 2 Email Marketing Advanced Tracking Weeks 3 And 4 Multichannel Marketing Tracking And Analysis Weeks 1 And 2 Why Test And What Are Your Options Week 3 What To Test Specific Options

And Ideas Week 4 Build A Great Experimentation And Testing Program Week 1 Leveraging Benchmarks And Goals In Driving Action Week 2 Creating High Impact Executive Dashboards Week 3 Using Best Practices For Creating Effective Dashboard Programs Week 4 Applying Six Sigma Or Process Excellence To Web Analytics Competitive Intelligence Analytics Web 20 Analytics Path Analysis What Is It Good For Absolutely Nothing Conversion Rate An Unworthy Obsession Perfection Perfection Is Dead Long Live Perfection Real Time Data It s Not Really Relevant And It s Expensive To Boot Standard Kpis Less Relevant Than You Think Unlock The Power Of Statistical Significance Use The Amazing Power Of Segmentation Make Your Analysis And Reports Connectable Use Conversion Rate Best Practices Elevate Your Search Engine Marketing Pay Per Click Analysis Measure The Adorable Site Abandonment Rate Metric Measure Days And Visits To Purchase Leverage Statistical Control Limits Measure The Real Size Of Your Convertible Opportunity Pie Key Skills To Look For In A Web Analytics Manager Leader When And How To Hire Consultants Or In House Experts Seven Steps To Creating A Data Driven Decision Making Culture *Web Analytics 2.0* Avinash Kaushik,2009-10-26 Adeptly address today s business challenges with this powerful new book from web analytics thought leader Avinash Kaushik Web Analytics 2 0 presents a new framework that will permanently change how you think about analytics It provides specific recommendations for creating an actionable strategy applying analytical techniques correctly solving challenges such as measuring social media and multichannel campaigns achieving optimal success by leveraging experimentation and employing tactics for truly listening to your customers The book will help your organization become more data driven while you become a super analysis ninja

Using Web Analytics in the Library Kate Marek,2011-12 Libraries are delivering an ever increasing proportion of their services through the web a trend that seems certain to continue In order to guide purchases and appropriately distribute services and staff time it s essential that libraries and librarians accurately track the usage of their websites and online resources **Web Analytics Strategies for Information Professionals** Tabatha Farney,Nina McHale,2014-01-01

Investing time in customizing your settings in Google Analytics helps you get the most out of the detailed data it offers particularly if your library s web presence spans multiple platforms **Web Analytics** Market Motive,2013 Google Search Trends is one of the most valuable yet underutilized databases in the world This workshop takes you through some of the critical features and teaches you how to use Google Search Trend information to better understand your market and potential opportunities Web Analytics expert Avinash Kaushik will cover new ways to segment Google Analytics data critical analysis techniques using analytics data to teach you things about your business and how search trend data will help you with your overall marketing and business strategy Avinash Kaushik is the author of *Web Analytics 2 0* Sybex 2009 and *Web Analytics An Hour A Day* Wiley 2007 He also writes the highly rated blog on Web Analytics called Occam s Razor Kaushik is Analytics Evangelist at Google and co founder of Market Motive Market Motive is the leading curriculum development company focused exclusively on the Internet marketing and sales industries From individuals to Google to Rutgers University

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Social Media Analytics: Effective Tools for Building, Interpreting, and Using Metrics Marshall Sponder, 2011-09-02 Align Strategy With Metrics Using Social Monitoring Best Practices Two or three years from now every public relations firm that wants to be taken seriously in the C suite and or a lead marketing role will have someone like Marshall in its senior leadership ranks a chief analytics officer responsible for ensuring that account leaders think more deeply about analytics and that the firm works with the best available outside suppliers to integrate analytics appropriately Paul Holmes The Holmes Report Marshall has provided much needed discipline to our newest marketing frontier a territory full of outlaws medicine men dot com tumbleweeds and snake oil Ryan Rasmussen VP Research Z calo Group Marshall Sponder stands apart from the crowd with this work His case study approach borne of real world experience provides the expert and the amateur alike with bibliography tools links and examples to shortcut the path to bedrock successes This is a reference work for anyone who wants to explore the potential of social networks W Reid Cornwell Ph D Chief Scientist The Center for Internet Research Marshall is a solutions design genius of unparalleled knowledge and acumen and when he applies himself to the business of social media the result is a timely and important commentary on the state of research capabilities for social media Barry Fleming Director Analytics Insights WCG and Principal DharmaBuilt com About the Book Practically overnight social media has become a critical tool for every marketing objective from outreach and customer relations to branding and crisis management For the most part however the data collected through social media is just that data It usually seems to hold little or no meaning on which to base business decisions But the meaning is there if you re applying the right systems and know how to use them With Social Media Analytics you ll learn how to get supremely valuable information from this revolutionary new marketing tool One of the most respected leaders in his field and a pioneer in Web analytics Marshall Sponder shows how to Choose the best social media platforms for your needs Set up the right processes to achieve your goals Extract the hidden meaning from all the data you collect Quantify your results and determine ROI Filled with in depth case studies from a range of industries along with detailed reviews of several social monitoring platforms Social Media Analytics takes you beyond up to date and leads you well into the future and far ahead of your competition You will learn how to use the most sophisticated methods yet known to find customers create relevant content and track it mash up data from disparate sources and much more Sponder concludes with an insightful look at where the field will likely be going during the next few years Whether your social media marketing efforts are directed at B2B B2C C2C nonprofit corporate or public sector aims take them to the next step with the techniques strategies and methods in Social Media Analytics the most in depth forward looking book on the subject

Website Optimization Rich Page, 2012-04-23 Step by step instructions for executing a website testing and optimization plan Website optimization is can be an overwhelming endeavor due to the fact that it encompasses so many strategic and technical issues

However this hands on task based book demystifies this potentially intimidating topic by offering smart practical and tested instructions for developing implementing managing and tracking website optimization efforts After you learn how to establish an optimization framework you then dive into learning how to develop a plan test appropriately and accurately interpret the results and optimize in order to maximize conversion rates and improve profits Zeroes in on fundamentals such as understanding key metrics choosing analytics tools researching visitors and their onsite behavior and crafting a plan for what to test and optimize Walks you through testing and optimizing specific web pages including the homepage entry and exit pages product and pricing pages as well as the shopping cart and check out process Guides you through important optimization areas such as optimizing text and images Addresses advanced topics including paid search optimization Facebook fan page optimization rich media and more Includes a companion website that features expanded examples additional resources tool reviews and other related information Full of interesting case studies and helpful examples drawn from the author s own experience Website Optimization An Hour a Day is the complete solution for anyone who wants to get the best possible results from their web page

Handbook on E-marketing for Tourism Destinations Peter Varlow,2008 The internet and other new technologies have changed the tourism industry in an unprecedented way and keeping pace has become challenging Online information is now one of the primary influences on consumer decisions in nearly all major markets For example 41 per cent of tourists arriving in Spain in 2007 had booked through the internet and in the United States the number of trips bought online exceeded those purchased offline Such changes are impacting and influencing the way destinations and companies manage and market themselves

Web Analytics Market Motive,2013 When analyzing your investment costs you look at two things how much was the initial cost and the total revenue you received Stop struggling to increase your revenue and find the secrets to making that number 500 000 to over 13 000 000 Here is where you will discover what it takes to increasing your revenue with Return on Analytics and how to analyze your data This introduction will provide you with the ins and out of R O A and the things to look for that will boost your confidence increase sales and ultimately increase revenue for your business Avinash Kaushik is the author of Web Analytics 2 0 Sybex 2009 and Web Analytics An Hour A Day Wiley 2007 He also writes the highly rated blog on Web Analytics called Occam s Razor Kaushik is Analytics Evangelist at Google and co founder of Market Motive Market Motive is the leading curriculum development company focused exclusively on the Internet marketing and sales industries From individuals to Google to Rutgers University we are the preferred supplier of industry content to a rapidly growing number of professional marketers educational institutions and businesses of all sizes including Fortune Global 500 corporations

Launching a Business Bruce Barringer,2013-02-15 This book focuses on the steps a new business owner must take in the first 100 days of starting a business to establish a lasting and successful enterprise If you re thinking of opening up your own business you ll need this book This is a hands on book that focuses on the tasks that you or any new business owner must complete in the first 100

days of launching a business Think of it this way Imagine you ve conceived a business idea written a business plan raised seed capital and are set to launch your business on October 1 Now what would you actually do on October 1 October 2 October 3 and so forth How would you set your priorities How would you know which tasks are the most urgent Although the answers to these questions vary depending on the business there are a set of key activities that all businesses must accomplish to get their businesses off to a good and legally proper start This book provides examples that include securing proper business licenses and permits setting up a bookkeeping system negotiating a lease buying insurance entering into contracts with vendors recruiting and hiring employees and making the first sale Broader issues such as developing a business model and building a brand will also be touched upon but the primary focus of this book is getting you focused on the practical issues that you ll need as a new business owner to accomplish and accomplish correctly and to get your business off to a good start To help you prioritize and track the activities that must be completed at the onset of a business this book will teach you how to set up a First 100 Days Plan with the template titled First 100 Days Plan included in this book

Software Engineering: A Practitioner's Approach Roger S. Pressman,2010 For over 20 years this has been the best selling guide to software engineering for students and industry professionals alike This seventh edition features a new part four on web engineering which presents a complete engineering approach for the analysis design and testing of web applications *SharePoint Server 2010 Administration 24 Hour Trainer* Bill Crider,Martin Reid,Clint Richardson,2012-03-13 Conquer SharePoint configuration and administration Aimed at anyone who needs to learn SharePoint yet doesn t require the deep knowledge of an architect this book and video combination explores all aspects of the SharePoint technology and provides expert guidance so you can confidently configure and administer a site or site collection Each lesson covered in the book is supported by a video demonstration introducing you to a variety of SharePoint Server 2010 topics from organization concerns to training plans to programmer best practices You ll find this book and video package to be invaluable as you develop a set of policies that will help you avoid challenges that arise from poorly planned or managed portal or intranet products SharePoint Server 2010 Administration 24 Hour Trainer Escorts you through the use of the links under the Site Actions menu Covers how to use custom themes Offers guidance for managing the Solutions Gallery Discusses powerful branding collaboration and content approval options Highlights ways to configure content management options Demonstrates techniques for managing publishing sites Wrox guides are crafted to make learning programming languages and technologies easier than you think Written by programmers for programmers they provide a structured tutorial format that will guide you through all the techniques involved Hours of Video Don t just learn do Each lesson in the book is accompanied by an instructional Video You ll learn to Organize the site administration settings Use the Site Actions menu Change a site s look and feel Manage Reporting Services Set users and permissions Manage Excel Visio and PowerPoint Services Master the branding collaboration and navigation options Use the form template library Please see the DVD

appendix for details and complete system requirements Encyclopedia of E-business Development and Management in the Global Economy In Lee,2010 As globalization and competition pose new opportunities and challenges firms strive to discover effective and efficient e business models and applications to contribute to their sustainability growth and innovation The Encyclopedia of E Business Development and Management in the Global Economy creates a repository for educators researchers and industry professionals to collaborate and discuss their research ideas theories practical experiences challenges and opportunities while presenting tools and techniques in all aspects of e business development and management in the digital economy As the first and most comprehensive book to present aspects from the research industry managerial and technical sides of e business this collection appeals to policy makers e business application developers market researchers managers researchers professors and undergraduate graduate students in various academic disciplines

Search Engine Optimization All-in-One For Dummies Bruce Clay,Susan Esparza,2012-01-18 A guide to search engine optimization provides information on keyword strategy SEO Web design creating content linking competitive positioning analyzing results and search marketing **Actionable Web Analytics** Jason Burby,Shane Atchison,2007-05-29 Provides information on developing a Web analytics strategy to help make strategic business decisions plan a website develop effective marketing and create a culture of analysis within an organization Website Optimization Andrew B. King,2008 Computing and information technology **Practice-Oriented Online Marketing** Ralf T. Kreutzer,Sonja Klose,2025-11-29 People now spend a great deal of time online Companies are following them onto the internet both in B2B and B2C contexts This book answers the most important questions related to this development and presents concrete solution concepts success strategies and numerous checklists from designing a cross channel customer journey to controlling and considering legal frameworks It provides companies with the tools they need to manage their online marketing budgets effectively and efficiently In the 5th edition Ralf T Kreutzer together with new co author Sonja Klose has incorporated key innovations in the online world These include integration of current developments in the field of artificial intelligence across all relevant areas revision and expansion of strategic options in online marketing incorporation of current developments in online advertising inclusion of new search engine optimization SEO concepts and exploration of further aspects of email marketing The 5th edition by Ralf T Kreutzer and Sonja Klose impressively demonstrates how dynamically marketing is evolving In addition to the new legal frameworks the use of artificial intelligence in online marketing has also been comprehensively integrated This makes the book an essential and up to date resource for both marketing students and professionals in the industry A clear recommendation Martin Nitsche President of the DDV German Dialogue Marketing Association *The McGraw-Hill 36-Hour Course: Online Marketing* Lorrie Thomas,2010-12-28 A crash course on the most dynamic marketing platform today Online marketing has evolved far beyond flashy websites and banner ads shouting at customers about your product It s about using an array of Internet tools to build credibility and visibility spread your message and form meaningful customer relationships

The McGraw Hill 36 Hour Course Online Marketing puts you on the fast track to harnessing the power of the Web for your marketing goals It begins with planning and building a website and then provides in depth coverage of essential online marketing tools and techniques such as Content marketing and blogging Social media marketing Web analytics Search Engine Optimization SEO E mail marketing Online Public Relations Earn a Certificate of Achievement Through A Free Online Examination The McGraw Hill 36 Hour Course Online Marketing spells it all out in easy to understand terms and actionable steps You re already on your way to Web marketing mastery

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