MASB Project Frame-UP

Measuring the Impact of On-Line Activity

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Marketing Accountability Standards Board
of the Marketing Accountability Francisco of the Marketing Accountability Foundation

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Emerging Issue

"While Companies are allocating more of their marketing budgets to personalized communication efforts/campaigns, full leveraging of this capability is being impeded by insufficient infrastructure, access to customer data and assessment metrics."

CMO Council Study
"The Power of Personalization"
March 2008



Background



Pervasiveness of Issue



Alternative Solutions



Technical Feasability



Practical Consequences



Convergence Possibilities



Cooperative Opportunities



Recommendation

Proceed with Project?
Proceed w/Phase I of Project?
Put in Place Holder until?



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Project Objectives



Hypothesis



Description



Expected Results



Scope/Universe



Timetable



Resources Required (\$\$, Other)



Project Direction

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Next Steps



Thank-you!

