# Online privacy and the impact on advertising

James Akers, Wednesday 7 July 2021





**Digital Culture Network** 

## digitalnetwork@artscouncil.org.uk

## digitalculturenetwork.org.uk



Ask a Tech Champion Events External Support 
Vers About Knowledge Hub

**Knowledge Hub** 

We've created resources and advice for you to use during the COVID-19 lockdown

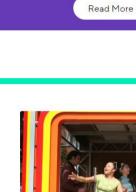
## **Digital skills for the arts**

Welcome to your Digital Culture Network

 $\vee$ 

We are here to develop your organisation's digital skills. Working across the arts and culture sector, the Network is led by nine specialist Tech Champions. We want you to be a part of it.

Browse our Knowledge Hub





Beginner Read Video and Digital Content

#### Podcasting and how to get started

This resource provides information and advice on making podcasts. As well as considerations for generating content, it contains guidance on hardware, software, and distribution methods









**Beginner Read** 

Social Media

## Social Media **Engaging Audiences with**

Whilst your audiences, participants or stakeholders may not be able to engage with you physically at the moment, you can still reach people through social media.



**Beginner** Read Social Media

#### Introduction to Social Media

Social media is a unique and powerful way to help your organisation thrive and engage with your audience. Read on to find out more.





Haydn Corrodus · 4 months ago





Is my phone listening to me? Cookies! [Short break] What is changing and why? The impact on digital marketing Next steps and Q&A

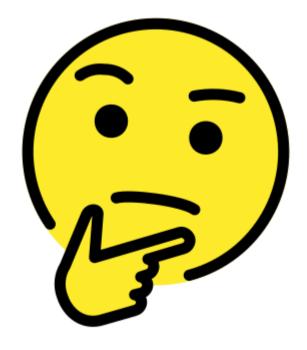


# The curious case of the high pressure shower head



## **Question time**

## Was my phone listening to my conversation to show me the ad?



#### **Digital Culture Network**



Uncle Vanya Cinema Sponsored · 🕥

★★★★ THE I - 'A superlative company achievement'

With an exquisite ensemble cast, featuring Toby Jones and Richard Armitage, Uncle Vanya returns to cinemas from 27 June.

## MOST OF US WILL BE LUCKY IF WE SEE A BETTER CAST IN OUR LIFETIMES'







With an exq to ciner





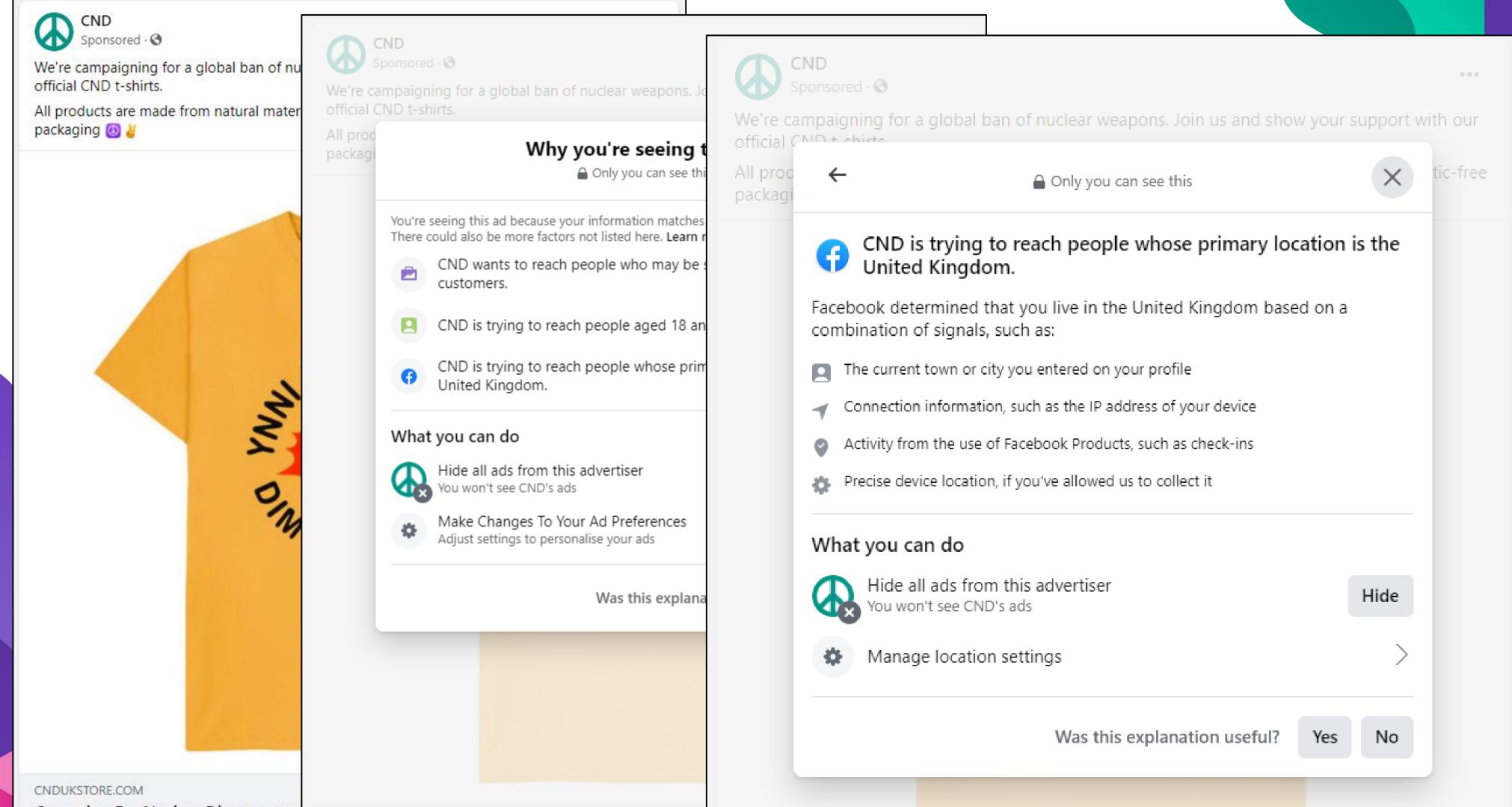




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	anya Cinema d · 🕲	
THE	I - 'A superlative company achievement'	
uisi	te ensemble cast, featuring Toby Jones and Richard Armitage, Uncl	le Vany
	Why you're seeing this ad Only you can see this	×
	seeing this ad because your information matches Uncle Vanya Cinema's ising requests. There could also be more factors not listed here. Learn more	
	Uncle Vanya Cinema is trying to reach people aged 18 and older.	>
A	Uncle Vanya Cinema is trying to reach people whose primary location is the United Kingdom.	>
/ha	t you can do	
	Hide all ads from this advertiser You won't see Uncle Vanya Cinema's ads	Hide
\$	Make Changes To Your Ad Preferences Adjust settings to personalise your ads	>
	Was this explanation useful? Yes	No

## Such sweet torture



Campaign For Nuclear Disarmament

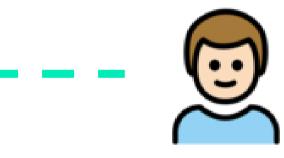
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## **Existing Audience**



Age: Over 18 Lives in: United Kingdom Interests: Outdoors, Eco-friendly products, Renewable energy

## Lookalike Audience

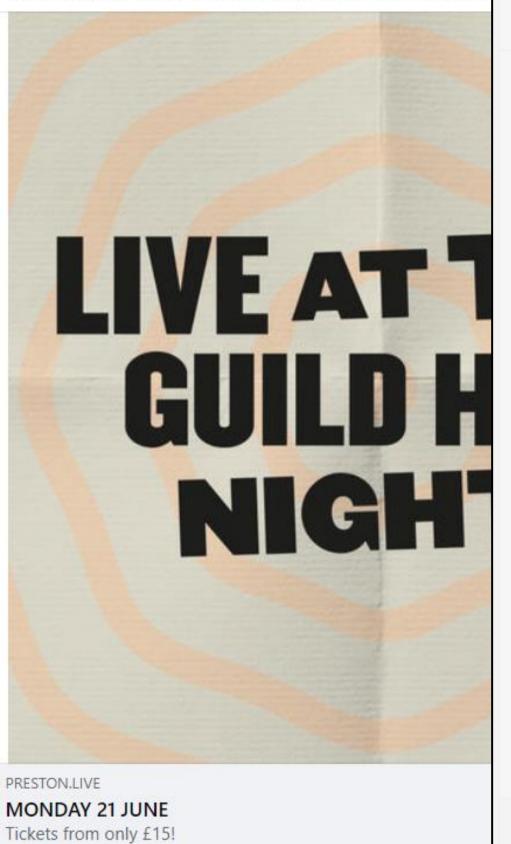


Age: Over 18 Lives in: United Kingdom Interests: Outdoors, Eco-friendly products, Renewable energy



Preston Live Sponsored · 🕄

Preston! Come and have a laugh! Live comedy at the Guildhall, featuring all your favourites from





r Like





Preston Live Sponsored · 🕲

Preston! Come and have a laugh!

Live comedy at the Guildhall, featuring all your favourites from Britain's Got Tale

## Why you're seeing this ad

Only you can see this

You're seeing this ad because your information matches Preston Live's advertisin requests. There could also be more factors not listed here. Learn more



Preston Live indicated that you may have visited www.preston.live.

8 Preston Live is trying to reach people aged 18 and older.



Preston Live is trying to reach people whose primary location City of Salford, England.

### What you can do



Hide all ads from this advertiser You won't see Preston Live's ads



Make Changes To Your Ad Preferences Adjust settings to personalise your ads

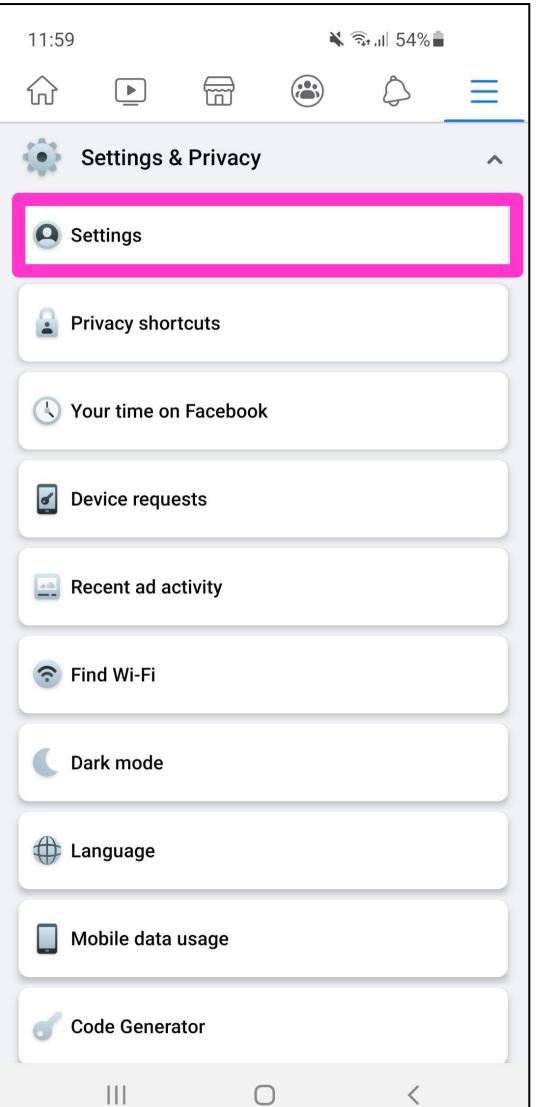
> Was this explanation useful? Yes

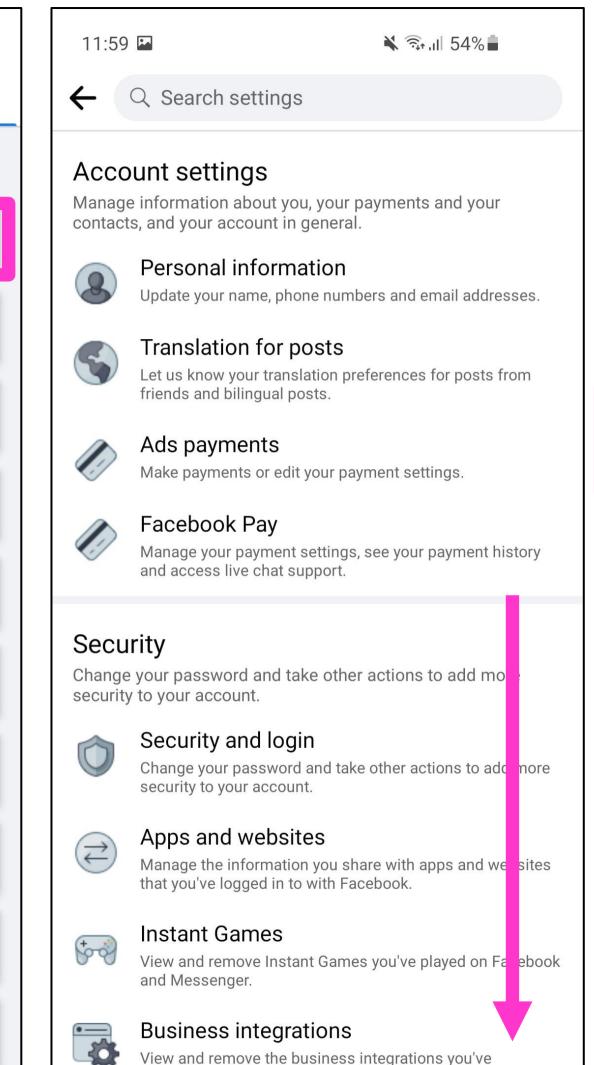
MONDAY 21 JUNE

00 9

Live o	omedy at the Guildhall, featuring all your favourites from Britain's Got Talent.	
×	←	
	Preston Live indicated that you may have visited www.preston.live.	
	Preston Live indicated that a device you logged in to Facebook with visited www.preston.live on 15 Jun 2021.	
	How does Facebook know this?	
	This advertiser used a tool called the Facebook Pixel to learn more about its website activity. The advertiser then sent the information back to Facebook to improve the relevance of their ads. Learn more	
	What you can do	
e	Hide all ads from this advertiser You won't see Preston Live's ads	
	Control data from partners Choose whether or not data from other businesses will be used to show you ads on Facebook	
c	≅ Manage your off-Facebook activity >	
	Was this explanation useful? Yes No	

#### **Digital Culture Network**





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Ads

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### $\leftarrow$ Q Search settings

## Your Facebook information

You can view or download your information and delete your account at any time.

### Access your information

View your information by category.

### Activity log

View and manage your information and some settings.

### **Off-Facebook activity**

View or clear activity from businesses and organisations that you visit off Facebook.

#### Account ownership and control

Manage your data, modify your legacy contact, deactivate or delete your account and more.

### Download your information

Download a copy of your information to keep or to transfer to another service.

### Transfer a copy of your information

Copy your photos, videos, posts or other information to another service.

Review how we use data to make the ads that you see more relevant.

### Ad preferences

Control how data influences the ads that you see, and learn more about how our ads work.

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### ← Re-enter your password

For your security, you'll need to enter your password view your activity.

#### Password

#### **SUBMIT**

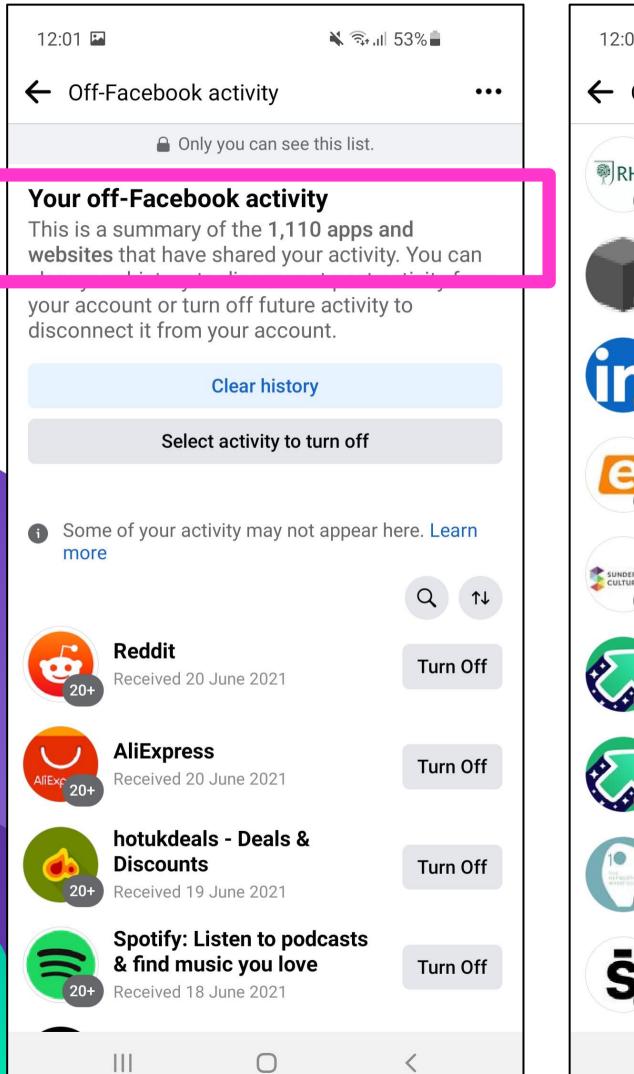
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Stories

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#### **Digital Culture Network**



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## $\leftarrow \text{ Off-Facebook activity}$

## Your off-Facebook activity

Off-Facebook activity includes information that businesses and organisations share with us about your interactions with them, such as visiting their apps or websites. Learn more



**Reddit, AliExpress** and other websites or apps have shared your activity with Facebook.

## What you can do

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#### **Clear history**

Disconnect off-Facebook activity history from your account.

#### More options

See more options for managing your off-Facebook



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## More options



#### Access your information View your information by category



#### Download your information

Download details of your off-Facebook activity

## ${ { Control } {$

Choose whether your off-Facebook activity is saved with your account

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## ? Help

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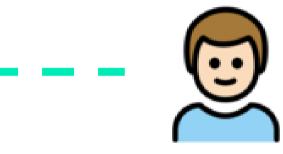
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## Lookalike Audience



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Is my phone listening to me? Cookies! [Short break] What is changing and why? The impact on digital marketing Next steps and Q&A

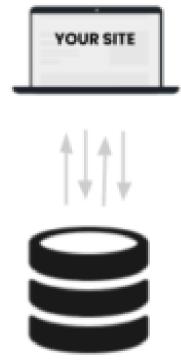


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## **Cookies!**







## FIRST-PARTY COOKIE



## flickr

 $\leftarrow$ 

Required Cookies

Functional Cookies

Advertising Cookies

Purposes

## You must select YES or NO for each category

Please choose whether this site may use cookies or related technologies such as web t described below. You can learn more about how this site uses cookies and related tech

 $\rightarrow$  Required Cookies → Functional Cookies → Advertising Cookies → Purposes We and our partners: Store and/or access information on a device Your consent is required for all purposes above but we have legitimate busi Use precise geolocation data Actively scan device characteristics for identification Some partners do not ask for your consent to process your data, instead, th the purposes they believe they have a legitimate interest for and how you o

Your choices on this site will be applied globally. This means that your setting change your mind and revisit your preferences at any time by accessing the

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			+	Adform
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Privacy Policy | Cookie Policy

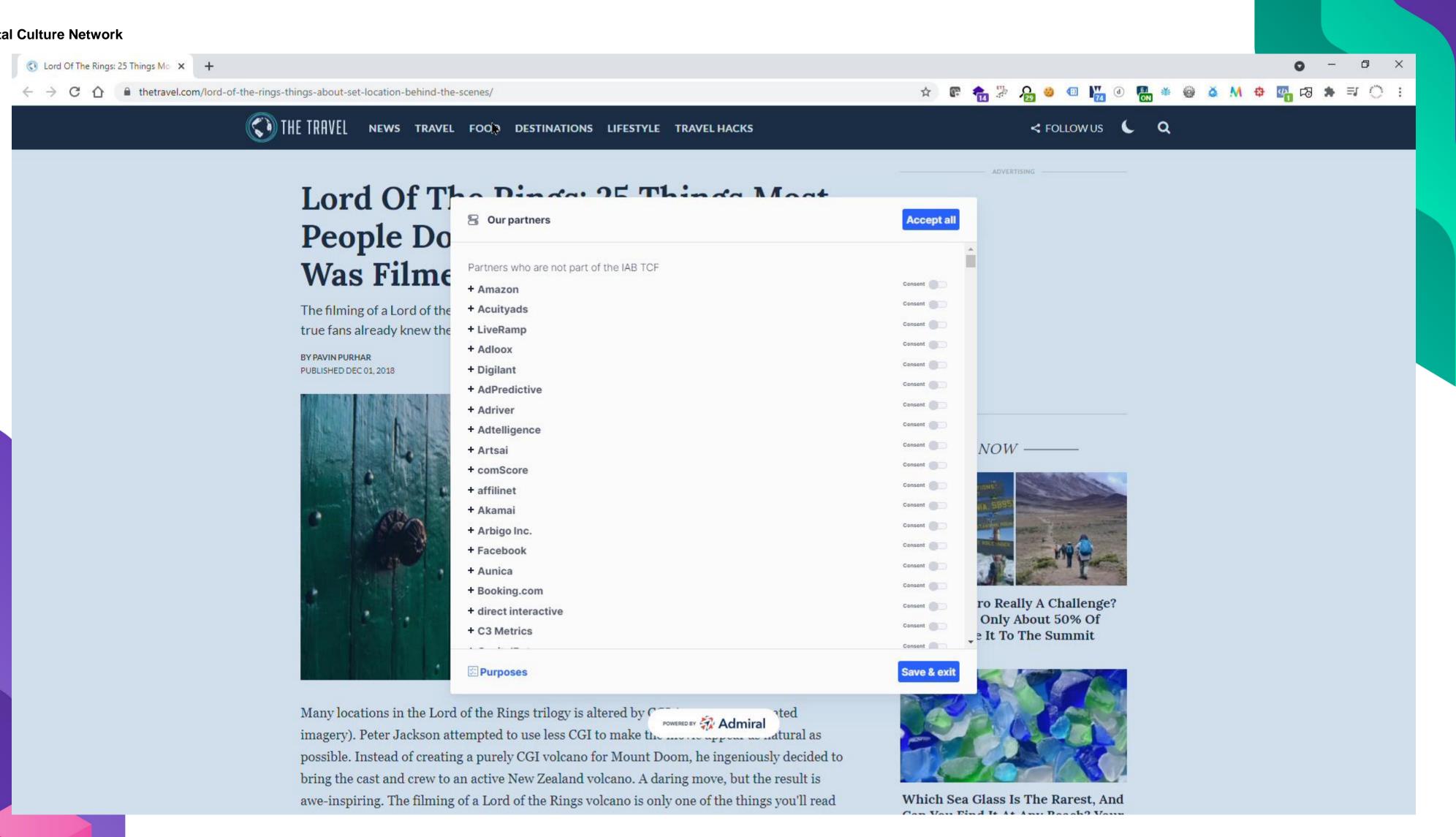
Privacy Policy | Cookie Policy

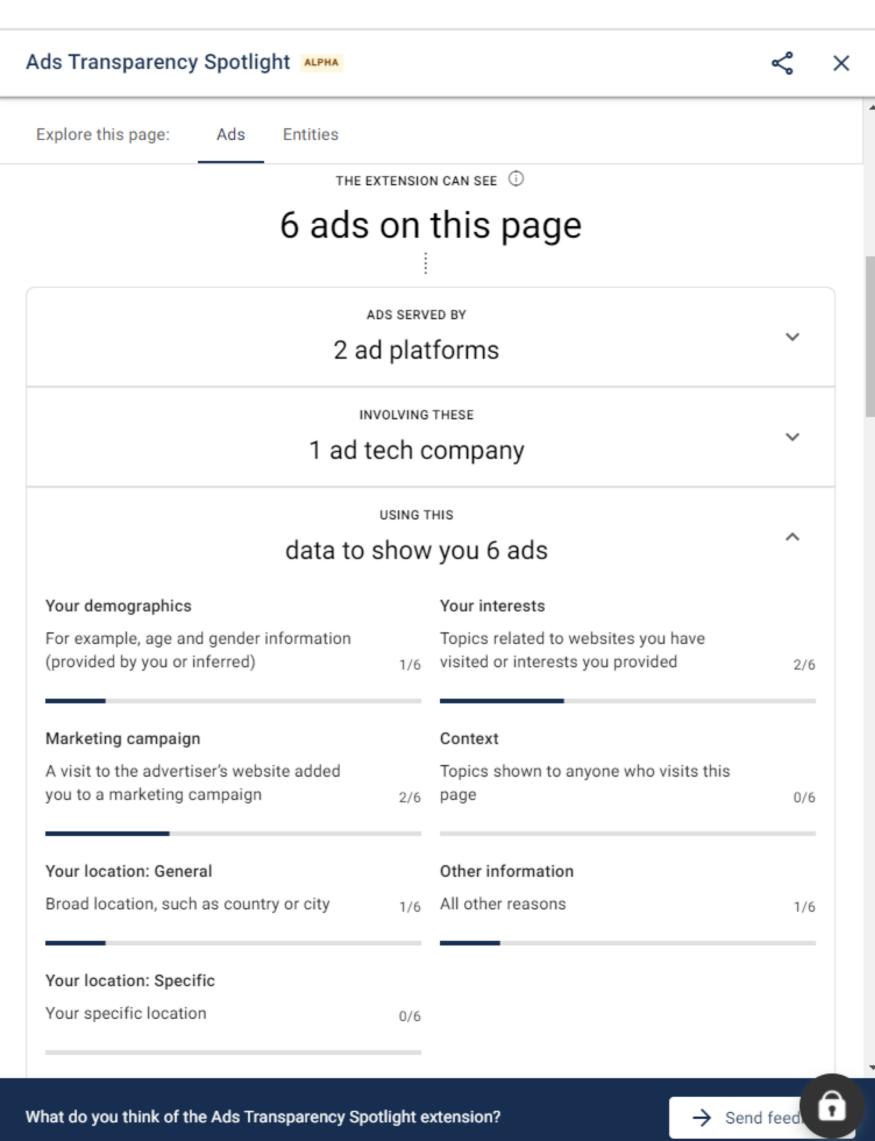
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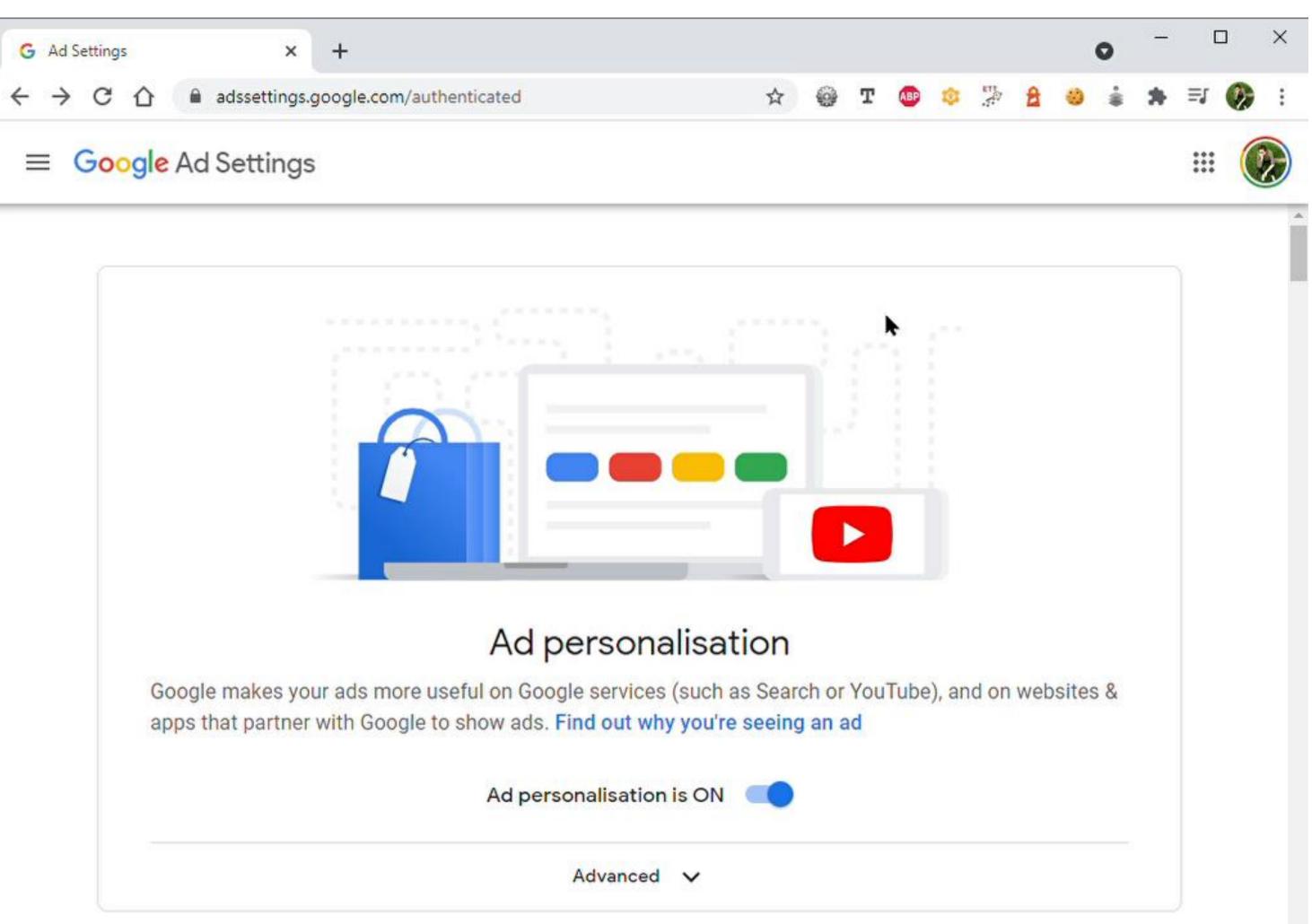
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These cookies are used by advertising companies to serve ads that are relevant to your interests.					
	Company	Domain			
Ŧ	A.Mob	adotmob.com			
Ŧ	ADITION technologies AG	adfarm1.adition.com			
Ŧ	Acuityads Inc.	acuityplatform.com			
Ŧ	AdGear Technologies, Inc.	adgrx.com			
Ŧ	AdTheorent, Inc	adentifi.com			
Ŧ	Adelphic LLC	ipredictive.com			
Ŧ	Adform	adform.net			
Ŧ	Admedo Technology Ltd	pool.admedo.com			
Ŧ	Adobe Audience Manager, Adobe Experience Platform	demdex.net, dpm.demdex.net			
Ŧ	Adobe Marketing Cloud - Advertising Services	everesttech.net			
Ŧ	Advangelists	advangelists.com			
Ŧ	Amazon Advertising	amazon-adsystem.com			
Ŧ	Amobee Inc.	turn.com			
Ŧ	Appier PTE Ltd	c.appier.net			
Ŧ	BIDSWITCH GmbH	mfadsrvr.com			
Ŧ	BeeswaxIO Corporation	bidr.io			
Ŧ	BidTheatre AB	adsby.bidtheatre.com			
Ŧ	Centro, Inc.	sitescout.com			
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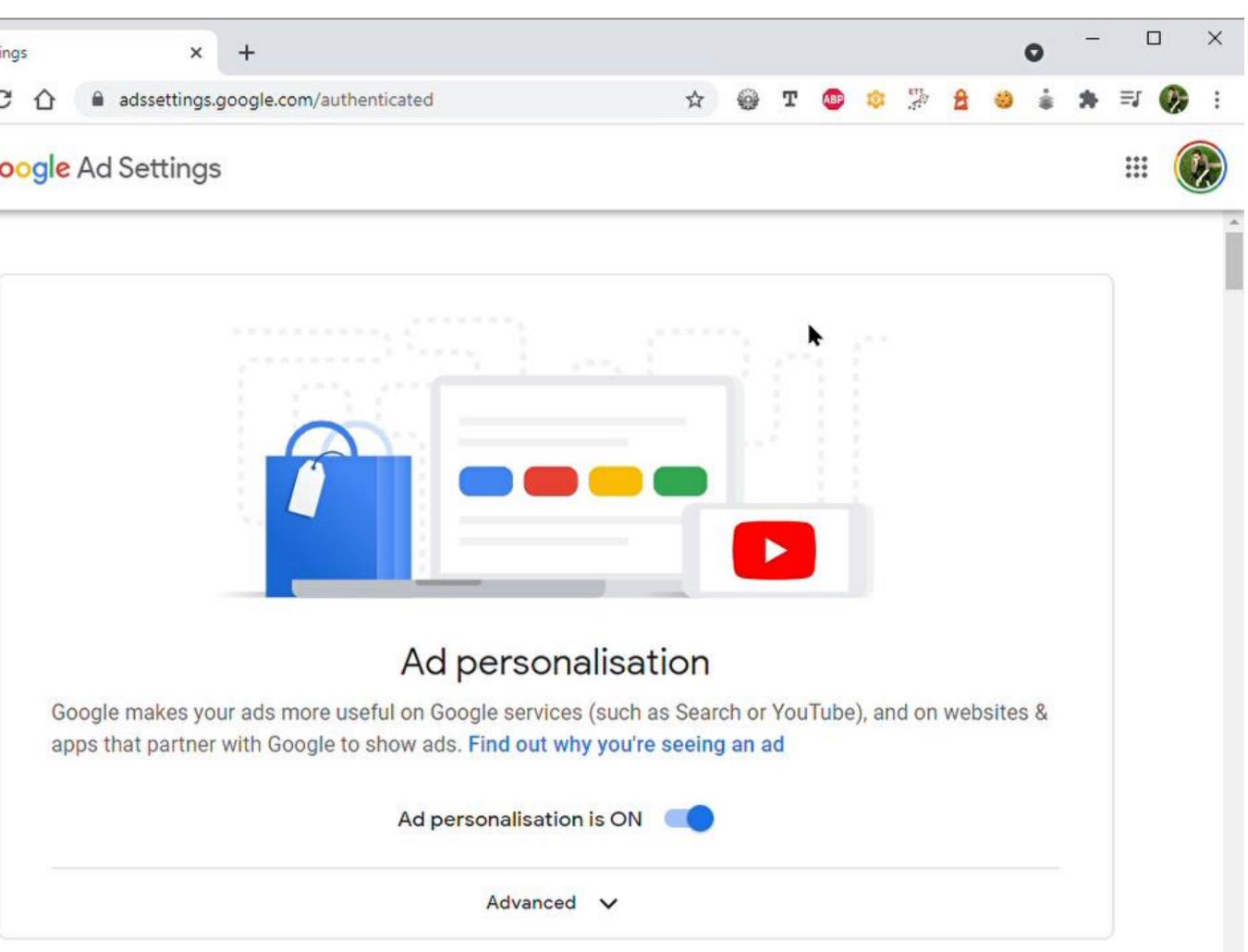
#### **Digital Culture Network**











## How your ads are personalised

Ads are based on personal info that you've added to your Google Account, data from advertisers that

**Digital Culture Network** 

## Time for a short break 3 minutes

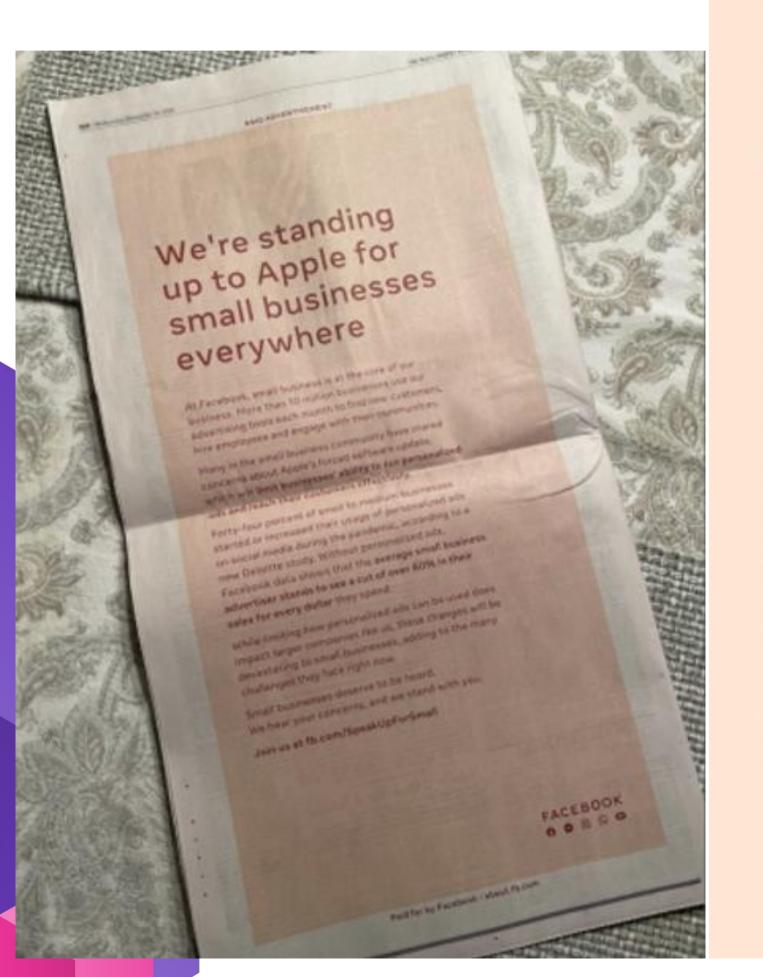
Is my phone listening to me? Cookies! [Short break] What is changing and why? The impact on digital marketing Next steps and Q&A



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## What is changing? Apple iOS 14.5 Update

- Requires apps to request permission from users before tracking them
- Safari browser already blocks third-party tracking



## We're standing up to Apple for small businesses everywhere

At Facebook, small business is at the core of our business. More than 10 million businesses use our advertising tools each month to find new customers, hire employees and engage with their communities.

Many in the small business community have shared concerns about Apple's forced software update, which will limit businesses' ability to run personalized ads and reach their customers effectively.

Forty-four percent of small to medium businesses started or increased their usage of personalized ads on social media during the pandemic, according to a new Deloitte study. Without personalized ads, Facebook data shows that the average small business advertiser stands to see a cut of over 60% in their sales for every dollar they spend.

While limiting how personalized ads can be used does impact larger companies like us, these changes will be devastating to small businesses, adding to the many challenges they face right now.

Small businesses deserve to be heard. We hear your concerns, and we stand with you.

Join us at fb.com/SpeakUpForSmall

## Apple vs. the free internet

Apple plans to roll out a forced software update that will change the internet as we know it-for the worse.

Take your favorite cooking sites or sports blogs. Most are free because they show advertisements.

Apple's change will limit their ability to run personalized ads. To make ends meet, many will have to start charging you subscription fees or adding more in-app purchases, making the internet much more expensive and reducing high-quality free content.

Beyond hurting apps and websites, many in the small business community say this change will be devastating for them too, at a time when they face enormous challenges. They need to be able to effectively reach the people most interested in their products and services to grow.

Forty-four percent of small to medium businesses started or increased their usage of personalized ads on social media during the pandemic, according to a new Deloitte study. Without personalized ads, Facebook data shows that the average small business advertiser stands to see a cut of over 60% in their sales for every dollar they spend.

Small businesses deserve to be heard. We're standing up to Apple for our small business customers and our communities.

Get the full story at fb.com/ApplePolicyUpdate

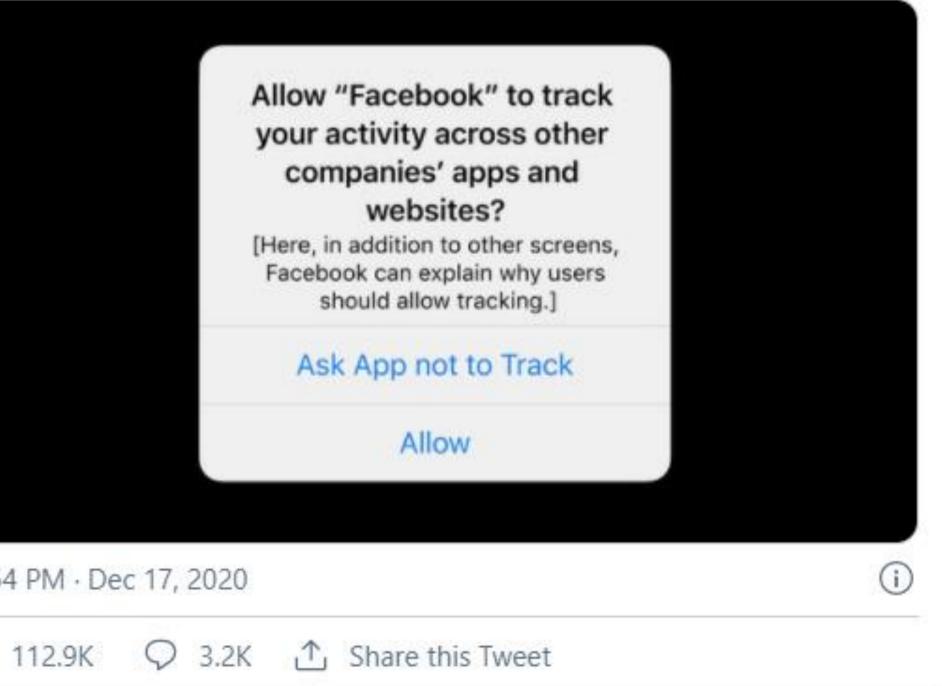
FACEBOOK 0000





Tim Cook 🥝 @tim\_cook

We believe users should have the choice over the data that is being collected about them and how it's used. Facebook can continue to track users across apps and websites as before, App Tracking Transparency in iOS 14 will just require that they ask for your permission first.



11:54 PM · Dec 17, 2020

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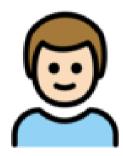
## Facebook user



Age: Over 18 Lives in: United Kingdom Interests: Hepworth Wakefield, One Further, Sunderland Culture, Substrakt, RHS

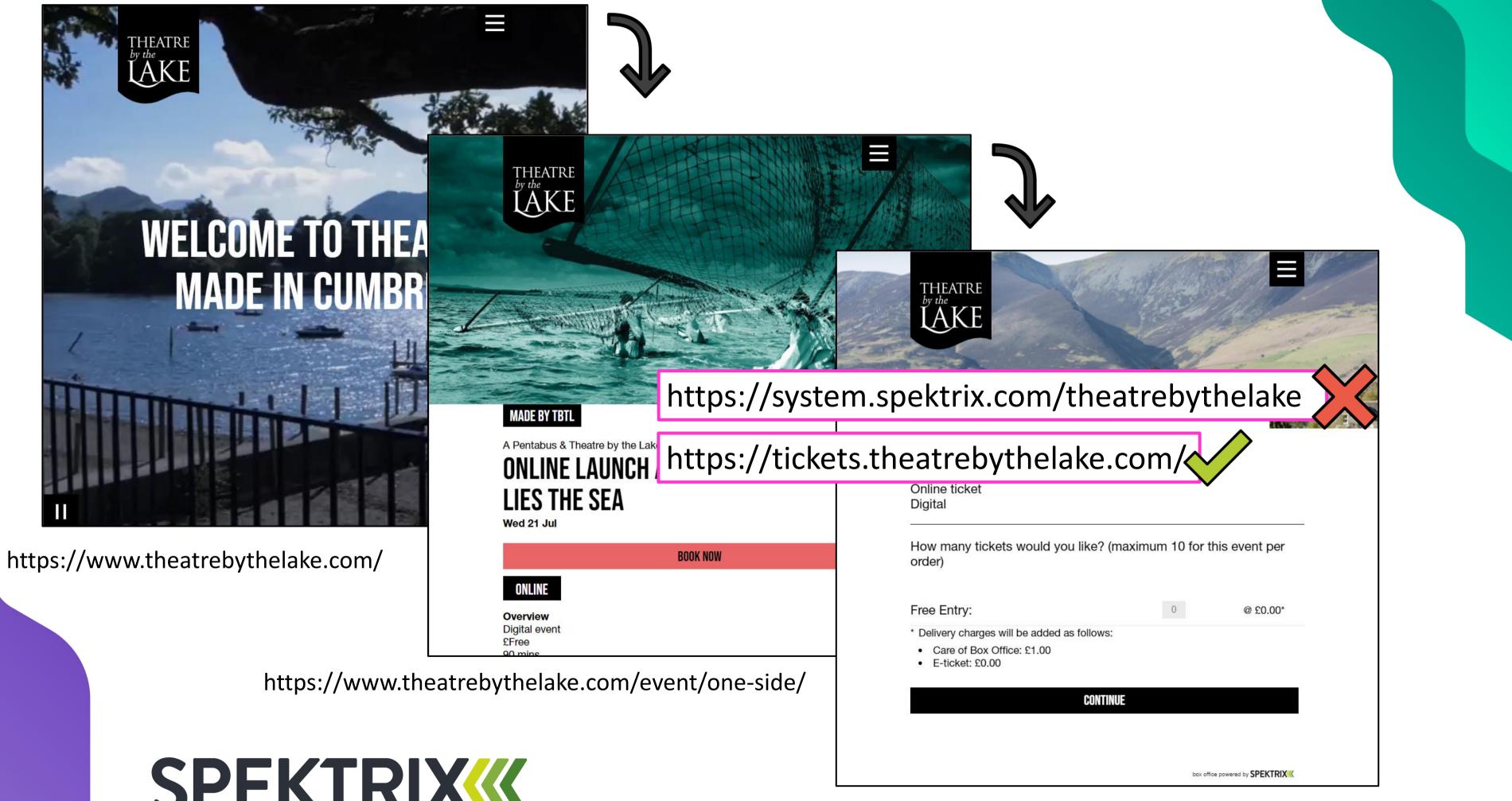


## **Facebook user**



## Age: Over 18 Lives in: United Kingdom Interests: ?





## **SPEKTRIX**«

## What is changing? Google updates

- Will stop the use of third-party cookies in Chrome browser before 2022
- Creating a Privacy Sandbox
- Shift to Google Analytics 4



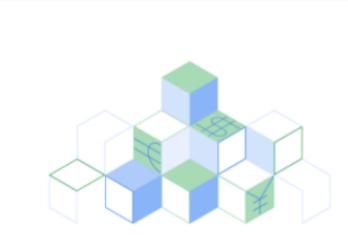
## The goals of the Privacy Sandbox

The Privacy Sandbox initiative is currently in development. The new technologies are being designed to:



## Prevent tracking as you browse the web.

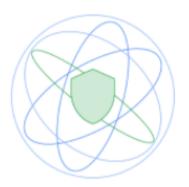
People should be able to browse the web without worrying about what personal information is being collected, and by whom. The Privacy Sandbox initiative aims to remove commonly used tracking mechanisms, like third-party cookies, and block covert techniques, such as fingerprinting.



Enable publishers to build sustainable sites that respect your privacy.

Website developers and businesses should be able to make money from their sites and reach their customers, without relying on intrusive tracking across the web.

The Privacy Sandbox initiative is developing innovative, privacy-centric alternatives for key online business needs, including serving relevant ads.



## Preserve the vitality of the open web.

The open web is a valuable resource of information, with a unique ability to both share content with billions of people, and tailor content to individual needs. The Privacy Sandbox proposals aim to both protect your safety online, and maintain free access to information for everyone, so that the web can continue to support economic growth,

now and for the future.

## The Privacy Sandbox proposals

The Privacy Sandbox proposals consist of new technologies to replace legacy, data-intensive mechanisms like third-party cookies with safer solutions that protect your privacy.

## Restrict tracking as you move across the web

New principles for a more private web

## Fight spam and fraud on the web

Verify people's authenticity in a privacy-preserving way

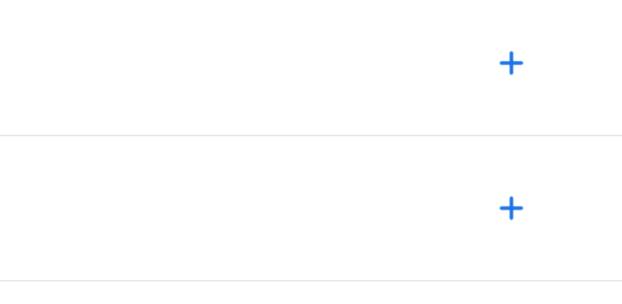
## Show relevant content and ads

Blends individuals into the crowd with new privacy technologies

## Measure digital ads

Anonymized reporting of ad results





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Is my phone listening to me? Cookies! [Short break] What is changing and why? The impact on digital marketing Next steps and Q&A



## Impact on Digital Marketing

Search Engine Marketing
Search Engine Optimisation (SEO)

- Pay-Per-Click Advertising (PPC)
- Social Media Marketing
- Display Advertising

Email Marketing
Content Marketing

on (SEO) (PPC)



## Traditional customer lifecycle



## Walled Gardens



Profile information

- Shared posts
- Comments
- Friends
- Messages
- Events
- Pages
- Payment history
- Photos and videos
- Likes and reactions
- Following and followers
- Marketplace activity
- Saved items and collections

## Google

## Single account across:

- Google Calendar •
- Google Chrome
- Google Drive
- Google Maps
- Google Photos
- Google Play
- Google Search
- **Google Shopping**
- YouTube •
- Plus many more... ullet



Some are storming the gates of the walled garden approach to measurement. Illustration: eBoy

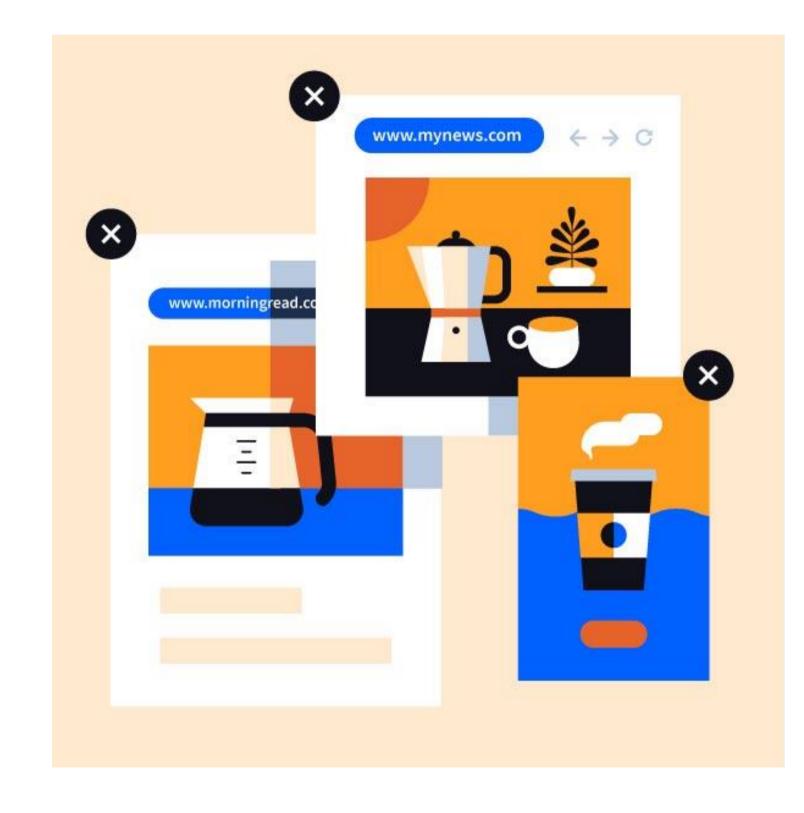


# **Behavioural vs Contextual**

- Informed by individual actions
- Can be jarring to users *"I'm being*" targeted"
- Based on third-party trackers

 Appears alongside relevant content Ads and content lift each other Privacy-friendly

# **Behavioural vs Contextual**





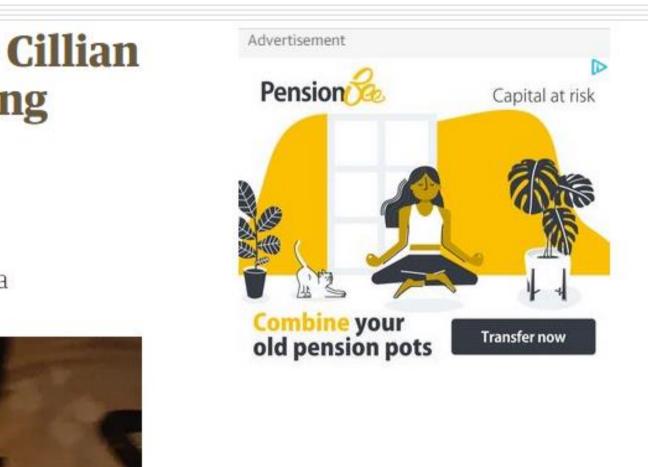


## Search jobs **Support the Guardian** Available for everyone, funded by readers Subscribe $\rightarrow$ Contribute $\rightarrow$ Culture Lifestyle Opinion Sport News Film Music TV & radio Books Art & design Stage Games Classical All of This Unreal Time review - Cillian Stage **Murphy confesses all in pounding** sound and blinding light \*\*\*\* **Central Hall, Manchester Central, and online** In a grimy and intense film installation, the actor unleashes a torrent of regret, superbly scripted by Max Porter



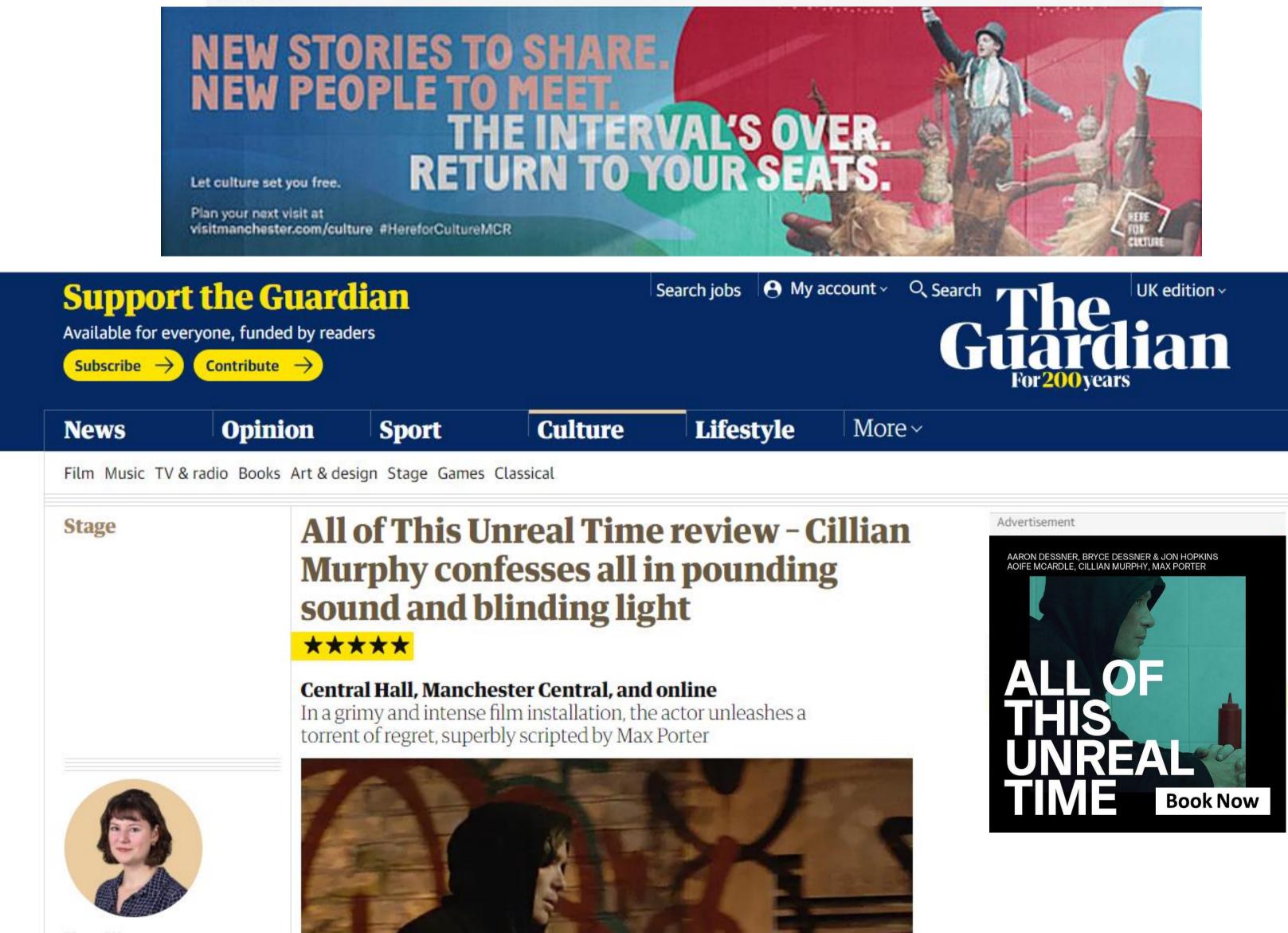


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Is my phone listening to me? Cookies! [Short break] What is changing and why? The impact on digital marketing Next steps and Q&A







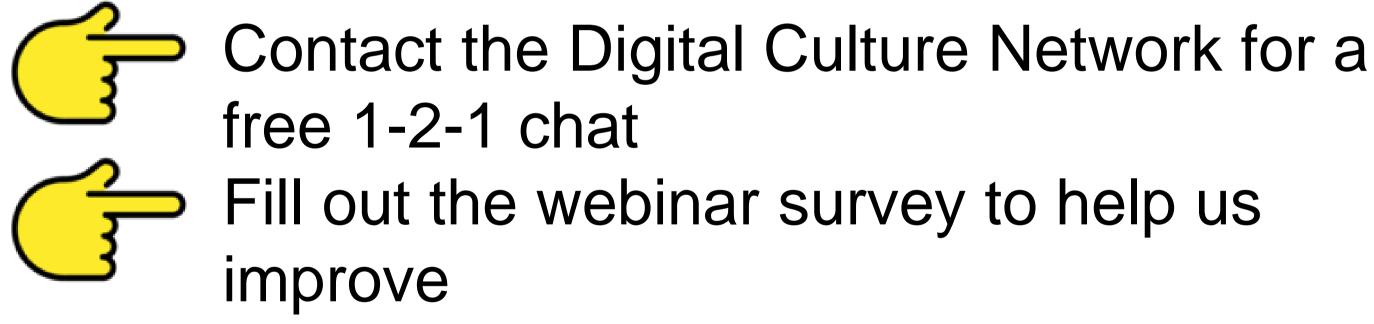
# What are the next steps? Preparing for a cookieless future

- Plan content for walled-garden platforms
- Research Contextual Advertising techniques
- Allocate time to build on your first-party data
- Install Google Analytics 4 on your website



arden platforms ertising techniques our first-party data on your website

# What are the next steps? Get help and support











**Digital Culture Network** 

# digitalnetwork@artscouncil.org.uk

## digitalculturenetwork.org.uk



Ask a Tech Champion Events External Support 
Vers About Knowledge Hub

**Knowledge Hub** 

We've created resources and advice for you to use during the COVID-19 lockdown

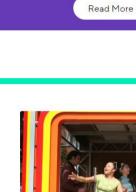
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Welcome to your Digital Culture Network

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We are here to develop your organisation's digital skills. Working across the arts and culture sector, the Network is led by nine specialist Tech Champions. We want you to be a part of it.

Browse our Knowledge Hub





Beginner Read Video and Digital Content

#### Podcasting and how to get started

This resource provides information and advice on making podcasts. As well as considerations for generating content, it contains guidance on hardware, software, and distribution methods









**Beginner Read** 

Social Media

## Social Media **Engaging Audiences with**

Whilst your audiences, participants or stakeholders may not be able to engage with you physically at the moment, you can still reach people through social media.



**Beginner** Read Social Media

### Introduction to Social Media

Social media is a unique and powerful way to help your organisation thrive and engage with your audience. Read on to find out more.





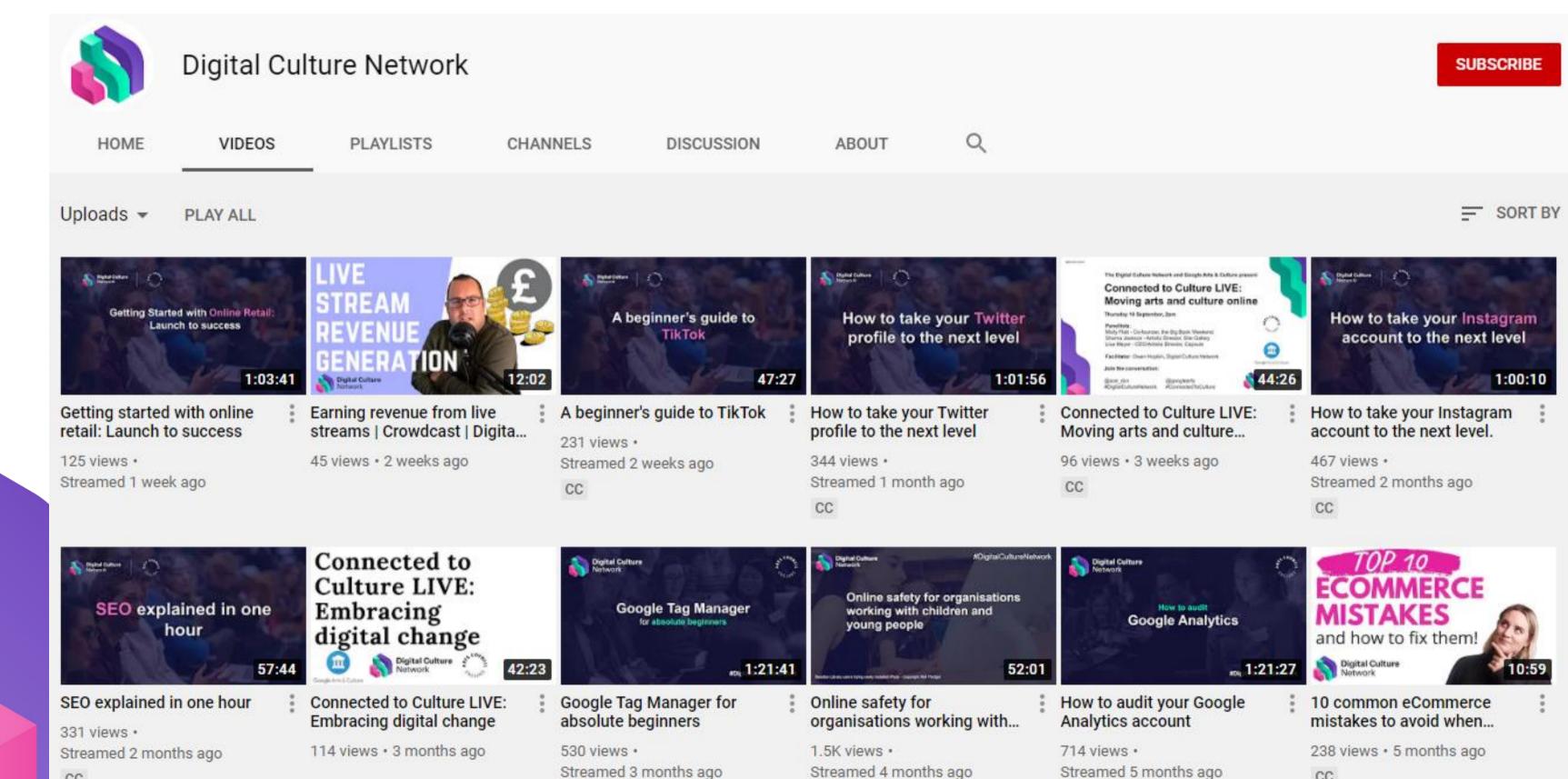
Haydn Corrodus · 4 months ago





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# Get in touch

digitalnetwork@artscouncil.org.uk digitalculturenetwork.org.uk

## Join the conversation

@ace\_dcn
#digitalculturenetwork





# **Digital Culture** Network