



Paid, Owned, Earned: Maximising Marketing Returns in a Socially Connected World

Nick Burcher

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The complexity of media that now sees multiple channels accessed through multiple devices has created major challenges for today's marketing and advertising professionals. Consumer time is split between TVs, laptops, iPads, X-Boxes and smartphones, with traditional media, websites, videos, social networks and apps all competing for attention, meaning it's difficult for brands to decide how best to reach and engage their audiences. Paid, Owned, Earned defines the constituents of each area of 'paid', 'owned' and 'earned' media and shows how they are linked together. It proposes a blueprint for how to think and navigate across this space using a framework made up of key elements such as communities and content, social media optimisation, seeding and viral distribution, broadcast mass media, social performance media and measurement.

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