



## **ROI of Social Media: How to Improve the Return** on Your Social Marketing Investment

Guy Powell, Steven Groves, Jerry Dimos

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How to Improve the Return on Your Social MarketingInvestment

This book more than adequately covers this increasinglyimportant topic, as social media begins to take its rightful placeon the center stage of not just marketing but a number of businessdisciplines. *ROI of Social Media* is an excellent analysis of the current landscape. I cannot recall any book that singularlytackles ROI at this level, most media books simply give a passing reference or chapter on ROI, this is the first comprehensive study.— **Larry Weber**, Founder and chairman of W2 Group, Formerly of Weber Shandwick

We know that for 2011 and the foreseeable future, ROI is one ofthe top priorities for the social media strategist at manycompanies, *ROI of Social Media* is the right book at the right time as social media strategist are needing to work the various department within the enterprise and show that the investments in social tactics and tools are a good investment. The 15 case studies contained in this book will help the social mediastrategist understand how global brands are successfully using social marketing to connect to their audience. – **JeremiahOwyang**, Partner, Altimeter Group

The ROI of Social Media is a must-read for any businesslooking to get the most out of their investments in socialmarketing. It sets the stage for marketers to interact withinfluencers, individuals and consumers and explains therelationships between them. This book breaks down into simple termsboth "dollars" and "sense" for socialmarketers to live by. Fundamentals, strategies and tactics...this book has it all. The ROI of Social Media will bethe dog-eared book that sits on the corner of your desk used toprove many a point. — John Lovett, Senior Partner& Principal Consultant, Web Analytics Demystified

Analytics are the core to a consistently successful marketingprogram. This book offers the metrics to manage social marketingprograms, to measure their success, to diagnose underperforming elements, and to deliver extraordinary results. Kudos to this teamof marketers in putting this essential book together. **Professor JC Larreche**, InSEAD, Author of *The MomentumEffect* 



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