# Google<sup>™</sup> Analysis and Report

Statistics 480

Nice title page!

Great report. I liked how you focussed in on a comple of areas and organized them in depth.

#### Introduction

Google AdSense is a program designed to allow independently managed websites to earn revenue for displaying Google ads on their website. This program works similarly to the Google website itself, in that if a patron searches for a particular item and clicks on a sponsored link, the sponsored link is charged a nominal fee for advertisement. In the case of AdSense, a third-party has a Google search located on their website, and if patrons use the search and click on sponsored links from the query, the third-party website will be paid a fee for the advertisement of the sponsored link. These search queries produce search results specifically tailored to the end-user and tailored to the host website's content.

## Objectives of the study

The amount of earnings from AdSense advertising is determined by complex algorithms, and Google refuses to publish those formulas to prevent webmasters from altering their website's content to increase potential earnings. Additionally, Google did not allow webmasters to publish earnings from AdSense in order to protect proprietary information. Recently, Google has changed this policy by allowing consumers to 'accurately disclose the amount of Google's gross payments.' The publishing of this data on third-party websites such as AdMoolah allow consumers to compare their earnings from AdSense to other patrons with websites of similar content. Therefore, many consumers wonder 'How AdSense pricing is determined?' Currently, an unknown relationship exists between earnings and other reported descriptive variables such as category of website content, language of website, monthly page views, and a website's PageRank. Therefore, the following question must be answered: Is there a difference in earnings between categories, sub-categories, language, and page view/page rank? Since Google will not directly publish this information, we can attempt to analyze the consumer-reported dataset with Excel Pivot Tables and regression/correlation formulas to quantify the difference between categories, sub-categories, language, and page view/page rank. Moreover, the underlying objective of this study is to develop an equation that will predict potential AdSense earnings based on site content and website popularity.

#### **Data Collection**

Data for this study was collected from a third-party AdSense reporting website (www.admoolah.com). Data currently being reported on the AdMoolah website is category and sub-category of site content, date of report/earnings, language of website, Google PageRank, monthly webpage visitors, and monthly webpage views. This data was copied from their website into an Excel spreadsheet and all incomplete observations were removed from further analysis. This resulted in a total of 237 observations that were used in subsequent analysis. The data that was used to create the pivot table and graphical representations are listed in Appendix A.

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# Preliminary Data Analysis

In order to grasp the frequency and range of the data a preliminary Pivot table was constructed. In this table (not shown), we were trying to determine the spread and variation of earnings among the categories. Additionally, we tried to identify some obvious trend in the data to further our understanding of potential explanatory variables of our prediction equation. The second objective to our preliminary table was to determine the count of entire or complete category data field. Determining the frequency or 'count' of data would help determine if the data is biased between categories or languages. For example, if only one observation was reported for the Danish language and had an earning (its average) of \$1,000 with 1000 page views (or a \$1:1 ratio) when the English language has multiple observations far below this standard, this would certainly alter the analysis and ultimately reduce the effectiveness or predictive ability of the equation.

home was;

Aside from the recorded variables of the dataset, additional information such as geographical region and the position of the search box on the website would be useful in developing accurate models that assist customers in potential earning calculations. A generic classification for the geographical region of origination for the customer of interest would be useful so that the results from that analysis could help target particular categories of interest to particular geographical regions.

While additional information that would be helpful, a more complete dataset would be more beneficial in order to perform regression analyses. In the AdMoolah dataset there are numerous missing values for each descriptive variable. Roughly half of the 435 observations contain complete information. Therefore, we lose a lot of power to make any inferences on the comparisons of the different variables in the data set.

Another useful piece of data would be the date of first reporting. This would allow for the calculation of the rate of payoff for potential earnings. This brings about the questions: Do rates of payoff differ between categories? And, do the initial earnings and the ceiling for earnings differ by category? All of this additional information would be beneficial in order to accurately predict future earnings from available data. Unfortunately, this information can not be obtained, so we will the analysis of the Google AdSense data will be performed with existing dependent variables and descriptors.

## Approach to the Solution

# Is there a difference between earnings and categories?

The difference in earnings by category for the entire data set is displayed in Figure 1. The two categories highlighted in red below are the categories that have the highest earnings. 'Society' and 'home' have average earnings approximately \$100 greater than the third highest average earnings category. Additionally, both of these categories experienced their highest average earnings in the second quarter of a year (Table 1). One possible explanation for this event would be these categories are more general in their definition as what type of website is classified as 'society' or 'home' (as compared to computers, games, news, arts, etc...). However, more detailed descriptions

of these categories are needed to further discuss why 'society' and 'home' had the highest average earnings of all categories.

Table 1 separates the average earnings of each category into a particular quarter of a year they were reported and makes it easier to see the trends that each of the categories follow. Webmasters that manage 'science' and 'blog' websites had the highest average earnings during the 4<sup>th</sup> quarter of the year, surpassing all other categories by a minimum of \$924. Of note, 'health' websites reported their largest average earnings during the 1<sup>st</sup> quarter and their lowest earnings during the 4<sup>th</sup> quarter of a year. A possible explanation for this event is that people (especially Americans) tend to gain weight during the Thanksgiving and Christmas holidays (during the 4<sup>th</sup> quarter) and make New Year's resolutions to loose weight (which would correspond to the 1<sup>st</sup> quarter of the year). 'Recreation' websites had their highest earnings during the 2<sup>nd</sup> and 3<sup>rd</sup> quarters of a year which is to be expected. Most people exercise more during the middle quarters due to seasonal effects such as temperature and day length.

Grat.

Figure 1. Google Adsense Average Earnings by Category

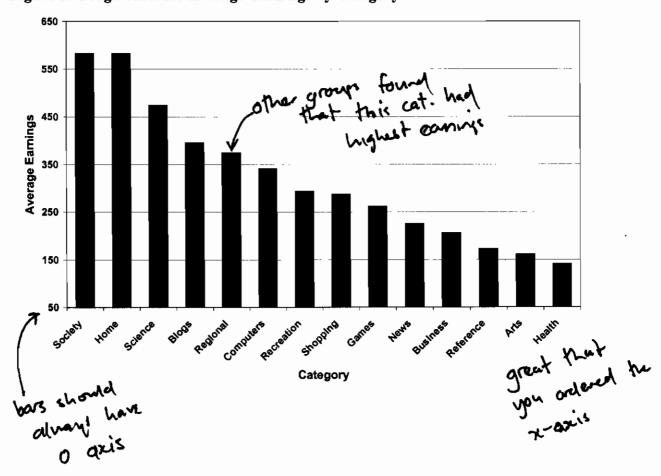


Table 1. Google Adsense Pivot Table

Earnings Average	Quarter				
Category	1st	2nd	3rd	4th	Grand Total
Society	129.53	1489.10	•	•	582.72
Home	400.00	1301.40	147.03	106.13	582.36
Science	•	23.00	<u>-</u>	924.00	473.50
Blogs	111.33	215.96	208.35	1293.70	395.83
Regional	•	•	468.57	89.66	373.84
Computers	207.54	806.53	159.69	128.78	340.49
Recreation	4.04	382.50	378.00	112.63	293.88
Shopping	92.37	831.01	207.70	100.00	286.99
Games	•	261.83	•		261.83
News	15.00	1050.00	17.03	22.50	225.41
Business	141.55	383.00	118.68	59.47	206.28
Reference	543.82	138.90	106.45	37.60	172.87
Arts	67.35	203.69	266.64	55.22	161.30
Health	351.54	210.68	78.99	59.97	140.77
<b>Grand Total</b>	167.33	492.97	201.02	329.89	312.53

## Is there a difference between earnings and secondary categories?

To further analyze average earning differences between categories, Figure 2 was created to separate the top 5 categories based on average earnings into sub-categories. This figure reveals that one sub-category per category overwhelms the others contributing sub-categories, and this trend can apply to most all other categorical variables. The only category that does not follow this trend is 'business' (not shown) in that 'investing', 'general', and 'job' contribute approximately equal proportions to the average earnings. Recategorizing the data into different sub-categories (i.e. splitting the general sub-category of 'science' into two categories or combining the 'general' and 'family' sub-categories into a single category) would change the results of the analysis; therefore the results obtained in this section of the analysis have reduced importance. Additional questions that can be addressed from this figure are:

- What are the driving factors that influence the earning potential for US, business, and people in each category?
- Are there interactions with other factors that may influence this increase in earnings for these sub-categories?

Both of these questions are relevant to be asked but rather difficult to be answered from the given data set due to the relatively small amount of observations. The fact that missing data is a problem in this dataset, and being coupled with the limited capabilities of Excel as an analysis program ultimately reduces the feasibility of creating a prediction equation using just PivotTable data and graphics. The data set that was used to create PivotTables and subsequent graphical representations of the data is included in this project report in Appendix A.

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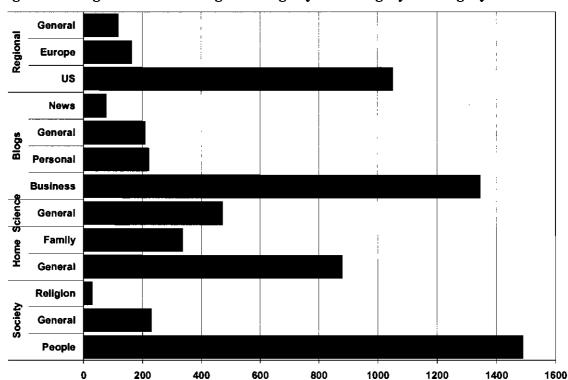


Figure 2. Google Adsense average earnings by sub-category of category.

Is there a difference between earnings and language?

A new PivotTable (Table 2) and column graph (Figure 3) was formed so that the impact of language on the average earnings of Google AdSense data could be visually observed. As shown in Figure 3, the language format of the website directly affected its earnings. To incorporate these results into the prediction equation, websites that use English or Danish as their primary website language will have an increased chance for income if Google AdSense was utilized on that website. The results from this section of the analysis tend to be biased toward the English and Danish languages, in that the largest two reporting languages were those of English and Danish. The next three highest average earning languages were NL (n=11), IT (n=5), and PL (n=3). Aside from the first two highest earning languages, number of reported observations per language appears not to affect the potential for income from AdSense utilization. Both English and Danish languages had average PageRank values, yet had the largest average earnings. Therefore, additional descriptor variables must explain a large amount of variation of average earnings rather than the PageRank variable.

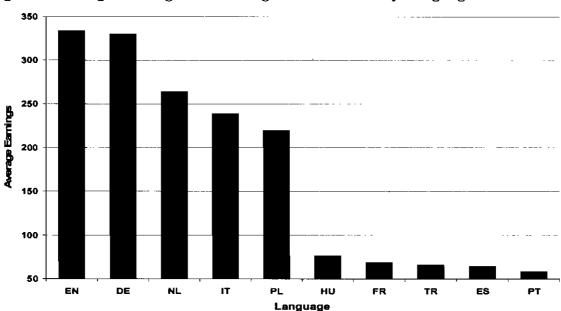


Figure 3. Average Earnings for the Google Adsense Data by Language.

Table 2. Average PageRank and number of observations per language for the Google AdSense data.

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	Language	Average PageRank	N	
	FR	5.50	2	
	PL	5.33	3	
	TR	4.75	4	
	DE	4.68	38 ←	right -align
	HU	4.50	2	
	EN	4.38	167	
	NL	4.18	11	
	ES	4.00	3	
	PΤ	4.00	1	
	IT	3.40	5	_
	<b>Grand Total</b>	4.42	236	

## Is there a difference between earnings and page rank?

Average PageRank for each category is shown in Figure 4. The 'regional' category received the highest PageRank score (PageRank = 6.0) from Google whereas most other categories received scores in a range from 3.5 to 4.7. The 'regional' category is not well-defined in this dataset and this category could encompass a vast array of website content. The available information is so vague for this category insomuch that no legitimate claims can be made regarding the influence of PageRank scores on earning potential of categorical data. However, Figure 5 shows the influence of PageRank scores on the average earnings of websites that utilize AdSense.

Figure 4. Average PageRank score by category for Google Adsense data.

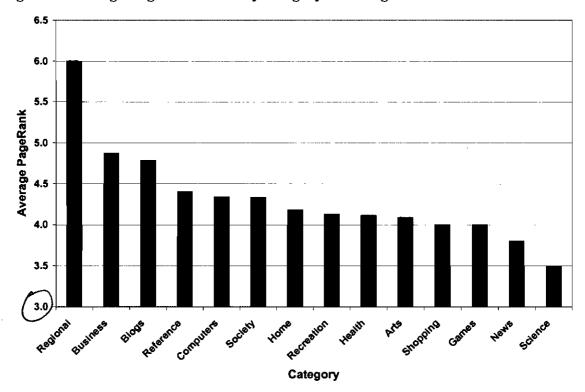
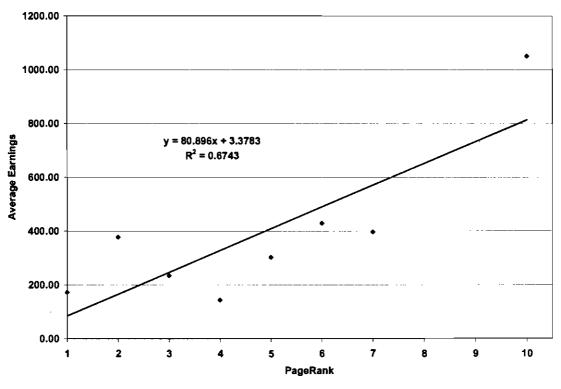


Figure 5. Scatterplot of PageRank versus average earnings of Google AdSense data.



Incorporating this data into the prediction equation could be a beneficial variable to describe the observed variation in earnings. In graphing this data, one observation with

a PageRank score of 9 was not included when calculating the regression equation. This observation had a value of 10 times the maximum value of earnings (\$1,050.00, PageRank=10). Including this data point would only skew the analysis beyond the realm of predictability and therefore make the analysis useless. Using PageRank as a class variable to predict earnings yielded a regression line with an R<sup>2</sup> value of 0.6743, in that ~67% of the variation in earnings could be explained by the assigned PageRank scores.

#### **Conclusions**

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The analysis of the Google AdSense data resulted in more questions than answers. The main dependent variable used in the majority of sectional analysis was average earnings. Earnings were found to be dependent upon seasonal effects (through quarter of year) and upon the assigned PageRank score of the website. Increased earnings could also be captured if a website was published in either English or Danish languages. The main objective of this study was to calculate a prediction equation, yet the depth of the descriptions of the variable and the small data set prohibited the production of an accurate model. However, trends in the data were discovered and could be used to help predict potential income capacity from the implementation of Google AdSense on a webmaster's website.

# Efforts of the Team and Individual Reports

Each team member was independently responsible for the analysis of the data. We met during the week to discuss directions for the research and the best or most creative ideas were then expanded upon to comprise pieces of the final report. Each person was in charge of developing his or her arguments and solutions to questions that the team decided upon for the data set.

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Categ	Arts	Arts	Arts	Arts	Arts	Arts	Arts	Arts	Arts	Arts	Arts	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	Blogs	<b>)</b>

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2005	2005	2005	2005	2006	2006	2005	2006	2005	2005	2005	2005	2005	2005	2006	2005	2006	2005	2005	2006	2006	2006	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2005	2006	2006	2005	2002
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\$380.61 \$354.49	\$231.29	\$205.59	\$100.00	\$81.96	\$50.00	\$48.16	\$41.65	\$36.97	\$30.98	\$27.70	\$19.75	\$18.13	\$15.67	\$11.11	\$7.03	\$6.46	\$5.80	\$3.22	\$2.79	\$1.82	\$456.00	\$367.26	\$210.00	\$150.00	\$100.00	\$9.53	\$101.00	\$10.00	\$100.00	\$71.98	\$13.68	\$9.58	\$514.07	\$622.64	\$80.31	\$35.17
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Internet Software	Internet	Software	Software	Internet	Internet	Software	Internet	Software	Internet	Internet	Software	General	Software	General	Software	Software	Internet	Software	Software	Software	Internet	Software	Internet	General	General	Internet	Software	Software	Internet	Internet	Software	General	Video	General	General	General
Computers Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Computers	Games	Games	Health	Health	Health

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\$18.94	\$5.23	\$292.14	\$80.03	\$68.18	\$500.00	\$381.99	\$175.37	\$128.69	\$90.84	\$82.41	\$44.54	\$20.00	\$14.59	\$10.00	\$8.63	\$89.99	\$71.00	\$50.00	\$43.67	\$10.68	\$130.00	\$605.00	\$3,600.00	\$207.00	\$87.76	\$5.00	\$400.00	\$185.48	\$117.65	\$26.85	\$5.25	\$1,491.00	\$280.00	\$17.03	\$1,050.00	\$24.00
2005	2002	2005	2005	2005	2005	2006	2005	2005	2005	2006	2005	2005	2005	2005	2006	2005	2006	2006	2005	2005	2005	2005	2005	2006	2005	2005	2006	2005	2005	2005	2006	2005	2005	2005	2005	2005
3rd	3rd	3rd	4th	2nd	2nd	1st	2nd	3rd	4th	2nd	4th	4th	3rd	3rd	2nd	3rd	3rd	1st	4th	4th	4th	2nd	2nd	₽ £	2nd	3rd	1st	3rd	3rd	2nd	4th	2nd	3rd	3rd	2nd	4th
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M	뒫	E	E	Ä	W N	Ш	IJ	Ä	Ш Х	Ž	ź	Ш	뉟	뉟	Ш	Ш	Ш	Ш	Ш	Ш	Ш	Ш	DE	z	DE	Ш	Ш	Ш	Ш N	Ш	ES	Ш	Ш	Ш	⊨	H H
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Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Health	Home	Home	Home	Home	Home	Home	Home	Home	Home	Home	Home	News	News	News

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ų.		9/1/2005 8/1/2005 6/1/2005 6/1/2005 6/1/2006 7/1/2005 7/1/2005 9/1/2005 9/1/2005 2/1/2006	တ ဆ ဖ	,	2005	\$477.42	5864	5	39888
و ا		8/1/2005 6/1/2005 6/1/2005 6/1/2006 7/1/2005 7/1/2005 8/1/2005 9/1/2005 2/1/2006	ထ ဖ	3rd	2002	\$400.00	184759	5	414544
ال ال		6/1/2005 6/1/2005 6/1/2005 6/1/2006 7/1/2005 7/1/2005 8/1/2005 9/1/2005 2/1/2006	9	3rd	2002	\$184.96	2601	5	36818
		6/1/2005 6/1/2005 6/1/2006 7/1/2005 7/1/2005 8/1/2005 9/1/2005 2/1/2006		2nd	2005	\$78.50	2633	5	42842
		6/1/2005 6/1/2006 7/1/2005 7/1/2005 6/1/2005 8/1/2005 9/1/2006 2/1/2006	9	2nd	2002	\$76.24	2876	5	44490
		6/1/2006 7/1/2005 7/1/2005 6/1/2005 8/1/2005 9/1/2006 2/1/2006	9	2nd	2002	\$74.78	2400	5	37704
		7/1/2005 7/1/2005 6/1/2005 8/1/2005 9/1/2006 2/1/2006	9	2nd	2006	\$11.77	4865	2	26671
		7/1/2005 6/1/2005 8/1/2005 9/1/2005 10/1/2006	7	3rd	2002	\$266.71	5285	4	24345
Travel E		6/1/2005 8/1/2005 9/1/2005 10/1/2006 2/1/2006	7	3rd	2005	\$266.71	5285	4	24345
Travel EN		8/1/2005 9/1/2005 10/1/2006 2/1/2006	9	2nd	2002	\$30.44	3000	4	4956
Travel		9/1/2005 10/1/2006 2/1/2006	œ	3rd	2002	\$25.52	14254	4	42266
Travel E		10/1/2006 2/1/2006	თ	3rd	2005	\$13.32	7438	4	26526
Fravet 1		2/1/2006	9	4th	2006	\$7.86	5159	4	13267
Food	EN		7	1st	2006	\$4.04	8718	4	14966
Travel E		5/1/2005	Ŋ	2nd	2005	\$2,400.00	75000	က	230000
Travel E	EN 1	12/1/2005	12	4th	2005	\$74.07	16000	က	00006
Travel E	EN 1	11/1/2005	Ξ	4th	2002	\$43.82	520	က	13380
Travel E	EN 1	12/1/2005	12	4th	2005	\$30.00	800	က	3000
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Travel E	EN	5/1/2005	2	2nd	2005	\$5.75	150	-	300
Eductaion E	EN	1/1/2006	-	1st	2006	\$543.82	65000	2	130000
Eductaion E		11/1/2005	Ξ	4th	2005	\$6.09	2631	ß	37210
Eductaion E	EN	6/1/2005	9	2nd	2002	\$138.90	3000	4	7102
General E		8/1/2005	æ	3rd	2005	\$106.45	3016	4	4606
Eductaion T	표	11/1/2006	Ξ	4th	2006	\$69.10	4500	4	11346
US E	EN	9/1/2005	တ	3rd	2005	\$1,050.00	3000000	9	00000009
General E		7/1/2005	7	3rd	2002	\$118.26	4870	ဖ	18500
Europe D	핌	8/1/2005	æ	3rd	2005	\$237.44	3198	S	49713
Europe D	•	11/1/2006	Ξ	4th	2006	\$89.66	33803	က	95531
General D		11/1/2006	Ξ	4th	2006	\$924.00	2000	4	10000
General E		5/1/2005	2	2nd	2002	\$23.00	1000	က	1000
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121845	13800	100	59664	46417	4000	109102	318744	20000	34587
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\$141.11	\$106.00	\$100.00	\$31.90	\$14.28	\$87.48	\$697.14	\$230.05	\$1,489.10	\$29.00
2006	2006	2006	2005	2002	2005	2002	2006	2005	2006
1 1st		12 4th		8 3rd	9 3rd	7 3rd	1 1st	5 2nd	1 1st
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¥	Ė	ß	컱	Ä	컬	뉟	귙	Ë	Ä
Autos	General	Gifts	General	Clothing	General	General	General	People	Religion
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