

## Determining the Social Network Worth: Analysis, Quantitative Approach and Application

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**Abstract:** The rise of smart phones and web services made possible the large- scale collection of personal big data. Social networks are growing day by day. It indicates that more people are opting to use social networks to connect and communicate. Big organizations are generating huge revenues out of the data generated by users. All the users can't be considered equal as they have different social network impact value. In this paper we introduce and analyze a new and practical way of estimating the individual's worth to a social network in terms of impact. The mathematical evaluations show the effectiveness of our method. Based on the proposed method many applications can be built taking into consideration the impact any individual's social profile has. We have tried to make various social data attributes more valuable and meaningful.

**Key words:** Social networks • Social impact • Social data • Network computing • User engagement • Social media analytics

### INTRODUCTION

Leading social networking companies like Google, Facebook, Twitter and LinkedIn are making millions [1] by using user data. Imagine Google+ [2], or Facebook [3] without users (that is us!) and Orkut's story is well known to all of us, Google announced closure of Orkut on September 30<sup>th</sup> 2014, [4] and the reason was growth of new social networking sites and users started moving to Facebook, so due to user base shift, Google had to shut down Orkut finally.

Such instances has given birth to a new thought in today's world where range of social networking sites are making use of users' growing interest in online networking and they are using social data to their benefit and making millions of dollars by various means like selling it to other companies, behavioural analysis of masses, research to launch new products/services, online marketing and many more countless ways. The biggest problem with this entire social networking arrangement is such that we, the biggest contributors, are hardly aware of this or may be just ignorant and just happy with service or platform being provided to us to connect to the world. Each action, be it just a like, comment, tweet, +1, photo

Company name	Facebook	LinkedIn	Yahoo	Google
Market cap (in billions)	\$100.56	\$31.31	\$27.67	\$282.20
Number of users (in millions)	1,110	225	627	1,300
Revenue (in billions)	\$1.813	\$0.366	\$1.135	\$13.110
Per user valuation	\$90.59	\$131.55	\$44.13	\$217.08
Average Revenue per User (ARPU)	\$1.63	\$1.53	\$1.81	\$10.09

Fig. 1: Source: Forbes.com [1]

share, or location check-in; all of it is churning enormous amount of useful data behind the scenes every second for companies to use at will.

The amount of money these companies are making from this data is huge; a Forbes article on what a user might be worth is illustrated below and really worth looking at -

Total of average revenue per user from each of the sites is roughly USD \$15 (approx ?1000), that's worth giving a serious thought as we users of these social networking sites are generating this real-time valuable data in return of one key service that is 'online networking' but the real questions that we all need to ask are :

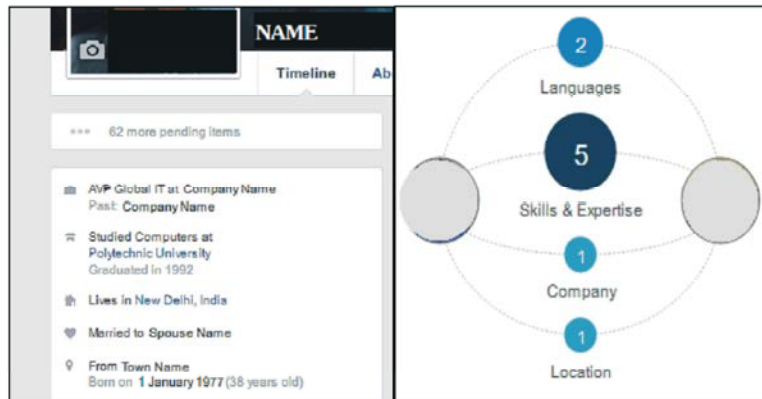


Fig. 2: Sample Facebook profile data and LinkedIn examples. Such information can be used to find match with other profiles

Table 1: Data elements, User actions and related Impact factors

	Facebook	Twitter	LinkedIn	Google+
Key Data Elements/	Common user info,	Common user info,	Common user info,	Common user info,
Attributes	User demographics info	User demographics info	User demographics info	User demographics info
Network	Friends, Followers	Fans	Friends	Friends, Followers, Circles
Key Actions	Post, Like, Comment, Share	Tweet, Re-Tweet, Comment/Reply	Post, Like, Comment, Share	+1, Share, Comment

- What is my real worth and how do I calculate it?
- If companies are making money off my data, should I not be paid a part of this - basis my worth?

Before we jump into math behind one’s online worth, let’s look at list of social metrics, data elements that are vital for online networking and their related actions and factors that turn all of this into valuable big data. For this research paper, we have looked at top four social networking sites – Facebook [3], Twitter [5], Linked In [6] and Google+ [2].

Let’s look at data elements, user actions and related impact factors of these four sites-

While key social elements are inputs and social networking won't exist without it – imagine an online profile without your picture, location, education, job details etc. Similarly network is next important aspect of social networking, without friends or followers your profile has no real meaning in online world. If the first two exist, actions would follow and that’s what really takes your data to next level that’s friends, friends of friends and even the entire world if you are not careful with security settings of social networking sites [5, 6].

**Personal Big Data and its Reach:** Personal data is the new class of data that is emerging due to this digital world [7, 8].

Each of the element can be configured to be either private or non-private (in varied degree from friends, friends of friends, the world etc), as soon as you mark it as non-private (any degree), it’s reach and impact increases exponentially. Same is with any of the posts (or tweets etc), depending upon the visibility its reach and impact increases manifold and further depending upon the size of network and user engagement, it can really be quite impactful in overall network.

**Calculating Social Impact:** Social impact assessment is a methodology to review the social influence of an individual on his or her network. There are 4 key contributors to one’s social impact:

**Data Elements (D):** User information, Demographic information, e.g. Name, Location, Work Details, Academic Information etc.

**Activities (A):** Any user action is an activity, e.g. Post (update status, upload photo/video, tag someone), Like, Share, Comment etc. A network has almost no impact without regular activities. Activities play most important role in creating an impactful social network. This is the reason why companies are encouraging users to use mobile apps, which enable them capture more than what a user May intent to share – like geo location, place information etc, apart from giving users a way to stay connected more often by removing dependency on PC.

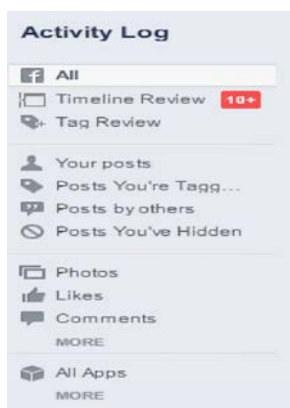


Fig. 3: Sample Facebook activities list



Fig. 4: LinkedIn example showing reach categorized by study area, skills and network

**Reach (R):** Follower base (friends, fans, followers) defines one’s reach in network and reach grows exponentially as the network grows (1<sup>st</sup> level network, 2<sup>nd</sup> level network and so on)

**Engagement Rate (E):** Facebook defines Engagement Rate as “Engagement rate is the percentage of people who saw a post that liked, shared, clicked or commented on it” [9].

Engagement is a user action that can be anything like - views, likes and shares, retweet, clicks etc - which is directly proportional to user activities and overall reach of an individual. Activities contribute to engagement with your users/viewers/visitors etc. An engaged user is key for the success of any content, so this is one of the most important metrics in online media.

**Impact (I):** Your overall impact on your network can be calculated basis above four factors - Data Element, Activity, Reach and Engagement. Relationship among these five can be expressed as below.

$$\text{Impact} = \mathbf{D. A. R. E}$$

I call this expression as ‘I DARE’

**Formulation and Calculations**

**Impact of D (Data Elements):** To accurately measure impact of D (data elements), we need to consider the V

(visibility) exposure factor of those respective item. Impact is directly proportional to visibility and same can be represented in the following expression -

$$D = \sum_{i=0}^n (D_i \times V_i)$$

Here D is data element and V is visibility factor of that data element; which is fixed at 0.25 for private sharing, 0.5 for friends circle sharing, 0.75 for ‘friends of friends’ sharing and 1 for data element that is shared to public. Reason for assigning a non-zero coefficient for private sharing is the fact that it is still exposed to the social networking host/site and carries some value.

**Impact of Activities (A):** Similar to impact of data elements, the impact of network activities can be calculated and the visibility factor has same impact here as well, the only difference being the consolidation of sets of activities that share same visibility factor.

Impact of activities can be represented by the following expression.

$$A = \sum_v \left( V_j \times \sum_a A(j) \right)$$

**Reach Factor (R):** Let's look at R (reach) factor, which can be represented by the following expression.

$$R = \frac{\sum_{k=0}^m \frac{Fr_k}{N_k}}{\sum Fr}$$

Here N is network depth (1<sup>st</sup> level, 2<sup>nd</sup> level and so on) of k-the friend (Fr), so closer the contact (or friend) in network, more the overall reach. To find the average reach coefficient, the resultant is divided by total users in network.

**Engagement Rate (E):** Engagement Rate (E) is defined by engaged users and total reach of any content being shared. Anyone's network is his/her total potential reach, which comprises of fans, friends, followers etc. Engagement rate can be calculated for every single data element, or for a profile or page/post as a whole, here we

shall look at individual data element as that the level we are trying to calculate the overall Impact value [10].

**Overall Impact Factor:** So, this is what the final IDARE formula looks like -

**Impact = Impact of D x Impact Factor of Activities x Network Reach x Engagement Rate**

$$I = \sum_{i=0}^n (D_i \times V_i) \times \sum_v \left( V_j \times \sum_a A(j) \right) \times \frac{\sum_{k=0}^m \frac{Fr_k}{N_k}}{\sum Fr} \times E$$

**Method Evaluation (Measurement and Result Analysis):**

Let's see how IDARE formula works and can be used to calculate social impact index. We shall look at two examples; first evaluation is based on sample numbers, while second one is based on a Facebook profile of one of the public figure in India.

**Example 1: Sample Data**

Table 2: Calculation of impact of data elements (D)

Data Element(s)	Count (D)	Visibility	Visibility Factor (V)	Impact of Data Element (D x V)
Name	1	Public	1.00	1.00
Work	1	Friends	0.50	0.50
Location	1	Friends of Friends	0.75	0.75
Education	1	Public	1.00	1.00
DOB	1	Private	0.25	0.25
Total I(D) =				3.50

Table 3: Calculation of impact of activities (A) per day

Activities	Public (x1.0)	Friends (x0.75)	Friends of Friends (x0.50)	Private (x0.25)	Total Impact
Posts	30.00	10	15	8	47.00
Comments	70.00	0	0	0	70.00
Likes	75.00	0	0	0	75.00
Shares	50.00	0	0	0	50.00
A (per day)					8.07

Table 4: Calculation of reach factor (R)

Network	Count (Fr)	Network Depth (N)	Reach (R=Fr/N)
Friends	100	1.00	100.00
Friends of Friends	1000	1.25	800.00
Followers	50	1.50	33.33
Total Reach (R) =			933.33
Avg. of R =			0.81

For this formula evaluation exercise, let us assume the total engaged users in this given social network paradigm are 75 (max number of users across all activities - 70 comments, 75 likes and 50 shares) and engagement rate would be -

$$E = 75 / (100+1000+50) = 0.07$$

With all given values, let us find out social impact of this user using IDARE equation -

$$I = 3.50 \times 8.07 \times 0.81 \times 0.07 = 1.49$$

Higher the value; bigger the impact would be.

**Example 2: Data taken from official page of an Indian political leader as on 25th March 2015[10]**

Table 5: Calculation of impact of data elements (D)

Data Element(s)	Count (D)	Visibility	Visibility Factor (V)	Impact of Data Element (D x V)
Name, Country, Description, Interests, Gender, Personal Info, Email, Website	8	Public	1.00	8.00
Total I(D) =				8.00

Table 6: Calculation of impact of activities (A) per day

Activities	Public (x1.0)	Friends (x0.75)	Friends of Friends (x0.50)	Private (x0.25)	Total Impact
Posts	6.00	0	0	0	6.00
Comments	8737.00	0	0	0	8737.00
Likes	540789.00	0	0	0	540789.00
Shares	7243.00	0	0	0	7243.00
N <sub>a</sub> (per day)					79539.29

Table 7: Calculation of reach factor (R)

Network	Count (Fr)	Network Depth (N)	Reach (R=Fr/N)
Friends	0	1.00	0.00
Friends of Friends	0	1.25	0.00
Followers	6349000	1.50	4232666.67
Total Reach (R) =			4232666.67
Avg. of R =			0.67

For this formula evaluation exercise, let us assume the total engaged users in this given social network paradigm are 540789 (max number of users across all activities - comments, likes and shares) and engagement rate would be -

$$E = 540789 / 6349000 = 0.09$$

With all given values, let us find out social impact of this user using IDARE equation -

$$I = 8 \times 79539.29 \times 0.67 \times 0.09 = 40649.52$$

Now if we compare this profile’s social impact with sample profile used in 1st example, it is clearly evident that social impact of second profile is about 27300 times higher on IDARE scale.

**Comparison Analysis:** Chart below (Figure 5) depicts how three different profiles or pages can be compared using IDARE scale.

For this comparison analysis we have taken three real Facebook profiles’ data – two of which are politicians and one is a sportsman. It is clearly evident that Impact factor has positive correlation with Reach factor. Relation between Activity and Impact factor needs to be carefully examined for the profiles of Politician 2 and Sportsman; the Impact factor has dropped with Activity factor for Politician 2, but increase in Reach factor for Sportsman has

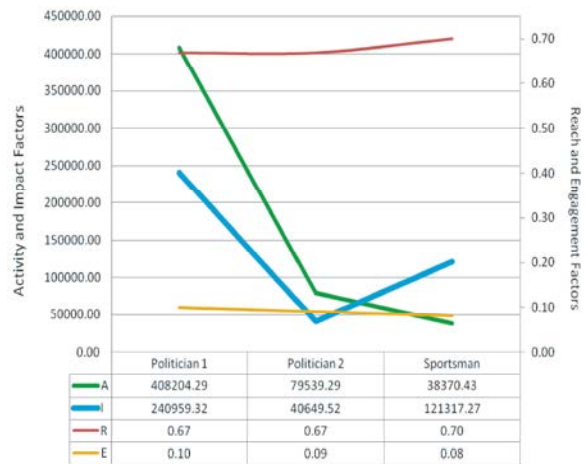


Fig. 5: Comparison Chart of Three Profiles

resulted in increase of the Impact factor despite of further drop in activities for him. Engagement rate has not been able to influence much for this case as the change in Engagement rate is overall negligible in comparison to Reach factor.

In this section, we discuss the effectiveness of the proposed method. For this purpose, we conducted several experiments to validate that our proposed method indeed measures the social network worth of social network users. To perform the experiments on Facebook real data, we developed a Facebook application (called IDARE) [11].

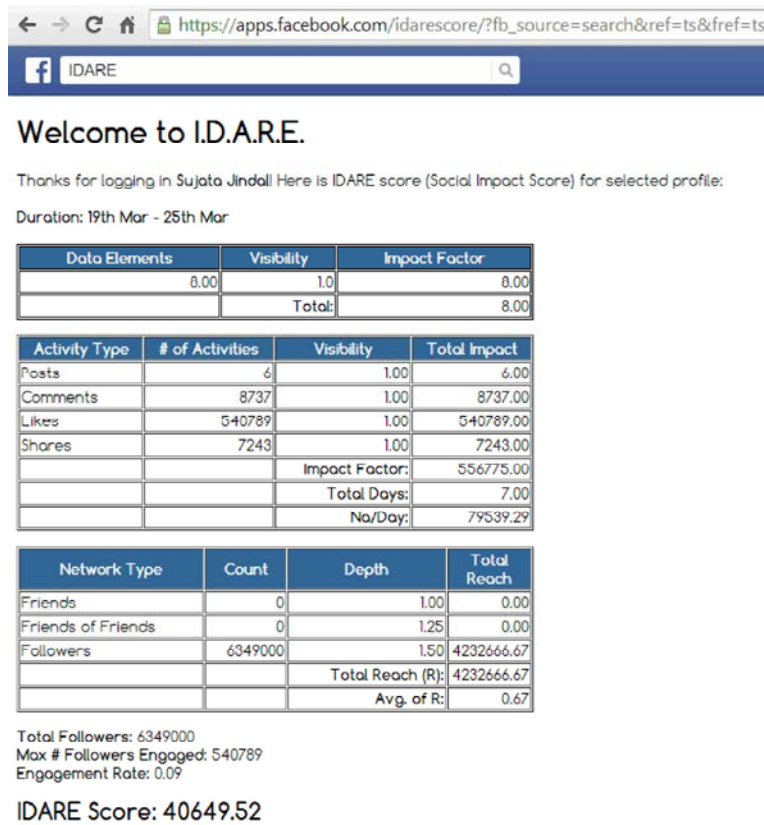


Fig. 6: Facebook Application App-IDARE

The aim of this application is to:

- Gather user’s information (various inputs)
- Apply this data to IDARE algorithm
- Generate resulting impact factor

**CONCLUSION**

The use of social media offers many advantages to both users and social networks. The point is whether the users are getting real worth of their data in terms of benefits, various services. We need to have more effective way to scientifically measure various social media activities including analytics and reporting and their overall impact.

We present a systematic and scientific method to estimate an individual’s impact value to a social network. The approach involves 3 steps - 1) Input various data elements that are exposed, 2) Average out the values, 3) Calculate the Impact value. The benefit of our method is twofold, first to a user (individual or company) and second to social networks to improve their services based on the impact of a particular user.

Various applications can be built based on this impact value e.g. to connect to high net worth individuals and last but not the least, it opens a new debate today if we as social network contributors should get the share of revenue or not?

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