Sponsored Mobile Ishbook Enhancements

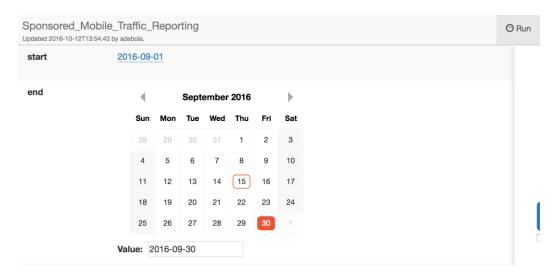
Overview

Currently, this ishbook pulls information for a specific Source ID related to the conversion rate, cost-per-click, and cost-per-apply for both mobile & desktop traffic.

We've made some enhancements to the ishbook to provide Client Services reps with more context related to mobile conversion rate changes over time, as the current output of the ishbook only displays the average conversion rate for the time range selected. The enhancements to the ishbook are provided below.

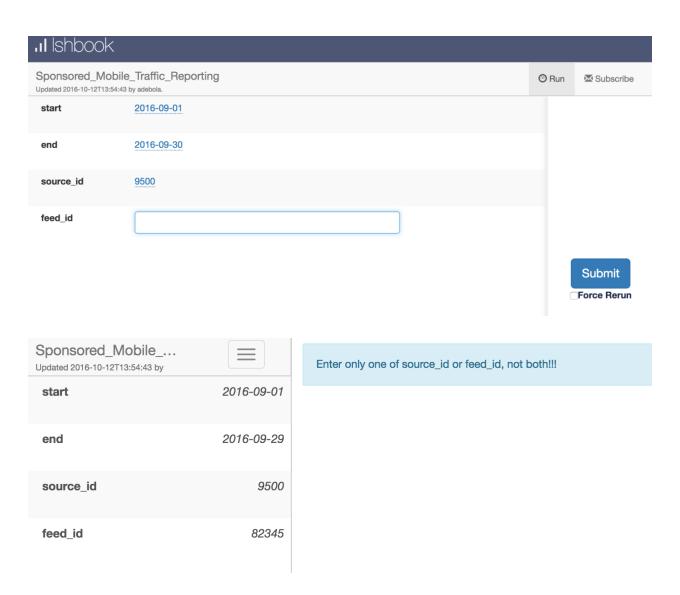
Inputs

Start & End dates: Select the lookback period you would like to see results for. We've added the ability to select dates via a calendar (as displayed below); in addition, you can still manually input the dates for time range needed.



Source ID/Feed ID (*NEW FEATURE*): In the original version of the ishbook, you could **only** view these metrics by Source ID; we've added the functionality to do a lookup if you need to drill down to a specific Feed ID.

PLEASE NOTE: You can only use one or the other (*Source ID* **OR** *Feed ID*) as your input.



Output

Overall Averages for Mobile & Desktop Traffic

This output displays the *average* traffic trends, revenue trends, percentage of conversions, cost per apply, conversion rates, and cost per click for both desktop & mobile for the time range selected.

Traffic Trends

Mobile Traffic: 53.02% Desktop Traffic: 46.98%

Revenue Trends

Mobile Revenue: 50.58% Desktop Revenue: 49.42%

Conversions

Mobile Conversions: 87.63% Desktop Conversions: 12.37%

Cost Per Apply

Mobile CPA: 25.0 Desktop CPA: 175.27

Conversion Rates

Mobile Conv Rate: 1.26% Desktop Conv Rate: 0.20%

Cost per click

Mobile CPC: 0.32 Desktop CPC: 0.35

Mobile and Desktop Conversion Rates

New Feature

This graph shows the **daily** mobile conversion rate for the time range selected. This will allow you to have better insight into the mobile performance as you can view past and up-to-date performance and compare it to the overall average.

This will also help you understand any changes and/or identify patterns to the mobile conversion rate, whether the rate is declining, increasing, remaining stable, etc. This will help give you better insight into mobile performance over that time frame.

Mobile and Desktop Conversion Rates



Top Ten Keyword Searches

New Feature

Yet another feature/enhancement that's been added to the ishbook is displaying the top 10 keywords that generate mobile and desktop clicks for the requested time frame. This can help identify if irrelevant job seekers are finding jobs more frequently on mobile/desktop, and help you recommend appropriate keyword changes to jobs. If there are keywords that are showing up in mobile/desktop that may not be relevant to the client, you can notify them so they can make the appropriate modifications to their original posting.

Top Ten Keyword Searches

Mobile

Clicks
1,479
541
293
153
152
124
375
149
111
175

Desktop

Search Term	Clicks
Not provided	511
aerospace	330
engineer	269
mechanical engineer	321
aerospace engineer	145
manufacturing	61
engineering	88
buyer	45
supply chain	72
aircraft	39