

fbRads

Analyzing and managing Facebook ads from R

Ajay Gopal, Gergely Daroczi



LA-R meetup

November 17 2015



About us



• Age: 3 yr 1 mo

• Strength: ~50

Location: Santa Monica, CA

\$20M Raised Till Date, over 500K Cardholders & Growing Fast!

Ajay [@aj2z] VP, Growth & Data Science Gergely [@daroczig] Lead R Developer

Next 45 mins



- How & why fbRads was born
- Facebook ad basics
- Detailed package demo





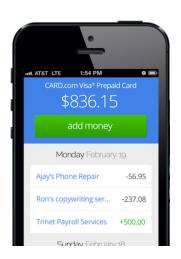
Personalized Financial Service

- Alternative to B&M Banking
- Mobile
- Affordable
- Fair
- Accessible to all

... and also fun and fashionable



Mobile App





General Purpose Reloadable Prepaid Card Customized with whatever inspires you!

Our Rewards: Inspi3ation in your wallet!

Scale diverse ads with 3 employees









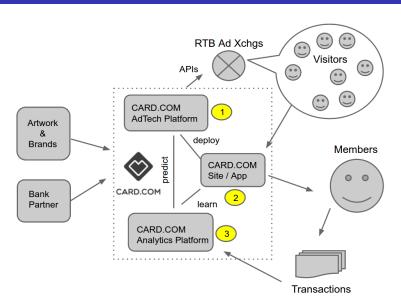






Soln: Modern Marketing





Where to advertise?



- Google knows what you are searching for
- Amazon knows what you are in the market for
- Facebook knows what you like



Ad Platforms



Utilize Google search data via AdWords API

```
## by Johannes Burkhardt
devtools::install.github('jburkhardt/RAdwords')
```

• Utilize Amazon purchase history via Amazon Ads

NULL

Yahoo+Bing have joint search ad network & API

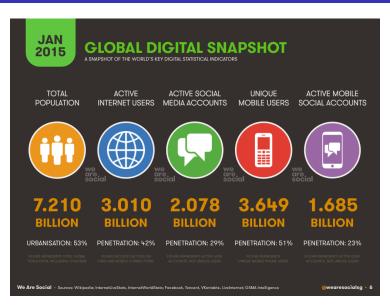
NULL

Utilize Facebook likes & comments data via FB Marketing API

```
devtools::install.github('cardcorp/fbRads')
```

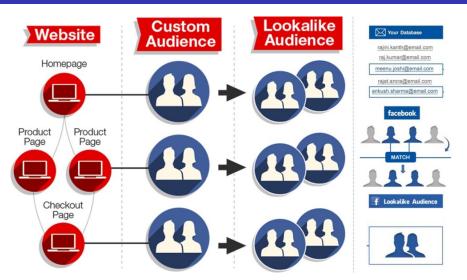
Advertising on Facebook





Advertising on Facebook





Source: adparlor.com

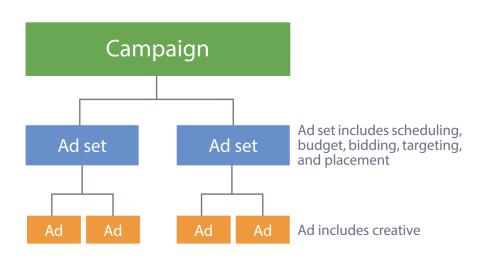
Who advertises on Facebook





Anatomy of a Facebook Ad Campaign





Source: Facebook Marketing API docs



• Anyone here from Facebook?



- Anyone here from Facebook?
- 2 changes in the campaign structure in 2014
- 2 -> 3 hierarchical categories
- Before July 2014, "Ad Sets" were called "Campaigns"
- At the API endpoints:
 - campaigns are called adcampaign_groups
 - ad sets are called adcampaigns
 - ads are called adgroups
- When creating an ad via the API, the adset id is called campaign_id
- 4 new Facebook Marketing API versions in October 2014
- new API version every 6 months



- Anyone here from Facebook?
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- 2 -> 3 hierarchical categories
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- But it's pretty damn good



- Anyone here from Facebook?
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- At the API endpoints:
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- 4 new Facebook Marketing API versions in October 2014
- new API version every 6 months
- But it's pretty damn good
- Really!

Has anyone seen this?









How to create ads from R? user2015.math.aau.dk

Learn how to create Facebook ads from R at a contributed talk at the useR! 2015 conference

Get R package developer e-mail addres



```
> url <- 'http://cran.r-project.org/web/checks/check_summary.html'
> packages <- readHTMLTable(url, which = 2)
> mails <- sub('.*<(.*)>', '\\1', packages$' Maintainer')
> mails <- sub(' at ', '@', mails)</pre>
```

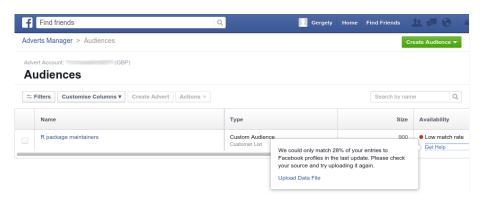




```
> url <- 'http://cran.r-project.org/web/checks/check_summary.html'</pre>
> packages <- readHTMLTable(url, which = 2)
> mails <- sub('.*<(.*)>', '\\1', packages$' Maintainer')
> mails <- sub(' at ', '@', mails)
> tail(sort(table(mails)))
## Dirk Eddelbuettel (35)
## Kurt Hornik (29)
## Scott Chamberlain (24)
## Martin Maechler (24)
## Paul Gilbert (22)
> length(unique(mails))
## 4023
> tail(sort(table(sub('.*@', '', mails))))
## gmail.com (1778)
## R-project.org (84)
## edu
```

Get R package developer e-mail addres





28 % match: only 900 accounts for 6,000+ R packages



Get the location of the archives:

```
> url <- 'https://stat.ethz.ch/pipermail/r-help/'
```

We need RCurl for HTTPS:

```
> library(RCurl)
```

Get URL of all archive files:

Download archive files:



Regular expression matching date format in "From" lines:

```
> dateregex <- paste('[A-Za-z]{3} [A-Za-z]{3} [0-9]{1,2}',</pre>
                       '[0-9]{2}:[0-9]{2}:[0-9]{2}: [0-9]{4}')
+
```

grep for lines matching the From field:

```
> mails <- system(paste0(</pre>
      "zgrep -E '^From .* at .* ",
+
+
      dateregex,
      "' ./help-r/*.txt.gz"),
+
                    intern = TRUE)
```

Extract e-mail addresses from these lines:

```
> mails <- sub('.*From ', '', mails)
> mails <- sub(paste0('[]*', dateregex, '$'), '', mails)</pre>
> mails <- sub(' at ', '0', mails)</pre>
```

Verify e-mail addresses from [R-help]



Verify e-mail addresses from [R-help]



```
> grep('Brian( D)? Ripley', names(table(mails)), value = TRUE)
 [1] "Brian D Ripley"
 [2] "Brian D Ripley [mailto:ripley at stats.ox.ac.uk]"
 [3] "Brian Ripley"
 [4] "Brian Ripley <ripley at stats.ox.ac.uk>"
 [5] "Prof Brian D Ripley"
 [6] "Prof Brian D Ripley [mailto:ripley at stats.ox.ac.uk]"
 [7] "
               Prof Brian D Ripley <ripley at stats.ox.ac.uk>"
 [8] "\"Prof Brian D Ripley\" <ripley at stats.ox.ac.uk>"
 [9] "Prof Brian D Ripley <ripley at stats.ox.ac.uk>"
[10] "Prof Brian Ripley"
[11] "Prof. Brian Ripley"
[12] "Prof Brian Ripley [mailto:ripley at stats.ox.ac.uk]"
[13] "Prof Brian Ripley [mailto:ripley at stats.ox.ac.uk] "
[14] "
                \tProf Brian Ripley <ripley at stats.ox.ac.uk>"
[15] " Prof Brian Ripley <ripley at stats.ox.ac.uk>"
[16] "\"Prof Brian Ripley\" <ripley at stats.ox.ac.uk>"
[17] "Prof Brian Ripley<ripley at stats.ox.ac.uk>"
[18] "Prof Brian Ripley <ripley at stats.ox.ac.uk>"
[19] "Prof Brian Ripley [ripley at stats.ox.ac.uk]"
[20] "Prof Brian Ripley <ripley at toucan.stats>"
[21] "Professor Brian Ripley"
[22] "r-help-bounces at r-project.org [mailto:r-help-bounces at r-project.org] On B
[23] "r-help-bounces at stat.math.ethz.ch [mailto:r-help-bounces at stat.math.ethz.
```

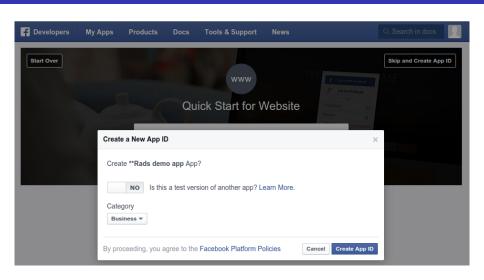
Verify e-mail addresses from [R-help]



```
> length(mails)
266449
> head(sort(table(mails), decreasing = TRUE))
   ripley@stats.ox.ac.uk
                            dwinsemius@comcast.net
                    8611
                                               7064
ggrothendieck@gmail.com p.dalgaard@biostat.ku.dk
                    5386
                                               3243
      jholtman@gmail.com
                            smartpink111@yahoo.com
                    3193
                                               2999
> length(unique(mails))
29266
> 29266 > 4023
TRUE \o/
```

Authenticate with the Facebook API





https://developers.facebook.com/apps/

Authenticate with the Facebook API



Create a token:

```
> library(httr)
> app <- oauth_app('facebook', 'your_app_id', 'your_app_secret')
> tkn <- oauth2.0_token(
+ oauth_endpoints('facebook'), app, scope = 'ads_management',
+ type = 'application/x-www-form-urlencoded')
> tkn <- tkn$credentials$access_token</pre>
```

Save this secret token (never commit to git repository) and load it in any later session:

```
> saveRDS(tkn, 'token.rds')
> tkn <- readRDS('token.rds')</pre>
```

The fun begins!



Initialize connection to Facebook Marketing API:

```
> devtools::install_packages('cardcorp/fbRads')
> library(fbRads)
> fbad_init(fid, tkn)
```



```
> aud_id <- fbad_create_audience(name = 'R-help posters',
+ title = 'Unique e-mail addresses in R-help 1997-2015')</pre>
```

Reading audience info:

```
> fbad_read_audience(audience_id = aud_id,
+ fields = 'approximate_count')
20
```

Adding e-mails to audience (be patient):

```
> fbad_add_audience(audience_id = aud_id,
+ schema = 'EMAIL', hashes = mails)
> fbad_read_audience(audience_id = aud_id,
+ fields = 'approximate_count')
8700
```

Create lookalike audiences



Load the number of attendees per country:

```
> url <- 'http://rapporter.net/custom/R-activity/data/Rstats_2015.csv'
> library(data.table)
> RpC <- fread(url)
> conference_countries <- RpC[user_all > 0, ]
```

Create a lookalike audience for each country with at least one useR! conference attendee:

Read lookalike audiences



Get the approximate count of each lookalike audience:

```
> lookalikes[!is.na(audience),
     size := fbad read audience(audience, 'approximate_count')[[1]],
+
     by = country]
+
> lookalikes[!is.na(audience), c('country', 'size'), with = FALSE]
                                                        size
          country
                     size
                                             country
1:
        Australia 173000
                                  13:
                                             Treland 32800
2:
          Austria 41500
                                  14:
                                               Italy 336200
                                                        7800
3:
          Belgium 72400
                                  15:
                                              Latvia
           Brazil 1280400
                                  16:
                                              Mexico 758100
4:
5:
           Canada 253100
                                  17:
                                         Netherlands 110900
6:
         Colombia 308200
                                  18:
                                         New Zealand 34500
7:
    Faroe Islands
                      400
                                  19:
                                              Norway 36500
8:
           France 392900
                                  20:
                                           Singapore 257000
          Germany 347700
                                  21:
                                            Slovenia 11200
9:
10:
           Greece 59900
                                  22:
                                               Spain 284200
                                         Switzerland 43100
11:
          Hungary 61500
                                  23:
12:
            India 2042000
                                  24: United Kingdom 478700
                                  25:
                                       United States 2483200
```

Create a campaign



```
> campaign <- fbad_create_campaign(</pre>
      name = 'Promote my EARL 2015 Boston talk')
> fbad_read_campaign(id = campaign)
$id
[1] "******
$account_id
[1] "******
$buying_type
[1] "AUCTTON"
$campaign_group_status
[1] "ACTIVE"
$objective
[1] "NONE"
$name
```

[1] "Promote my EARL 2015 Boston talk"

Define target for an adset



All valid lookalike audiences:

```
> target <- lookalikes[!is.na(audience)]
> setnames(target, c('name', 'id'))
```

The original R-help posters list:

```
> target <- rbind(target, list('R-help poster list', id1))</pre>
```

The original R package developers list:

```
> target <- rbind(target, list('R pkg developers list', id2))</pre>
```

Prepare JSON list:

```
> target <- list(custom_audiences = target)</pre>
```



This is where we define the target and budget:

```
> adset <- fbad_create_adset(</pre>
      name = 'Promo budget for my EARL 2015 Boston talk',
      campaign_group_id = campaign,
+
      billing_events = 'IMPRESSIONS',
      optimization_goal = 'REACH',
+
+
      bid amount = 5,
+
      campaign status = 'ACTIVE',
+
      lifetime budget = 7000,
      end time = as.numeric(as.POSIXct('2015-11-03')),
+
      targeting = target)
+
```

Upload image



Get an image for the ad:

```
> img <- 'EARL-2015-Boston.png'
> download.file('http://www.earl-conference.com/boston/Images/Header.jpg', img)
```

Upload to Facebook:

> str(img)

```
> img <- fbad_create_image(img = img)</pre>
```

Take a note on the returned hash:

```
List of 3

$ filename: chr "EARL-2015-Boston.png"

$ hash : chr "7607044f3a90533f7aa3cd98d3b08ee0"

$ url : chr "https://scontent.xx.fbcdn.net/hads-xta1/t45.1600-4/121248

> img <- img$hash
```

Create a creative



```
> url <- paste0('http://www.earl-conference.com/boston/',</pre>
                 'speakers/speaker.php?s=gergely_daroczi'),
+
  creative <- fbad_create_creative(</pre>
+
      name = 'How to create ads from R?',
+
      body = paste(
+
           'Learn how to create Facebook ads from R',
+
           'at EARL 2015 in Boston',
           'on Nov 3 2015.').
+
+
      title
                  = 'How to create ads from R?',
      object_url = url,
      image_hash = img$hash)
```

Preview the creative





Create an ad



```
> ad <- fbad_create_ad(
+    name = 'An ad -- right from the R console',
+    campaign_id = adset,
+    creative = creative)</pre>
```





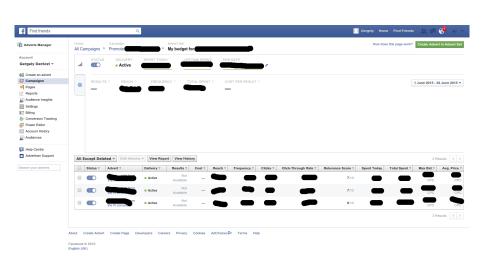
A/B testing



```
> taglines <- c('How to manage ads from R?',
                'How to optimize ads from R?')
+
> for (tagline in taglines) {
+
      ## create creative
      creative <- fbad_create_creative(</pre>
          name = tagline,
          body = paste(
              'Learn how to create Facebook ads from R',
              'at EARL 2015 in Boston',
              'on Nov 3 2015.'),
          title = tagline,
          object_url = url,
+
          image_hash = img$hash)
+
      ## create ad
+
      ad <- fbad_create_ad(
                    = paste0(tagline),
          name
          campaign id = adset,
          creative = creative)
+ }
```

Performance metrics





Performance metrics



Performance metrics



```
> fb insights(target = campaign, level = 'adgroup',
+ fields = toJSON(c('reach', 'impressions', 'clicks')))
 reach impressions clicks date_start date_stop
                     119 2015-10-26 2015-11-02
1 16936
             22369
2 7259
            8318 29 2015-10-26 2015-11-02
3 19134 22539 63 2015-10-26 2015-11-02
> fb_insights(target = campaign, level = 'adgroup',
+ fields = toJSON(c('adgroup name', 'cpc', 'cpp')))
 adgroup name cpc date start date stop
1 Optimize ads 0.2344538 2015-10-26 2015-11-02
2
   Manage ads 0.5031034 2015-10-26 2015-11-02
3
   Create ads 0.4974603 2015-10-26 2015-11-02
```

↓□ → ↓ □ → ↓ □ → Q ○ → ↓ □ → Q ○ → ↓ □ → Q ○ → ↓ □ → ↓ □ → Q ○ → ↓ □ → ↓ □ → Q ○ → ↓ □ → ↓

Performance metrics – placeholder slide



```
Fisher's Exact Test for Count Data

data: data.frame(B = c(97, 15682), A = c(15, 6672))
p-value = 6.811e-05
alternative hypothesis: true odds ratio is not equal to 1
sample estimates:
odds ratio
2.751109
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Expected results:

```
$ adgroup_id
                             : chr
$ campaign_id
                             : chr
$ campaign_group_id
                                    "..." "..." "..."
                             : chr
$ account id
                             : chr
                                    "..." "..." "..."
$ frequency
                             : niim
                                    1.11 1.01 1.28
$ impressions
                                    "431" "280" "2735"
                             : chr
$ reach
                             : int
                                    390 277 2140
$ срс
                              num
                                    0.188 0.3 0.243
                             : num 2.18 3.21 1.07
$ cpm
                                    2.41 3.25 1.36
$ срр
                             : num
                                    1.16 1.071 0.439
$ ctr
                             : niim
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Expected results:

```
$ adgroup id
                           : chr
$ campaign id
                           : chr
$ campaign_group_id
                                  .....
                           : chr
$ account id
                           : chr
                                  0...0 0...0 0...0
$ frequency
                           : niim
                                  1.11 1.01 1.28
$ impressions
                                  "431" "280" "2735"
                           : chr
$ reach
                           : int
                                  390 277 2140
$ cpc
                                  0.188 0.3 0.243
                           : num
                           : num 2.18 3.21 1.07
$ cpm
                           : num 2.41 3.25 1.36
$ cpp
                                  1.16 1.071 0.439
$ ctr
                            : niim
```

Response:

Failed to connect to 2a03:2880:20:4f06:face:b00c:0:1: Network is unreachable



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Response:

```
Curl (52): Empty reply from server
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Response header:

```
"Vary":["Accept-Encoding"],
  "Content-Type":["text/html"],
  "X-FB-Debug":["..."],
  "Date":["Thu, 24 Sep 2015 16:38:27 GMT"],
  "Connection":["keep-alive"],
  "Content-Length":["19"],
  "status":["503"],
  "statusMessage":["Service Unavailable"]
}
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Header:

```
{"Content-Type":["text/html; charset=utf-8"], ..., "status":["502"],
"statusMessage":["Error parsing server response"]}
```



Query sent to Facebook:

```
mystats <- fb insights(date preset = 'today', level = 'adgroup')
```

Header:

```
{"Content-Type":["text/html; charset=utf-8"], ..., "status":["502"],
"statusMessage":["Error parsing server response"]}
```

Response:

```
<!DOCTYPE html>
<html lang="en" id="facebook">
  <head>
   <title>Facebook | Error</title>
  </head>
  <body>
   <h1 id="sorry">Sorry, something went wrong.</h1>
   We're working on it and we'll get it fixed as soon as we can.
  </body>
</html>
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Header:

```
{"Content-Type":["application/json; charset=UTF-8"], ..., "status":["200"],
"statusMessage":["OK"]}
```



Query sent to Facebook:

```
mystats <- fb_insights(date_preset = 'today', level = 'adgroup')</pre>
```

Header:

```
{"Content-Type":["application/json; charset=UTF-8"], ..., "status":["200"],
"statusMessage":["OK"]}
```

Response:

```
{
  "id":["..."],
  "account_id":["..."],
  "time_ref":[...],
  "async_status":["Job Failed"],
  "async_percent_completion":[0]
}
```



Possible issues with the API calls:

- Network error (network is unreachable)
- ② Curl error (52)
- HTTP error (503)
- JSON syntax error (HMTL)
- Facebook API error message

Error handling



Possible issues with the API calls using fbRads from R:

- Network error (network is unreachable)
- Curl error (52)
- HTTP error (503)
- JSON syntax error (HMTL)
- Facebook API error message

Error handling



```
> mystats <- fb insights(date preset = 'today', level = 'adgroup')
ERROR [2015-11-01 08:27:44] Possible network error: Empty reply from server
INFO [2015-11-01 08:28:14] Retrying query for the 1 st/nd/rd time
ERROR [2015-11-01 08:28:14] Possible network error: Empty reply from server
INFO [2015-11-01 08:28:44] Retrying query for the 2 st/nd/rd time
DEBUG [2015-11-01 08:28:44] Sync request failed, starting async request.
DEBUG [2015-11-01 08:28:45] *** Async Job Not Started (0%). Waiting 2 seconds...
DEBUG [2015-11-01 08:28:47] *** Async Job Started (0%). Waiting 10 seconds...
ERROR [2015-11-01 08:28:57] {"id":["***"],..., "async_status":["Job Failed"]}
INFO [2015-11-01 08:28:57] Retrying query for the 1 st/nd/rd time
DEBUG [2015-11-01 08:28:57] *** Async Job Not Started (0%). Waiting 2 seconds...
DEBUG [2015-11-01 08:29:00] *** Async Job Started (0%). Waiting 10 seconds...
DEBUG [2015-11-01 08:29:10] *** Async Job Running (17%). Waiting 7.5 seconds...
DEBUG [2015-11-01 08:29:17] *** Async Job Running (35%). Waiting 5.6 seconds...
DEBUG [2015-11-01 08:29:23] *** Async Job Running (53%). Waiting 4.2 seconds...
DEBUG [2015-11-01 08:29:28] *** Async Job Running (71%). Waiting 3.2 seconds...
DEBUG [2015-11-01 08:29:31] *** Async Job Running (71%). Waiting 15.8 seconds...
```

Support for async/batch queries



```
> mystats <- fb_insights(date_preset = 'today', level = 'adgroup')

DEBUG [2015-11-01 08:28:56] Sync request failed, starting async request.

DEBUG [2015-11-01 08:28:57] *** Async Job Not Started (0%). Waiting 2 seconds...

DEBUG [2015-11-01 08:29:00] *** Async Job Started (0%). Waiting 10 seconds...

DEBUG [2015-11-01 08:29:10] *** Async Job Running (17%). Waiting 7.5 seconds...

DEBUG [2015-11-01 08:29:17] *** Async Job Running (35%). Waiting 5.6 seconds...

DEBUG [2015-11-01 08:29:23] *** Async Job Running (53%). Waiting 4.2 seconds...

DEBUG [2015-11-01 08:29:28] *** Async Job Running (71%). Waiting 3.2 seconds...

DEBUG [2015-11-01 08:29:31] *** Async Job Running (71%). Waiting 15.8 seconds...
```

https://github.com/cardcorp/fbRads



Keyword-based targeting



Keyword-based targeting



```
## Number of R users on Facebook
> (fbr <- fbad_get_search(q = 'rstats', type = 'adinterest')[, c(1:3, 6)])</pre>
                                     name audience size
             id
                                                                         topic
1 6003212345926 R (programming language) 1602320 Lifestyle and culture
## Number of programmers on Facebook
> fbprog <- fbad_get_search(q = 'programming language', type = 'adinterest')</pre>
> head(fbprog[order(fbprog$audience_size, decreasing = TRUE), ], 10)[, 1:3]
              id
                                           name audience size
  6003030200185
                          Programming language
                                                    269482400
67 6003017204650
                                            PHP
                                                     37701920
   6003476678525
                    Boo (programming language)
                                                     31028180
  6004131486306
                                                     26812460
                                            C++
69 6003215894612
                                                     14547070
                             Ajax (programming)
   6003682002118 Python (programming language)
                                                     14286850
70 6003127967124
                                     JavaScript
                                                     12124380
  6002979703120
                   Ruby (programming language)
                                                     11146690
  6003437022731
                   Java (programming language)
                                                      9547610
71 6003568029103
                   Object-oriented programming
                                                      9490910
```

Targeting overlaps



```
## US-based R users on Facebook
> fbad_reachestimate(targeting_spec = list(
+     geo_locations = list(countries = 'US'),
+    flexible_spec = list(list(
+     interests = data.frame(
+     id = fbr$id,
+     name = fbr$name))))$users
[1] 200000
```

Targeting overlaps



```
## US-based R users on Facebook
 fbad_reachestimate(targeting_spec = list(
      geo_locations = list(countries = 'US'),
+
      flexible_spec = list(list(
          interests = data.frame(
                   = fbr$id.
              id
              name = fbr$name)))))$users
[1] 200000
> fbprog <- data.table(fbprog)[name %in% c(</pre>
      'R (programming language)',
      'Python (programming language)',
      'Java (programming language)')]
## US-based R, Python or Java users on Facebook
> fbad_reachestimate(targeting_spec = list(
      geo_locations = list(countries = 'US'),
+
      flexible_spec = list(list(
          interests = data.frame(
                   = fbprog$id,
              id
              name = fbprog$name)))))$users
[1] 1700000
```



```
## US-based R, but non-Python or Java users on Facebook
> fbad_reachestimate(targeting_spec = list(
      geo locations = list(countries = 'US'),
      flexible_spec = list(list(
          interests = data.frame(id = fbr$id, name = fbr$name))),
      exclusions = list(interests = data.frame(
+
+
                   = fbprog$id[1:2],
              name = fbprog$name[1:2]))))$users
[1] 190000
## US-based R, Python and Java users on Facebook
> fbad_reachestimate(targeting_spec = list(
      geo locations = list(countries = 'US'),
      flexible_spec = list(
          list(interests = data.frame(
              id = fbprog$id[1],
              name = fbprog$id[1])),
          list(interests = data.frame(
              id = fbprog$id[2],
              name = fbprog$id[2])),
          list(interests = data.frame(
                   = fbprog$id[3],
              name = fbprog$id[3]))))$users
[1] 5300
```

Targeting overlaps



