

How Does Content Drive Viewership?

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Abstract

Why do some webpages receive massive numbers of pageviews? To determine how content drives viewership, we construct a unique dataset of all articles published by the New York Times (NYT) in August 2013. Our dataset is built from 2 major components, the NYT's internal web traffic data and article content data parsed from the NYT website. We use the internal web traffic data to accurately track the number of page views of each article as well as construct a set of robust control variables such as the desk and section of each article. To build content features, we use various machine learning and statistical natural language processing techniques on our parsed article content data and construct features such as article perplexity, sentiment, reading difficulty, and indicators that denote the presence of pictures, videos, etc. Additionally, we have access to the NYT's internal website traffic data. We feed all of our constructed features into a predictive regression model. We find [MAJOR RESULTS HERE].

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1. Introduction

In today's digital economy, many companies are very interested in attracting users to visit their websites in order to earn ad revenue. While many factors might motivate a user to visit a particular page, certainly one important factor is the content in that webpage. This paper explores the relationship between the content of a webpage and the number of page views it ultimately ends up receiving.

A similar study by Berger and Milkman (2012) [?] examines the relationship between content and word-of-mouth virality. They find that the emotional content of a NYT article could predict its virality. Using simple measures of an article's sentiment and emotionality, Berger and Milkman show that

positive articles are more likely to show up on the New York Times "Most-Emailed" list. They also show that articles that evoke high physiological positive or negative arousal (such as awe or anger) tend to be more viral than articles that evoke deactivating emotions (sadness). We build on this study in two ways: first, we relate an article's content back to the number of page views it receives rather than its virality¹. Second, we employ more sophisticated machine learning feature extraction techniques to see if they work any better over their simple measures.

Typically, a study such as ours tends to be very difficult to conduct as either accurate measures of viewership are unavailable² or the feature extraction of the content is too challenging (for example Youtube), or both. Fortunately, we have access to the NYT's internal web traffic data which allows us to exactly measure the number of page views an article receives. The web traffic data is rather rich and also includes internal meta-data that we use to build. Moreover, since we are working with mostly textual data, we are able to take advantage of recent advancements in machine learning and statistical NLP.

2. Data

2.1 NYT Internal Web Traffic Data

2.2 Parsed NYT Article Content Data

Paragraph

Paragraph

¹Which companies arguably care more about since word-of-mouth virality is usually a means to increase page views

²While oftentimes precise viewership data tends to be not available openly, oftentimes researchers use related observables, such as Facebook likes or they construct some similar measure like Berger and Milkman do

2.3 Subsection

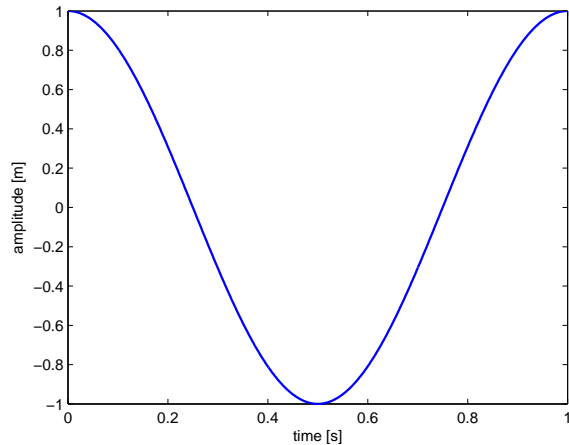


Figure 1. In-text Picture

Reference to Figure 1.

3. Results and Discussion

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3.1 Subsection

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First name	Last Name	Grade
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Richard	Miles	2

3.1.1 Subsubsection

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Word Definition

Concept Explanation

Idea Text

3.1.2 Subsubsection

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- First item in a list
- Second item in a list
- Third item in a list

3.1.3 Subsubsection

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3.2 Subsection

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Acknowledgments

So long and thanks for all the fish [1].

References

- [1] A. J. Figueredo and P. S. A. Wolf. Assortative pairing and life history strategy - a cross-cultural study. *Human Nature*, 20:317–330, 2009.