

Personalization and value creation

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1. From segmentation to personalization

Segmentation helps refine the picture from a mass of data to meaningful subgroups of data points.

Why not go down to extreme segmentation: segments the size of an individual?

- Major websites do it (Amazon, Yahoo!, Netflix, etc.)
- Ads providers do it (Facebook)
- News feed do it (Prismatic, Pulse)

Advantages: pinpoint accuracy and relevance Inconvenient: operational complexity

They know my name!

From \$69 [Shop now](#)

Kindle Fire, from \$159 [Shop now](#)

They keep the cart active across sessions. Do this!

Just for me...

Glittering Gifts

Business In Plain English JEWELRY STORE

Shining ideas for Valentine's Day. [Shop Valentine's Day Gifts](#) [Shop All Jewelry](#)

New For You

I looked at a heart rate monitor watch last week. Looks like they haven't forgotten.

They even let me know that they're always watching.

Free One-Day Shipping [Shop now](#)

Hello, Chris Your Account [Cart](#) [Wish List](#)

Valentine's Day Gifts [Shop now](#)

Streaming videos now included with amazon Prime

Gold Box Deal of the Day

Protect Your iPhone 5 for Less [Learn more](#)

Best Sellers

Video Games : PlayStation 3

Updated hourly

1. 1787 days in the top 100
PlayStation 3 Dualshock 3 Wireless Controller (Black)
PlayStation 3
\$64.99 **\$45.42**
2. 286 days in the top 100
Call of Duty: Black Ops II
PlayStation 3
\$69.99 **\$54.11**
3. 74 days in the top 100
Ni No Kuni: Wrath of the White Witch
PlayStation 3
\$49.99 **\$59.96**
4. 241 days in the top 100
Resident Evil 6
PlayStation 3
\$29.99 **\$19.99**
5. 134 days in the top 100
PlayStation Plus 12 month Subscription [Download]
PlayStation 3
\$49.99

See all Best Sellers in PlayStation 3

Best Sellers

Cell Phones & Accessories : Unlocked Phones

Updated hourly

1. Samsung i8190 Galaxy S III Mini Unlocked Android Smartphone...
Samsung
\$599.99 **\$335.00**
2. Samsung Galaxy S III Mini i8190 8GB Unlocked GSM Phone with...
\$338.95
3. BlackBerry 9650 Bold Unlocked GSM Smartphone with 3 MP...
BlackBerry RIM
\$249.99 **\$148.95**
4. Samsung Galaxy S i9300 GT-i9300 Factory Unlocked Phone ...
Samsung
\$899.00 **\$564.95**

The screenshot shows a personalized Amazon page with several green annotations highlighting specific features:

- A green circle highlights the "Amazon" logo in the top left corner.
- A green arrow points from the "Hello, Chris Your Account" link in the top right towards the "Cart" and "Wish List" links.
- A green circle highlights the "New For You" section.
- A green circle highlights the "more items to Consider" section.
- A green circle highlights the "View or edit your browsing history" link.
- A large green arrow points from the "They know my name!" annotation towards the "Hello, Chris Your Account" area.
- A green arrow points from the "They keep the cart active across sessions. Do this!" annotation towards the "Cart" and "Wish List" links.
- A green arrow points from the "I looked at a heart rate monitor watch last week. Looks like they haven't forgotten." annotation towards the "more items to Consider" section.
- A green arrow points from the "They even let me know that they're always watching." annotation towards the "View or edit your browsing history" link.

Figure 1. How is an Amazon page (old version!) personalized

2. Beyond behavior: tracking individual bodies

- Internet of Things
 - Quantified Self
 - Wearable tech
 - Smart cities
 - State surveillance ?
- More sensors, more data
created by or connected to individuals

Figure 2. The relation between connected objects and personalization

A list of bodily aspects being measured with examples:

Table 1. Location

Bodily Measurement	Device	Company	Product	Location
				

Table 2. Movement

Bodily Measurement	Device	Company	Product	Movement



Table 3. Gestures

Bodily Measurement	Device	Company	Product	Gestures
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Table 4. Weight, heart rate

Bodily Measurement	Device	Company	Product	Weight, heart rate
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Table 5. Sleep

Bodily Measurement	Device	Company	Product	Sleep
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Table 6. Fingerprint

Bodily Measurement	Device	Company	Product	Fingerprint
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Table 7. Facial recognition

Bodily Measurement	Device	Company	Product	Facial recognition
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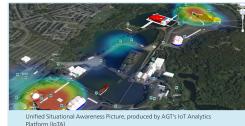
Table 8. Emotions

Bodily Measurement	Device	Company	Product	Emotions
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Table 9. Behavior in public places

Bodily Measurement	Device	Company	Product	Behavior in public areas
Multiple devices	AGT International	Mega Events Management Solution	Pedestrian traffic	Cameras



A description of how AGT monitors large audiences in public events (click on the pic for the full document):

How it works

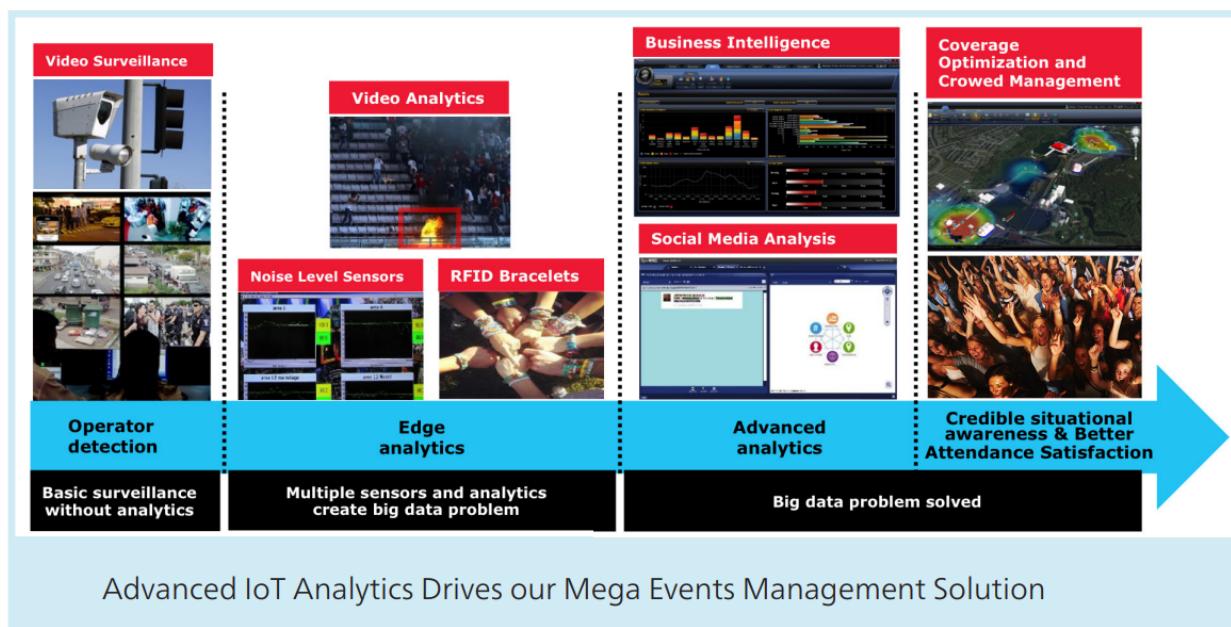


Figure 3. source: https://www.agtinternational.com/wp-content/uploads/2014/10/AGT_AAG_MegaEvent-02Oct2014-2.pdf

Video showing how Placemeter monitors pedestrian traffic:

[] | <https://img.youtube.com/vi/rpjJHoJixYA/maxresdefault.jpg>

3. The case of Nicholas Felton: constant data monitoring

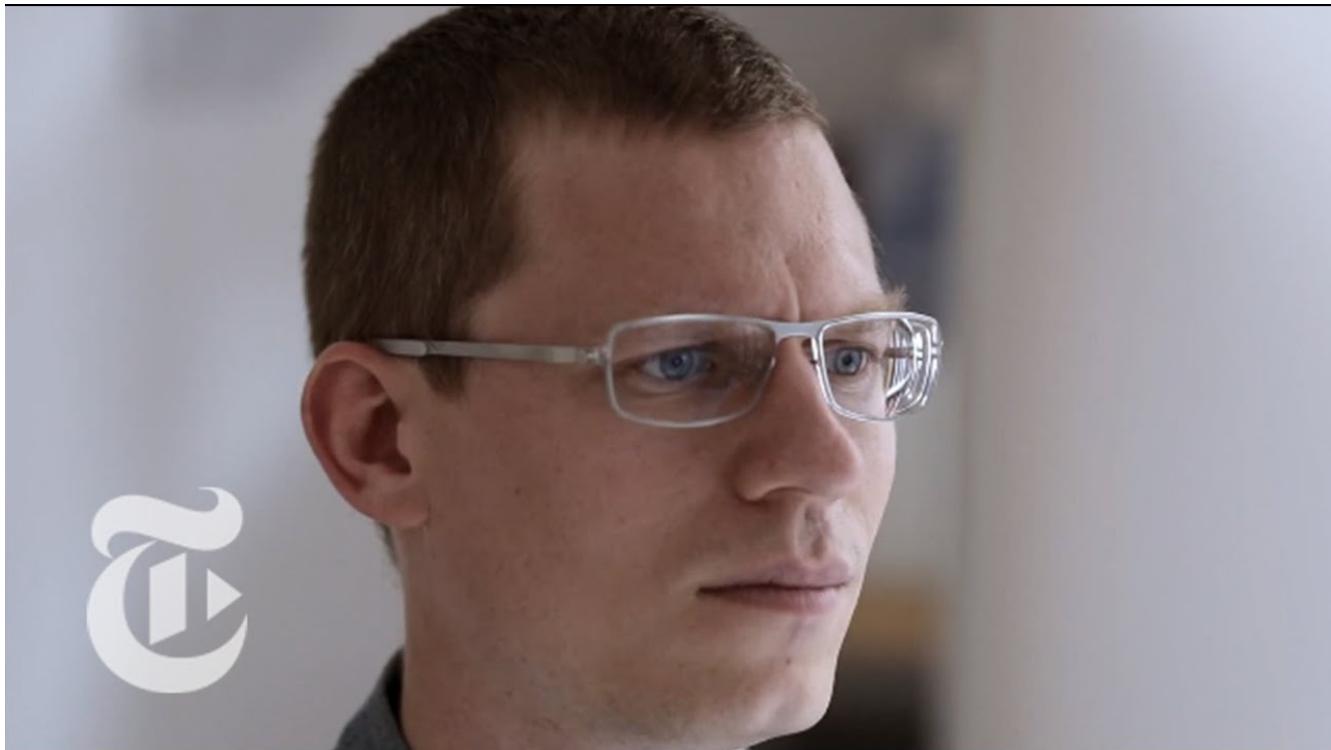
a. The Feltron reports



Figure 4. Nicholas Felton

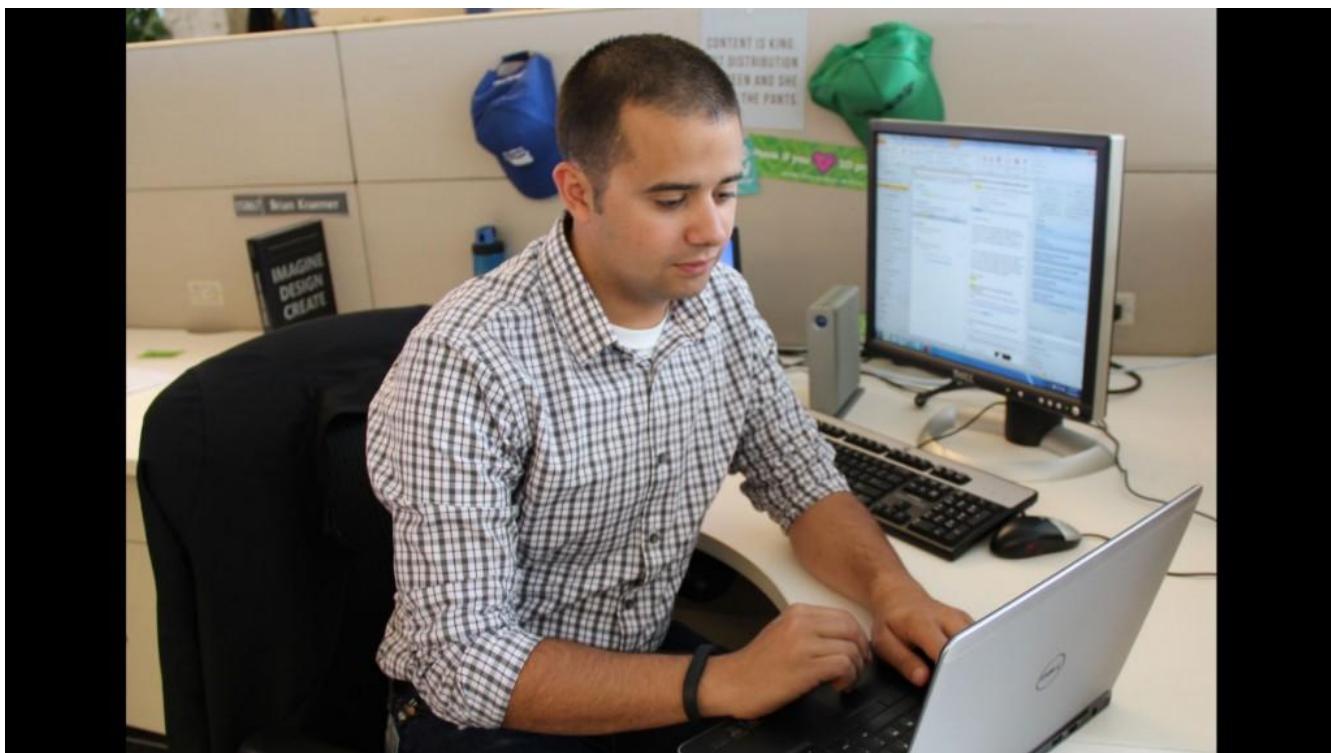
Nicholas Felton is a designer and data artist who produced printed annual reports from 2005 to 2014.

These reports synthesize his bodily data and social life, which he measures *constantly* during the year. This practice (pushed to the extreme in this case) belongs to the [quantified self](#) movement.



b. Not just Feltron

Insurance companies are interested in boosting individual health, using connected objects as monitoring devices



Companies are looking to provide a 360 degree solution to health and well being through constant monitoring:



Monitoring on health is also a B2B market to achieve "corporate welfare". See [Nokia's brochure on the topic of health services](#).

4. Issues, limits

These technologies open a vast number of issues: from data privacy to the redefinition of well-being, and the grey boundary between monitoring and surveillance. A full session of this series is devoted to discussing these issues.

For the moment, let us just repeat cautionary remarks already mentioned in a different session:

a. "personalization" has been blamed for reinforcing "bubbles" or "tribes" views of the world

(paying version of the paper, free version [here](#)).

Content personalization is also blamed for favoring political polarization via an "echo chamber effect": social media tend to show me content I already agree with (paying version of the paper [here](#), free version [here](#)).

b. Personalizing the customer relationship, even when effective, is not inherently a good thing.

It has been shown that the [Coca-Cola #ShareaCoke campaign](#) is effective at making more children choose a soda with a label to their name, over a healthy drink (paying version of the study [here](#),

free version not available).

c. Does personalization always need technology?

Companies rated with the customer service do personalization differently: with humans.

See how Zappos offers a great service to their customers:

[| https://img.youtube.com/vi/vApoQPISmvs/maxresdefault.jpg](https://img.youtube.com/vi/vApoQPISmvs/maxresdefault.jpg)

(another impactful version here)

or see (in French) how [Trainline makes its customers happy](#).

The end

Find references for this lesson, and other lessons, [here](#).



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