

## **Class 13 Case Study: Improve User Engagement for Instagram Using A/B/N Testing**

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November 13, 2024

## Section 1

### Case Background

# Business Objective

- Instagram aims to increase user engagement and activity.
- We can propose gamification strategies based on scientific theories.
- Need to empirically test whether proposed gamification strategies are effective using A/B/N testings.

# Situation Analysis

Conduct a situation analysis to assess Instagram's business environment in the UK:<sup>1</sup>

- What is Instagram's business model?
- How does Instagram make revenues?
- Who are Instagram's customers?
- What are the major competitors and their relative strengths and weaknesses compared with Instagram?
- Who are the collaborators of Instagram?
- PESTLE analysis: any particular legal and regulatory issues that Instagram needs to be aware of?

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<sup>1</sup>Suggested answers are on the course website.

## Section 2

### Theoretical Motivations

# Theoretical Motivation for Business Ideas

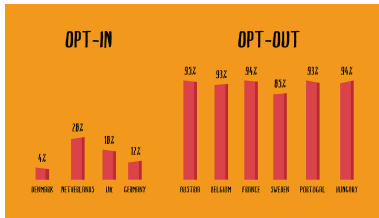
- When proposing business ideas, we should base our proposals on scientific, well-established theories from different disciplines.
  - **Bottom-up approach:** start with theories and then generate business ideas
  - **Top-down approach:** start with business ideas and then find theories to support them
- Let's first see some examples of behavioral economics theories!

# Behavioral Theories

- Framing effect
- Endowment effect
- Mental accounting

# Default Effect

## • Default effect





# Left-Digit Bias

## ● Left-digit bias

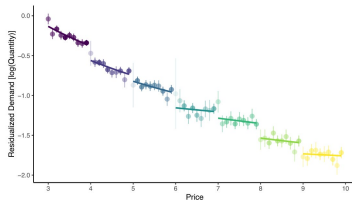
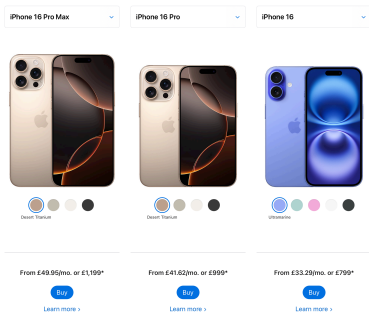


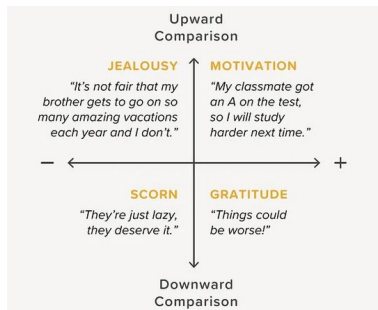
FIGURE 2

Demand curve of thirty-seven products, exhibiting drops at dollar digits

*Note:* The figure shows a non-parametric demand curve. Data are for thirty-seven unique products with similar elasticities (between  $-1.35$  and  $-1.65$ ) from the module “ground and whole bean coffee”. Each dot is the estimate from regressing log-quantity sold on a ten-cent dummy (e.g., \$4.90-\$4.99), controlling for prices of competing products, and fixed-effects which are the interactions between UPC-chain and store, month-of-year, week-of-month, last digit, and promotional flags. Standard errors are clustered at the store level, and opaqueness in the figure is inverse to standard errors.

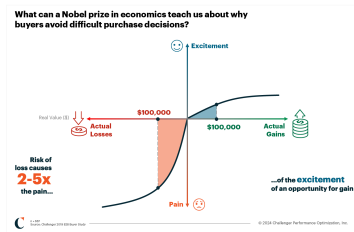
# Social Comparison Theory

- People evaluate their own opinions and abilities by comparing themselves to others, especially when comparing oneself to similar others.
- Social comparison can be upward or downward.
- Social comparison can motivate people to improve their performance; however, it can also lead to negative emotions.



# Prospect Theory

- Prospect theory posits that people feel more pain from losing something than pleasure from gaining something.
- This theory can be used to explain why people are more likely to engage in activities that prevent loss than those that promote gain.



# Business Proposal

- Implement gamification features on Instagram to increase user activity based on the theories of Social Comparison and Prospect Theory.
- Let's think about ideas that can boost user engagement on Instagram.

## Potential Strategies

- **Endowment effect:** Implementing a points and badge system to create sense of ownership and encourage engagement (e.g., likes, comments, shares).
- **Social comparison theory:** Leaderboards showing top users; Social comparison through activity rankings
- **Prospect theory:** Time-limited rewards and achievements

## Section 3

# A/B/N Testing for Instagram

## Step 1: Decide on the Unit of Randomization

- What would be the best unit of randomization?

## Step 2: Mitigate Spillover and Crossover Effects

- What are the potential problems for spillover and crossover?



## Step 3: Decide on Randomization Allocation Scheme

- How should we determine the randomization scheme?

## Step 4: Collect Data

- What is the sample size we need?
- What data should we collect?

## Step 5: Data analytics

- Randomization checks
- How to estimate the treatment effects?

# After-Class

- (optional) Test and learn: How a culture of experimentation can help grow your business